

Borough Council of
**King's Lynn &
West Norfolk**



Site Specific Allocations and Policies DPD
and Community Infrastructure Levy
Viability Study

November 2013

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Issued 30th November 2013

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1. Introduction

Scope

- 1.1 King's Lynn and West Norfolk Borough Council (KL&WN) is working towards finalising its Detailed Policies and Sites Plan. As part of that process the Council is considering the introduction of Community Infrastructure Levy (CIL) as a mechanism to fund, at least in part, the infrastructure required to deliver the Development Plan. HDH Planning and Development has been appointed to advise the Council in three regards:
- a. Firstly, to ensure that the Detailed Policies and Sites Plan, and the sites identified within it, are deliverable, bearing in mind the level of affordable housing and other policy requirements set out in the adopted KL&WN Core Strategy¹, as required by paragraphs 173 and 174 of the National Planning Policy Framework (NPPF).
 - b. Secondly, and very much related to (a) above, a review of the current affordable housing target.
 - c. Thirdly to assess the effect the introduction of Community Infrastructure Levy (CIL) may have on development viability – particularly in the context of CIL Regulation 14.
- 1.2 This project has changed considerably since its inception. The initial remit was restricted to CIL and was to be an update to the Affordable Housing Site Viability Study (AHVS) carried out by Fordham Research in October 2008 and extended to cover thresholds in January 2011. As the project progressed it became apparent that a more comprehensive study was needed to ensure a consistent evidence base. This document sets out the methodology used, the key assumptions adopted, and contains an assessment of deliverability of the Detailed Policies and Sites Plan, before suggesting rates of CIL for the Preliminary Draft Charging Schedule. This will allow the Council to engage with stakeholders, to ensure that their planning is effective and to develop CIL.
- 1.3 This study will draw on the existing available evidence and concentrate on assessing the viability of a group of modelled sites that are representative of the residential sites that are most likely to come forward over the Plan period and a range of non-residential uses.
- 1.4 Not all sites will be viable, even without any policy requirements imposed or sought by the Council and it is inevitable that the Council's requirements will render some sites unviable in the current market. Where sites are unviable and vital to the delivery of the Plan, the Council will need to consider how it can facilitate that development, and what it, as a Local

¹ The King's Lynn & West Norfolk Borough Council, Local Development Framework - Core Strategy was adopted in July 2011.

Planning Authority, can do to create the environment to encourage development to come forward.

- 1.5 This report has been prepared following a consultation process with landowners, agents and developers. One event has been held and further events will be held as the process continues. On the 22nd January 2013, an initial consultation event was held to which the representatives of the main developers, development site landowners, their agents and housing providers were invited. The meeting was used to introduce the development industry to the NPPF and CIL, to set out the methodology, to test the assumptions used in the report and to put the report in context.
- 1.6 We have set out the various comments made through the consultation process through this report, showing where changes in the methodology or assumptions have been made. In this report we have not attributed these comments to the consultees as these were made on an anonymised basis with a view to a more open and frank engagement and to protect commercially sensitive matters.
- 1.7 This study is concerned with development viability which is just one element of the evidence that will be used to prepare the Plan and to set CIL. The Council will strike the balance of achieving their strategic objectives within the practical constraints and commercial realities of delivery. We take this early opportunity to highlight the limitations of this report. We discuss the Guidance we have worked to in later chapters, we have followed the Harman Guidance. This says '*...the viability assessment is not there to give a straightforward 'yes or no' to development across the whole plan area or whole plan period*'.
- 1.8 We acknowledge that the viability testing process has been protracted. This is an inevitable consequence of the iterative Plan making process that has reflected the emerging findings of this work. Further, during the project, amendments have been made to the various sources of guidance, and the CIL Examiners' and Local Plan Inspectors' reports and planning appeal decisions have been published that have had to be addressed. In addition, towards the end of August 2013, 'draft' National Planning Practice Guidance was published. We have discussed this in Chapter 2 and have considered whether the work carried out to date is in line with this new guidance.

Metric or imperial

- 1.9 The property industry uses both imperial and metric data – often working out costings in metric (£/m²) and values in imperial (£/acre and £/sqft). This is confusing so we have used metric measurements throughout this report. The following conversion rates may assist readers.

1m	=	3.28ft (3' and 3.37")	1m ²	=	10.76 sqft (10 sqft and 110.0 sqin)
1ft	=	0.30m	1sqft	=	0.092903 m ²



- 1.10 A useful rule of thumb to convert m² to sqft is simply to add a zero.

Report Structure

- 1.11 This report examines the viability of development across the Borough of King's Lynn and West Norfolk. The Project has three principal parts being the Detailed Policies and Sites Plan viability assessment that includes a review of the affordable housing target and the CIL viability assessment. All these parts are closely related and draw on the same data and evidence. The Report follows the following format:

Chapter 2 We have set out the reasons for, and approach to, viability testing, including a short review of the requirements of the CIL Regulations and NPPF.

Chapter 3 We have set out the methodology used.

Chapter 4 An assessment of the housing market, including market and affordable housing with the purpose of establishing the worth of different types of housing (size and tenure) in different areas.

Chapter 5 An assessment of the non-residential markets with the purpose of establishing the worth of different types of commercial uses.

Chapter 6 An assessment of the costs of 'development' land to be used when assessing viability.

Chapter 7 We have set out the cost and general development assumptions to be used in the development appraisals.

Chapter 8 We have summarised the various policy requirements and constraints that influence the type of development that come forward.

Chapter 9 We have set out the range of modelled sites used for the financial development appraisals.

Chapter 10 We have run the base appraisals and considered the deliverability of the Detailed Policies and Sites Plan (July 2013).

Chapter 11 We have reviewed to Council's Affordable Housing policy in the light of the adopted Dynamic Viability policy.

Chapter 12 We have suggested possible rates of CIL.

- 1.12 Chapters 10, 11 and 12 are each written so as to be self-contained and as a result there is a degree of overlap and repetition between the three.

- 1.13 This report forms one of the pieces of evidence that will be used to assess whether the DPD is effective and to set CIL. In due course the Council will weigh up its own priorities in the context of the NPPF and other relevant matters such as the CIL Regulations and CIL Guidance and 'strike the balance' between delivering the Plan, funding infrastructure and delivering its overall priorities.

Next Steps

- 1.14 This report has been prepared following a consultation on the methodology and key inputs. The information in this report is an important element of the evidence for Detailed Policies and Sites Plan examination and the CIL examination, but is only one part of the evidence; the wider context and other existing evidence must also be considered.

2. Viability Testing

- 2.1 Viability testing is an important part of the Development Plan making process. The requirement to assess viability forms part of the National Planning Policy Framework² (NPPF), is part of the Strategic Housing Land Availability Assessment (SHLAA)³ process, and is a requirement of the CIL Regulations⁴. In each case the requirement is slightly different but all have much in common.
- 2.2 Late in August 2013 the Government published new 'supporting National Planning Practice Guidance' (NPPG). This in the form of a website⁵ and at the time of this report is in 'Beta' format for testing and public comment. Existing guidance will not be cancelled until the new planning practice guidance is published in its final form. The NPPF sets out the Government's planning policies for England and how these are expected to be applied. Its content is finalised and has not been changed as part of the review of planning practice guidance.

NPPF Viability Testing

- 2.3 The NPPF introduced a requirement to assess the viability of the delivery of Local Plan and the impact on development of policies contained within it. The NPPF includes the following requirements:

Ensuring viability and deliverability

173. Pursuing sustainable development requires careful attention to viability and costs in plan-making and decision-taking. Plans should be deliverable. Therefore, the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. To ensure viability, the costs of any

² The NPPF was published on 27th March 2012 and the policies within it apply with immediate effect.

³ SHLAA Practice Guidance DCLG 2007

⁴ SI 2010 No. 948. COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy Regulations 2010 *Made 23rd March 2010, Coming into force 6th April 2010*

SI 2011 No. 987. COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy (Amendment) Regulations 2011 *Made 28th March 2011, Coming into force 6th April 2010*

SI 2011 No. 2918. CONTRACTING OUT, ENGLAND AND WALES, The Local Authorities (Contracting Out of Community Infrastructure Levy Functions) Order 2011. *Made 6th December 2011, Coming into force 7th December 2011*

SI 2012 No. 2975. COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy (Amendment) Regulations 2012. *Made 28th November 2012, Coming into force 29th November 2012*

SI 2013 No. 982. COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th April 2013, Coming into force 25th April 2013*

⁵ <http://planningguidance.planningportal.gov.uk/>

requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.

174. Local planning authorities should set out their policy on local standards in the Local Plan, including requirements for affordable housing. They should assess the likely cumulative impacts on development in their area of all existing and proposed local standards, supplementary planning documents and policies that support the development plan, when added to nationally required standards. In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle. Evidence supporting the assessment should be proportionate, using only appropriate available evidence.

2.4 The duty to test in the NPPF is a 'broad brush' one saying 'plans should be deliverable'. It is not a requirement that every site should be able to bear all of the local authority's requirements – indeed there will be some sites that are unviable even with no requirements imposed on them by the local authority. The typical site in the local authority should be able to bear whatever target or requirement is set and the Council should be able show, with a reasonable degree of confidence, that the Development Plan is deliverable.

2.5 The enabling and delivery of development is a priority of the NPPF, In this regard it says:

47. To boost significantly the supply of housing, local planning authorities should:

- *use their evidence base to ensure that their Local Plan meets the full, objectively assessed needs for market and affordable housing in the housing market area, as far as is consistent with the policies set out in this Framework, including identifying key sites which are critical to the delivery of the housing strategy over the plan period;*
- *identify and update annually a supply of specific deliverable¹¹ sites sufficient to provide five years' worth of housing against their housing requirements with an additional buffer of 5% (moved forward from later in the plan period) to ensure choice and competition in the market for land. Where there has been a record of persistent under delivery of housing, local planning authorities should increase the buffer to 20% (moved forward from later in the plan period) to provide a realistic prospect of achieving the planned supply and to ensure choice and competition in the market for land;*
- *identify a supply of specific, developable¹² sites or broad locations for growth, for years 6-10 and, where possible, for years 11-15;*
- *for market and affordable housing, illustrate the expected rate of housing delivery through a housing trajectory for the plan period and set out a housing implementation strategy for the full range of housing describing how they will maintain delivery of a five-year supply of housing land to meet their housing target; and*
- *set out their own approach to housing density to reflect local circumstances.*

2.6 Footnotes 11 and 12 of the NPPF are important in providing detail saying:

11 To be considered deliverable, sites should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years and in particular that development of the site is viable. Sites with planning permission should be considered deliverable until permission expires, unless there is clear evidence

that schemes will not be implemented within five years, for example they will not be viable, there is no longer a demand for the type of units or sites have long term phasing plans.

12 To be considered developable, sites should be in a suitable location for housing development and there should be a reasonable prospect that the site is available and could be viably developed at the point envisaged.

- 2.7 Some sites within the area will not be viable. In these cases developers have scope to make specific submissions at the planning applications stage; similarly some sites will be able to bear considerably more than the policy requirements.
- 2.8 This study will examine the development viability of the site types that are most likely to come forward over the Plan period.
- 2.9 We have discussed the new NPPF Beta Practice Guidance later in this chapter.

SHLAA Guidance

- 2.10 This study is not a Strategic Housing Land Availability Assessments (SHLAA), but it is concerned about the delivery of housing (and other development) so it is appropriate to consider the SHLAA Guidance. The *Strategic Housing Land Availability Assessments, Practice Guidance (July 2007)* gives practical guidance on how to carry out an assessment to identify land for housing and assess the deliverability and developability of sites.
- 2.11 The SHLAA Guidance was prepared for the Department for Communities and Local Government, in partnership with the Local Government Association, the Home Builders Federation, the Planning Officers Society and the Planning Inspectorate. It sets out that the primary role of the SHLAA as being to:
- *identify sites with potential for housing;*
 - *assess their housing potential; and*
 - *assess when they are likely to be developed.*

- 2.12 It is important to note that the SHLAA is an important evidence source to inform Plan-making, but does not in itself determine whether a site should be allocated for housing development. The SHLAA will allow the Council to make an assessment of the land available for development and whether it is likely to come forward. This study will assess their viability with regard to forming a view as to whether or not they are deliverable as set out in *Stage 7c: Assessing achievability for housing* of the Practice Guidance. This says:

40. A site is considered achievable for development where there is a reasonable prospect that housing will be developed on the site at a particular point in time. This is essentially a judgement about the economic viability of a site, and the capacity of the developer to complete and sell the housing over a certain period. It will be affected by:

market factors – *such as adjacent uses, economic viability of existing, proposed and alternative uses in terms of land values, attractiveness of the locality, level of potential market demand and projected rate of sales (particularly important for larger sites);*

cost factors – including site preparation costs relating to any physical constraints, any exceptional works necessary, relevant planning standards or obligations, prospect of funding or investment to address identified constraints or assist development; and

delivery factors – including the developer's own phasing, the realistic build-out rates on larger sites (including likely earliest and latest start and completion dates), whether there is a single developer or several developers offering different housing products, and the size and capacity of the developer.

41. There are a number of residual valuation models available to help determine whether housing is an economically viable prospect for a particular site. In addition, the views of housebuilders and local property agents for example will also be useful where a more scientific approach is not considered necessary.

CIL Economic Viability Assessment

- 2.13 CIL, once introduced, is mandatory on all developments (with a very few exceptions) that fall within the categories and areas where the levy applies, unlike other policy requirements to provide affordable housing or to build to a particular environmental standard over which there can be negotiations. This means that CIL must not prejudice the viability of most sites.
- 2.14 In March 2010 CLG published *Community Infrastructure Levy Guidance, Charge setting and charging schedule procedures* to support the CIL Regulations. These have now been replaced by *Community Infrastructure Levy, Guidance* (April 2013). This Guidance requires each Authority to publish a 'Charging Schedule'. The Charging Schedule will sit within the Local Development Framework; however, it will not form part of the statutory Development Plan nor will it require inclusion within a Local Development Scheme.
- 2.15 Regulation 14 of the CIL Regulations says:
- 'councils must aim to strike what appears to the charging authority to be an appropriate balance between (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability'.*
- 2.16 Viability testing in the context of CIL will assess the 'effects' on development viability of the imposition of CIL – it should be noted that whilst the financial impact of introducing CIL is an important factor, the provision of infrastructure (or lack of it) will also have an impact on the ability of the Council to meet its objectives through development and deliver its Development Plan. The Plan may not be deliverable in the absence of CIL.
- 2.17 Regulation 13 of the CIL Regulations says:
- A charging authority may set differential rates - (a) for different zones in which development would be situated; (b) by reference to different intended uses of development...*
- 2.18 The CIL Guidance makes it quite clear differential rates of CIL can be set by different areas and for different uses but these differential rates can only be set with regard to viability (CIL Guidance, paragraphs 34, 35, 36 and 37).
- 2.19 On preparing the evidence base on economic viability the CIL Guidance says:

25. The legislation (section 211 (7A)) requires a charging authority to use 'appropriate available evidence' to inform their draft charging schedule. It is recognised that the available data is unlikely to be fully comprehensive or exhaustive. Charging authorities need to demonstrate that their proposed CIL rate or rates are informed by 'appropriate available' evidence and consistent with that evidence across their area as a whole.

- 2.20 This study has drawn on the existing available evidence, including the Viability Impact Studies, the SHLAA and site specific appraisals.
- 2.21 In due course this study will form one part of the evidence that the Council will use to assess the deliverability of Detailed Policies and Sites Plan and to set CIL. The Council will also consider other 'existing available evidence', the comments of stakeholders and wider priorities. The NPPF and the Harman Guidance, as referred to below, recommends that the development and consideration of a CIL rate should be undertaken as part of the same exercise. This report will form the basis of the evidence as required by the CIL Regulations.
- 2.22 During May 2013 DCLG completed a consultation process around some further changes to the CIL Regulations. The outcome of those consultations is expected to be published later in 2013 and is expected to result in further amendments to the CIL Regulations and possibly fresh CIL Guidance. The Council will need to monitor this and it may be necessary to revisit the recommendations of this study if changes are made.

New NPPF 'Beta' Practice Guidance

- 2.23 Viability is a recurring theme through the new NPPF Beta Practice Guidance, and it includes specific sections on viability in both the plan making and the development management processes. We have reviewed this new guidance and considered whether it is necessary to re-visit the approach taken. As set out above the NPPF says that plans should be deliverable and that the scale of development identified in the Plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. The NPPF Beta Practice Guidance says:

Understanding Local Plan viability is critical to the overall assessment of deliverability. Local Plans should present visions for an area in the context of an understanding of local economic conditions and market realities. This should not undermine ambition for high quality design and wider social and environmental benefit but such ambition should be tested against the realistic likelihood of delivery.

... viability can be important where planning obligations or other costs are being introduced. In these cases decisions must be underpinned by an understanding of viability, ensuring realistic decisions are made to support development and promote economic growth. Where the viability of a development is in question, local planning authorities should look to be flexible in applying policy requirements wherever possible.

- 2.24 These requirements are not new and are simply stating best practice and are wholly consistent with the approach taken through the preparation of the Plan (a good example is the inclusion of viability testing in relation to the affordable housing policy).
- 2.25 In the section on considering land availability the NPPF Beta Practice Guidance says:

A site is considered achievable for development where there is a reasonable prospect that the particular type of development will be developed on the site at a particular point in time. This is essentially a judgement about the economic viability of a site, and the capacity of the developer to complete and sell the development over a certain period.

- 2.26 The new guidance does not prescribe a single approach for assessing viability. The NPPF and the new guidance, sets out the policy principles relating to viability assessment. It rightly acknowledges that a 'range of sector led guidance on viability methodologies in plan making and decision taking is widely available'.
- 2.27 We confirm that the approach and methodology used in this study is consistent with the NPPF Beta Practice Guidance.

Relevant Guidance

- 2.28 There are several sources of guidance and appeal decisions⁶ that support the methodology we have developed. The Homes and Communities Agency (HCA) good practice manual '*Investment and Planning Obligations: Responding to the Downturn*' (2009) has a definition of viability:

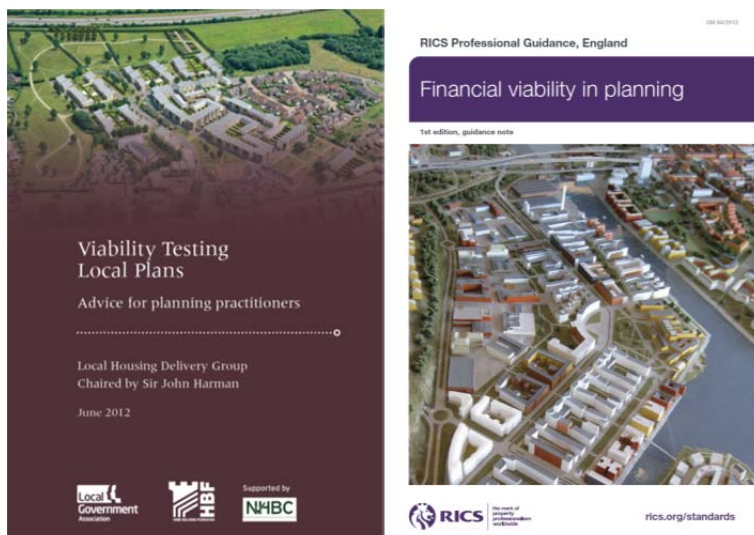
'a viable development will support a residual land value at level sufficiently above the site's existing use value (EUV) or alternative use value (AUV) to support a land acquisition price acceptable to the landowner'.

- 2.29 The planning appeal decisions, and the HCA good practice publication suggest that the most appropriate test of viability for planning policy purposes is to consider the residual value of schemes compared with the existing use value, plus a premium.
- 2.30 There are two more recent sources of guidance; *Viability Testing in Local Plans – Advice for planning practitioners*. (LGA/HBF – Sir John Harman) June 2012⁷ (known as the **Harman Guidance**) and *Financial viability in planning*, RICS guidance note, 1st edition (GN 94/2012) during August 2012 (known as the **RICS Guidance**). Additionally, the Planning Advisory Service (PAS)⁸ also provide viability guidance and manuals for local authorities.

⁶ Barnet: APP/Q5300/A/07/2043798/NWF, Bristol: APP/P0119/A/08/2069226, Beckenham: APP/G5180/A/08/2084559, Woodstock: APP/D3125/A/09/2104658, Shinfield APP/X0360/A/12/2179141

⁷ Viability Testing in Local Plans has been endorsed by the Local Government Association and forms the basis of advice given by the, CLG funded, Planning Advisory Service (PAS).

⁸ PAS is funded directly by DCLG to provide consultancy and peer support, learning events and online resources to help local authorities understand and respond to planning reform. (Note: Some of the most recent advice has been co-authored by HDH).



- 2.31 There is considerable common ground between the RICS and the Harman Guidance but they are not consistent. The RICS Guidance recommends against the 'current/alternative use value plus a margin' – which is the methodology recommended in the Harman Guidance.

One approach has been to exclusively adopt current use value (CUV) plus a margin or a variant of this, i.e. existing use value (EUV) plus a premium. The problem with this singular approach is that it does not reflect the workings of the market as land is not released at CUV or CUV plus a margin (EUV plus).....

(Financial viability in planning, RICS guidance note, 1st edition (GN 94/2012) during August 2012)

- 2.32 The Harman Guidance advocates an approach based on Threshold Land Value. Viability Testing in Local Plans says:

*Consideration of an appropriate **Threshold Land Value** needs to take account of the fact that future plan policy requirements will have an impact on land values and landowner expectations. Therefore, using a market value approach as the starting point carries the risk of building-in assumptions of current policy costs rather than helping to inform the potential for future policy. Reference to market values can still provide a useful 'sense check' on the threshold values that are being used in the model (making use of cost-effective sources of local information), but it is not recommended that these are used as the basis for the input to a model.*

We recommend that the Threshold Land Value is based on a premium over current use values and credible alternative use values (noting the exceptions below).

(Viability Testing in Local Plans – Advice for planning practitioners. (LGA/HBF – Sir John Harman) June 2012)

- 2.33 The RICS dismisses a Threshold Land Value approach as follows.

***Threshold land value.** A term developed by the Homes and Communities Agency (HCA) being essentially a land value at or above that which it is assumed a landowner would be prepared to sell. It is not a recognised valuation definition or approach.*

- 2.34 Threshold Land Value is not recognised by the RICS. On face value these statements are contradictory. In order to avoid later disputes and delays, the approach taken in this study brings these two sources of guidance together. The methodology adopted is to compare the

Residual Value generated by the viability appraisals, with the existing use value (EUV) or an alternative use value (AUV) plus an appropriate uplift to incentivise a landowner to sell. The amount of the uplift over and above the existing use value is central to the assessment of viability. It must be set at a level to provide 'competitive returns'⁹ to the landowner. To inform the judgement as to whether the uplift is set at the appropriate level we make reference to the market value of the land both with and without the benefit of planning.

- 2.35 This approach is in line with that recommended in The Harman Guidance (as endorsed by LGA, PAS) – and also broadly in line with the main thrust of the RICS Guidance of having reference to market value. It is relevant to note that the Harman methodology was endorsed by the Planning Inspector who approved the London Mayoral CIL Charging Schedule in January 2012¹⁰. In his report, the Inspector dismissed the theory that using historical market value (i.e. as proposed by the RICS) to assess the value of land was a more appropriate methodology than using EUV plus a margin.

Limitations of viability testing in the context of CIL and the NPPF

- 2.36 The high level and broad brush viability testing that is appropriate to be used to assess the cumulative impact of policies (NPPF 173 and 174) and to set CIL (CIL Regulation 14) does have limitations. The assessment of viability is a largely quantitative process based on financial appraisals – there are however types of development where viability is not at the forefront of the developer's mind and they will proceed even if a 'loss' is shown in a conventional appraisal. By way of example, an individual may want to fulfil a dream of building a house and may spend more than the finished home is actually worth, a community may extend a village hall even though the value of the facility in financial terms is not significantly enhanced or the end user of an industrial or logistics building may build a new factory or depot that will improve its operational efficiency even if, as a property development, the resulting building may not seem to be viable.
- 2.37 This sets the Council a challenge when considering its proposals. It needs to determine whether or not introducing policies or CIL that impact on a development type that may appear only to be marginally viable have any material impact on the rates of development or will the developments proceed anyway. It is clear, that some development coming forward for operational reasons rather than property development purposes.

⁹ As required by 173 of the NPPF

¹⁰ Paragraphs 7 to 9 of REPORT ON THE EXAMINATION OF THE DRAFT MAYORAL COMMUNITY INFRASTRUCTURE LEVY CHARGING SCHEDULE by Keith Holland BA (Hons) DipTP MRTPI ARICS an Examiner appointed by the Mayor Date: 27th January 2012

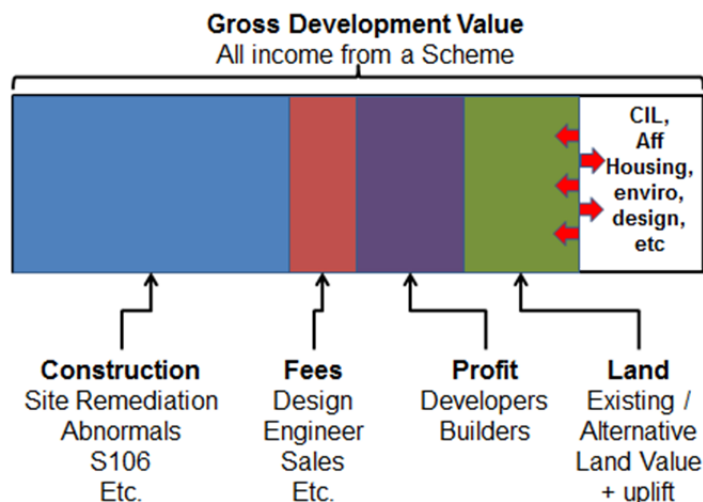
Viability Testing – Outline Methodology

2.38 There is no statutory guidance on how to go about viability testing. We have therefore followed the Harman Guidance. The availability and cost of land are matters at the core of viability for any property development. The format of the typical valuation, which has been standard for as long as land has been traded for development is:

$$\begin{aligned}
 &\textbf{Gross Development Value} \\
 &\text{(The combined value of the complete development)} \\
 & \\
 &\text{LESS} \\
 & \\
 &\textbf{Cost of creating the asset, including a profit margin} \\
 &\text{(Construction + fees + finance charges)} \\
 & \\
 &= \\
 & \\
 &\textbf{RESIDUAL VALUE}
 \end{aligned}$$

2.39 The result of the calculation indicates a land value, the Residual Value, which is the top limit of what a bidder could offer for a site and still make a satisfactory profit margin.

2.40 In the following graphic the bar illustrates all the income from a scheme. This is set by the market (rather than by the developer or local authority) so is, to a large extent, fixed. The developer has relatively little control over the costs of development (construction and fees) and whilst there is scope to build to different standards and with different levels of efficiency the costs are largely out of the developer's direct control – they are what they are depending on the development.



2.41 It is well recognised in viability testing that the developer should be rewarded for taking the risks of development. The NPPF terms this the competitive return. The essential balance in viability testing is around the land value and whether or not land will come forward for



development. The more policy requirements and developer contributions the planning authority asks for the less the developer can afford to pay for the land. The purpose of this study is to quantify the costs of the Council's various policies and CIL on development and then make a judgement as to whether or not land prices are squeezed to such an extent that, in the NPPF context that the Development Plan is put at 'serious risk' or in the context of CIL whether the Development Plan as a whole is threatened.

- 2.42 It is important to note that in this study we are not trying to exactly mirror any particular developer's business model – rather we are making a broad assessment of viability in the context of Plan making and the requirements of the NPPF and CIL Regulations.
- 2.43 As evidenced through the consultation process the 'likely land value' is a difficult topic since a landowner is unlikely to be entirely frank about the price that would be acceptable, always seeking a higher one. This is one of the areas where an informed assumption has to be made about the 'uplift': the margin above the 'existing use value' which would make the landowner sell.
- 2.44 There is no specific guidance on how to test the viability in the CIL Regulations or Guidance. Paragraph 173 of the NPPF says: '*..... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.....*' This seems quite straightforward – although '*competitive returns*' is not defined.

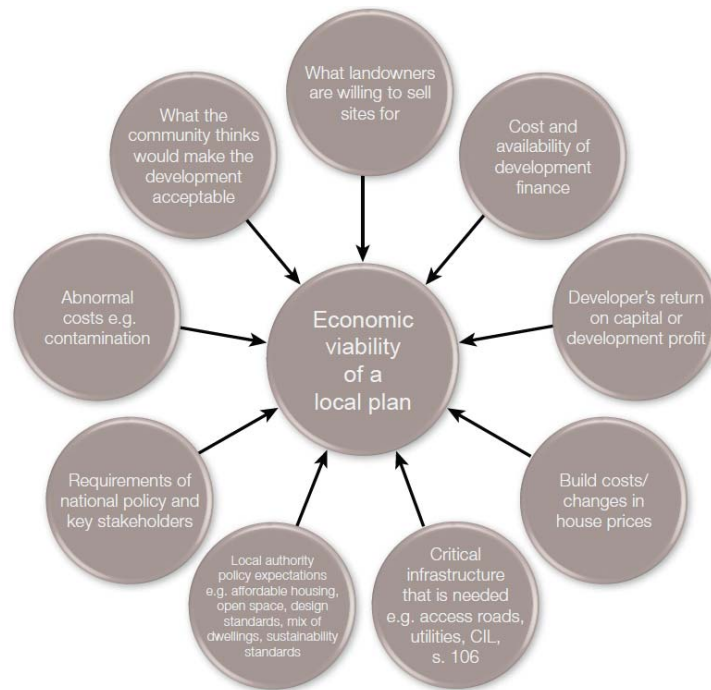
The meaning of 'competitive return'

- 2.45 We have given considerable thought as to the meaning of '*competitive returns*' as the test of viability will depend, in part, on this. The meaning of '*competitive return*' is at the core of a viability assessment. The RICS Guidance includes the following definition:

Competitive returns - *A term used in paragraph 173 of the NPPF and applied to 'a willing land owner and willing developer to enable development to be deliverable'. A 'Competitive Return' in the context of land and/or premises equates to the Site Value as defined by this guidance, i.e. the Market Value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan. A 'Competitive Return' in the context of a developer bringing forward development should be in accordance with a 'market risk adjusted return' to the developer, as defined in this guidance, in viably delivering a project.*

- 2.46 Whilst this is useful it does not provide guidance as to the size of that return. To date there has been much discussion within the industry as to what may and may not be a competitive return, as yet the term has not been given a firm definition through the appeal, planning examination or legal processes.
- 2.47 Competitive return was considered at the January 2013 appeal APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX). We have discussed this further in Chapter 6 below.

2.48 It should be noted that this study is about the economics of development. Viability brings in a wider range than just financial factors. The following graphic is taken from the Harman Guidance and illustrates the some of the non-financial as well as financial factors that contribute the assessment process. Viability is an important factor in the plan making process but it is one of many factors.



2.49 The above methodology and in particular the differences between the Harman Guidance and the RICS Guidance were presented and discussed through the consultation process. There was a universal agreement through the consultation process that it was appropriate to follow the Harman Guidance which is what we have done.

Existing Available Evidence

2.50 The NPPF, the CIL Regulations and CIL Guidance are clear that the assessment of the potential impact of CIL should, wherever possible, be based on existing available evidence rather than new evidence. We have reviewed the evidence that is available from the Council. This falls into three broad types:

2.51 The first is that which has been prepared by the Council to inform its Local Development Framework (LDF) being the Affordable Housing Site Viability Study (AHVS) carried out by Fordham Research in October 2008 and extended to cover thresholds in January 2011.

2.52 Secondly, the Council holds a substantial amount of evidence in the form of development appraisals that have been submitted by developers in connection with specific developments – most often to support negotiations around the provision of affordable housing or s106 contributions. Our approach has been to draw on this existing evidence and to consolidate it so that it can then be used as a sound base for considering the deliverability of the Plan.

2.53 Thirdly, the Council also holds records of past planning consents with details of the affordable housing included in projects and the contributions made under the s106 regime. This is set out in **Appendix 1**. This forms practical and real evidence of what has been delivered historically. We have considered the Council's policies for developer contributions (including affordable housing) and the amounts that have actually been collected from developers.

Stakeholder Engagement

2.54 The Harman Guidance puts considerable emphasis on stakeholder engagement – particularly with members of the development industry. From our experience examiners and inspectors put considerable weight on the comments of the development industry. In preparing this evidence document we have sought to engage with practitioners involved in the development industry.

2.55 As set out in Chapter 1 an event was held on 22nd January 2013. This was in the form of a presentation to the promoters of the key development sites within the Borough and the representatives of the main developers, development site landowners and housing providers. The meeting was used to introduce the development industry to the NPPF and CIL, to set out the methodology test the assumptions used in the report, to put the report in context. The event was divided into three parts.

- i. An introduction to viability testing in the context of the CIL Regulation 14 and paragraph 173 of the NPPF.
- ii. Viability Assumptions. The methodology and main assumptions for the viability assessments were set out including development values, development costs, land prices, developers' and landowners' returns.
- iii. Workshops. The consultees divided into groups, each led by a planning officer, and talked through the main points. The feedback from these sessions were carefully recorded.

2.56 A lively, wide ranging and informative discussion took place. The comments of the consultees are reflected through this report and the assumptions have been adjusted where appropriate. The comments were wide ranging and there was not agreement on all points although there was a broad consensus on most matters. Where there was disagreement we have made a judgement and set out why we have made the assumptions we have used.

2.57 Following the consultation event on the 22nd January, the main assumptions were circulated to the consultees (including those who did not attend the event). The consultees were invited to make written representations. It was stressed that that the comments needed to be made in the context of the Harman Guidance and to be specific. Where specific representations were made we have re-considered the assumptions made.

2.58 **Appendix 2** includes a list of those consulted and **Appendix 3** includes the presentations from the consultation event.

3. Viability Methodology

Outline Methodology

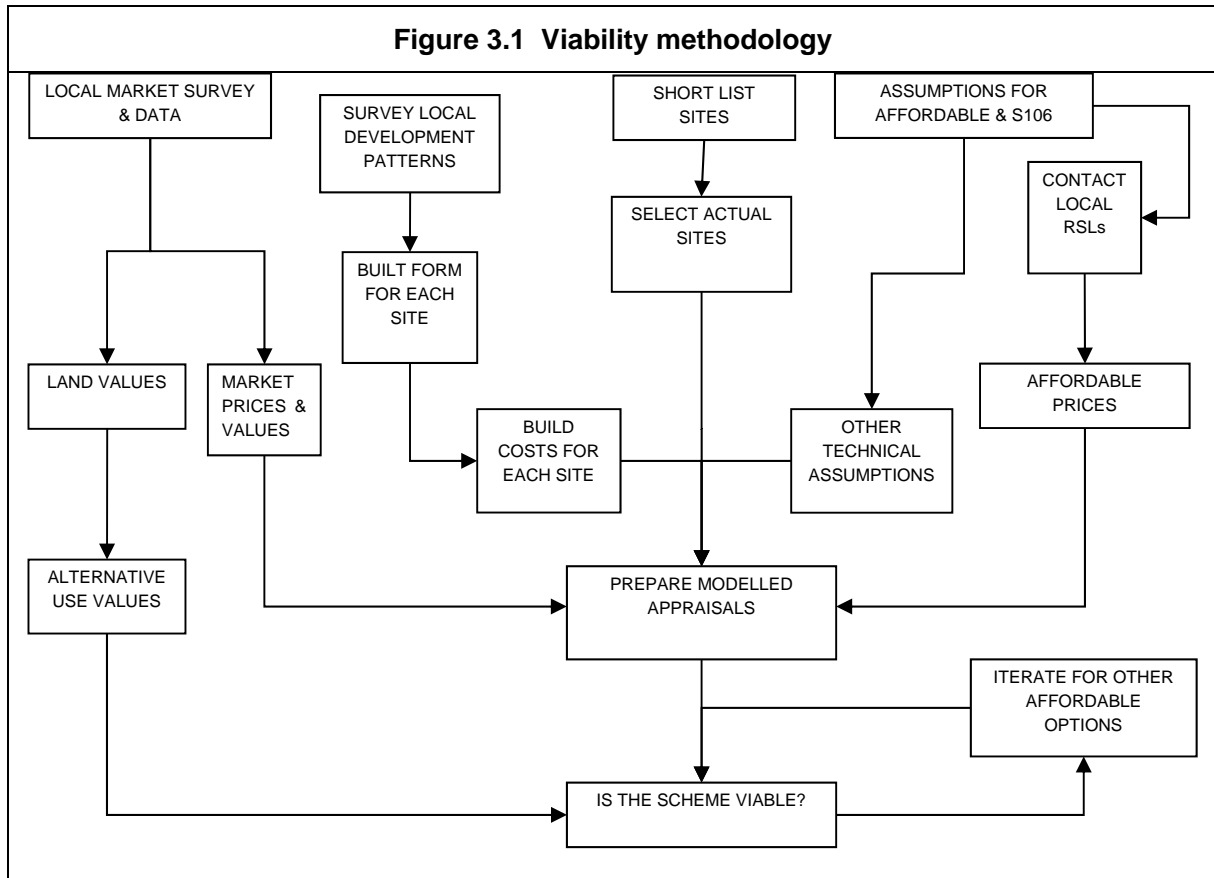
- 3.1 The assessment of viability as required under the NPPF and the CIL Regulations is not done through a calculation or a formula. It is a quantitative and qualitative assessment based on professional judgment. The NPPF requires that *'the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened'*¹¹ and whether *'the cumulative impact of these standards and policies should not put implementation of the plan at serious risk'*¹². The CIL Regulations requires *'councils must aim to strike what appears to the charging authority to be an appropriate balance between (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability'*¹³.
- 3.2 The basic viability methodology is summarised in Figure 3.1 below. It involves preparing financial development appraisals for a representative range of sites and using these to assess whether the development anticipated over the Plan period is likely to be viable when subject to the Council's policies and the effect CIL may have. Details of the site modelling is set out in Chapter 9. The sites were modelled based on discussions with Council officers, the existing available evidence supplied to us by the Council, and on our own experience of development. This process ensures that the appraisals are representative of typical development.
- 3.3 The appraisals are based on adopted Core Strategy policy requirements and the Detailed Policies and Sites Plan. For appropriate sensitivity testing of a range of scenarios including different levels of affordable housing provision and different levels of developer contributions was carried out.
- 3.4 We surveyed the local housing and commercial markets, in order to obtain a picture of sales values. We also assessed land values to calibrate the appraisals and to assess alternative use values. Alongside this we considered local development patterns, in order to arrive at appropriate built form assumptions for those sites where information from a current planning permission or application was not available. These in turn informed the appropriate build cost figures. A number of other technical assumptions were required before appraisals

¹¹ NPPF Paragraph 173

¹² NPPF Paragraph 174

¹³ CIL Regulation 14

could be produced. The appraisal results were in the form of £/ha 'residual' land values, showing the maximum value a developer could pay for the site and still return a target profit level.



Source: HDH 2013

3.5 The Residual Value was compared to the alternative use value for each site. Only if the residual value exceeded the alternative figure, and by a satisfactory margin, could the scheme be judged to be viable.

3.6 We have used a bespoke viability testing model designed and developed by us specifically for area wide viability testing as required by the NPPF and CIL Regulations¹⁴. The purpose of the viability model and testing is not to exactly mirror any particular business model used by those companies, organisations and people involved in property development. The purpose is to capture the generality and to provide high level advice to assist the Council in assessing the deliverability of the Detailed Policies and Sites Plan and to set CIL.

¹⁴ This Viability Model has is used as the basis for the Planning Advisory Service (PAS) viability Workshops.

Additional Profit

- 3.7 In order to assess whether or not a contribution to CIL can be made, a calculation needs to be undertaken to establish the '*additional profit*'.
- 3.8 *Additional Profit* a concept that we have developed¹⁵ and it is the amount of profit over and above the *normal profit* made by the developers having purchased the land (alternative land value plus uplift), developed the site and sold the units (including providing any affordable housing that is required and complied with the requirements of the Core Strategy). The *normal profit* is the factor included within the appraisals to reflect the risk of development and to provide the developer with a competitive return as required by Paragraph 173 of the NPPF¹⁶.
- 3.9 In this case '*normal profit*' is the 20% of Gross Development Value (GDV) we used in the appraisals as agreed through the consultation process. Our approach to calculating Additional Profit was to complete the appraisals using the same cost and price figures, and other financial assumptions, as used to establish the Residual Value but to also incorporate the cost of the land (alternative use value plus uplift) into the cost side of the appraisal to show the resulting profit (or loss) over and above the allowance for developers profit (or competitive return).
- 3.10 The amount by which the resulting profit exceeds the target level of profit, represents the *Additional Profit* and provides a measure of the scope for contributing to CIL without impairing development viability. CIL contributions can viably be paid out of this additional profit.
- 3.11 The starting point of these calculations is to base them on the Council's current affordable housing target and the full requirements of the adopted Core Strategy¹⁷. The following formula was used:

¹⁵ This methodology was found sound at the Shropshire CIL Examination

¹⁶ 173 of the NPPF says: ...*To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.*

¹⁷ This approach is the one set out in REPORT ON THE EXAMINATION OF THE DRAFT MID DEVON DISTRICT COUNCIL COMMUNITY INFRASTRUCTURE LEVY CHARGING SCHEDULE by David Hogger BA MSc MRTPI MCIHT, 20 February 2013 (PINS/Y1138/429/11).

Gross Development Value

(The combined value of the complete development
Including X% affordable housing)

LESS

Cost of creating the asset, including a profit margin

(land* + construction + fees + finance charges + developers' profit)

=

Additional Profit

* Where 'land' is the Alternative Use Value and uplift'

- 3.12 We take this opportunity to stress that the Additional Profit is not the amount of CIL – it is the amount out of which CIL could be paid and still provide the landowner and developer with a competitive return as required by paragraph 173 of the NPPF.

Development Types

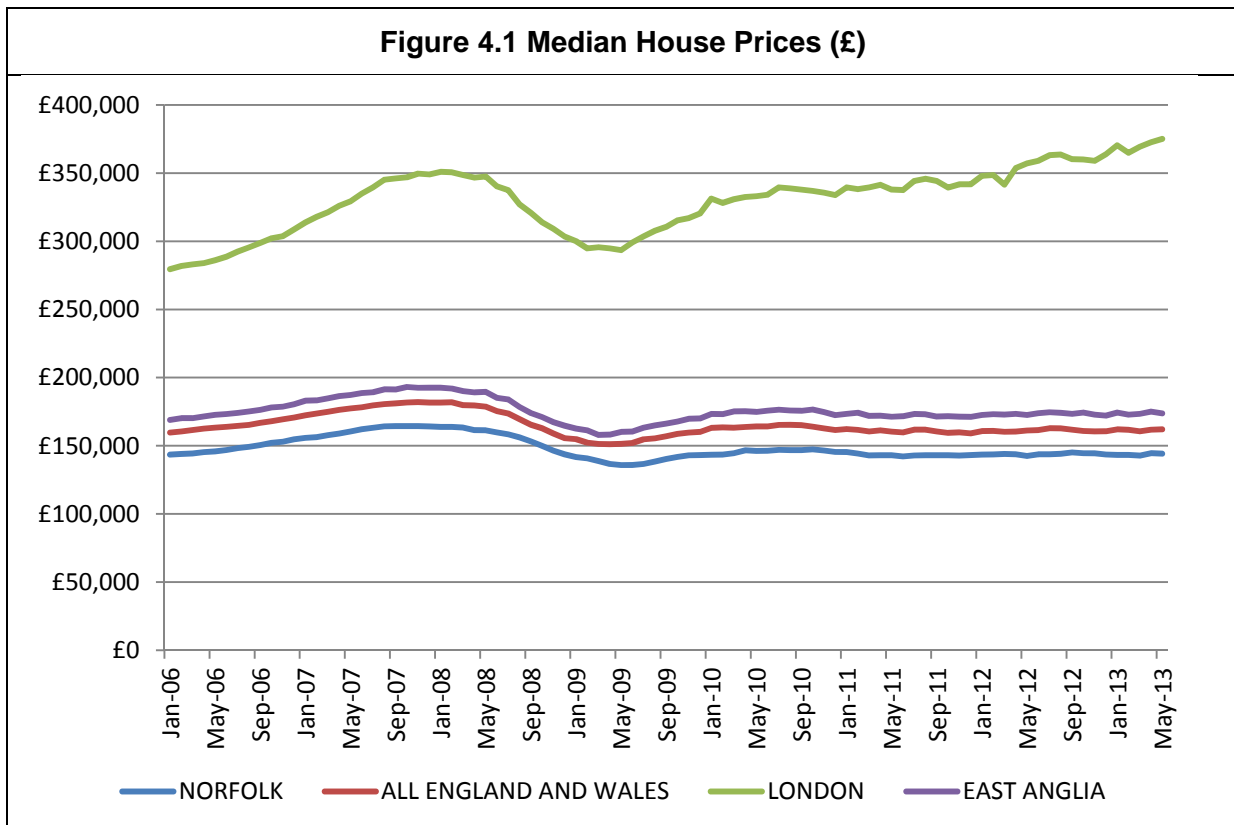
- 3.13 The modelling in this study was based on the types of development most likely to come forward on the sites within the Detailed Policies and Sites Plan. The work in this study is proportionate to allowing a judgement be made as to whether the cumulative impact of the policies put the Plan at serious risk and whether CIL will threaten the delivery of the Plan as a whole.

4. Residential Property Market

- 4.1 This chapter sets out an assessment of the housing market (including sheltered and extra care housing), providing the basis for the assumptions on house prices to be used in the financial appraisals for the sites tested in the study. We are concerned not just with the prices but the differences across different areas.
- 4.2 Although development schemes do have similarities, every scheme is unique, even schemes on neighbouring sites. Market conditions will broadly reflect a combination of national economic circumstances, and local supply and demand factors, however, even within a town there will be particular localities, and ultimately site specific factors, that generate different values and costs.

The Residential Market

- 4.3 The current direction and state of the housing market is unclear, and the future is uncertain. The housing market peaked late in 2007 (see the following graph) and then fell considerably in the 2007/2008 recession during what became known as the 'Credit Crunch'.



- 4.4 Up to the peak of the market, the long term rise in house prices had, as least in part, been enabled by the ready availability of credit to home buyers. Prior to the increase in prices, mortgages were largely funded by the banks and building societies through deposits taken

from savers. During a process that became common in the 1990s, but took off in the early part of the 21st Century, many financial institutions changed their business model whereby, rather than lending money to mortgagees that they had collected through deposits, they entered into complex financial instruments and engineering through which, amongst other things, they borrowed money in the international markets, to then lend on at a margin or profit. They also 'sold' portfolios of mortgages that they had granted. These portfolios also became the basis of complex financial instruments (derivatives etc).

4.5 During 2007 and 2008, it became clear that some financial institutions were unsustainable, as the flow of money for them to borrow was not certain. As a result, several failed and had to be rescued by governments. This was an international problem that affected countries across the world – but most particularly in North America and Europe. In the UK the high profile institutions that were rescued included Royal Bank of Scotland, HBoS, Northern Rock and Bradford and Bingley. The ramifications of the recession were an immediate and significant fall in house prices, and a complete reassessment of mortgage lending with financial organisations becoming averse to taking risks, lending only to borrowers who had the least risk of default and those with large deposits.

4.6 There are various commentators now talking about a recovery in house prices and the following quotations from the trade press captures the improved sentiment:

The housing market is “on the road to recovery”, said the Royal Institution of Chartered Surveyors today (August 13), with the highest number of potential buyers seen for four years and house prices growing at their fastest rate since 2006. RICS’ housing market survey for July showed that a net balance of 53% more chartered surveyors reported a rise rather than a fall in demand for housing compared to 38% in June. The signs of recovery were evident across the UK, RICS said, with the West Midlands and the North East seeing the largest increases in buyer activity last month. Accordingly, house prices rose across the country for the fourth consecutive month and at their fastest rate since the peak of the market in November 2006. Peter Bolton King, RICS global residential director, said: “These results are great news for the property market as it looks like at long last a recovery could be around the corner. Growth in buyer numbers and prices have been happening in some parts of the country since the beginning of the year but this is the first time that everywhere has experienced some improvement.”

(www.housbuilder.com 13.8.13)

4.7 This improved sentiment can also be seen in the non-residential sectors:

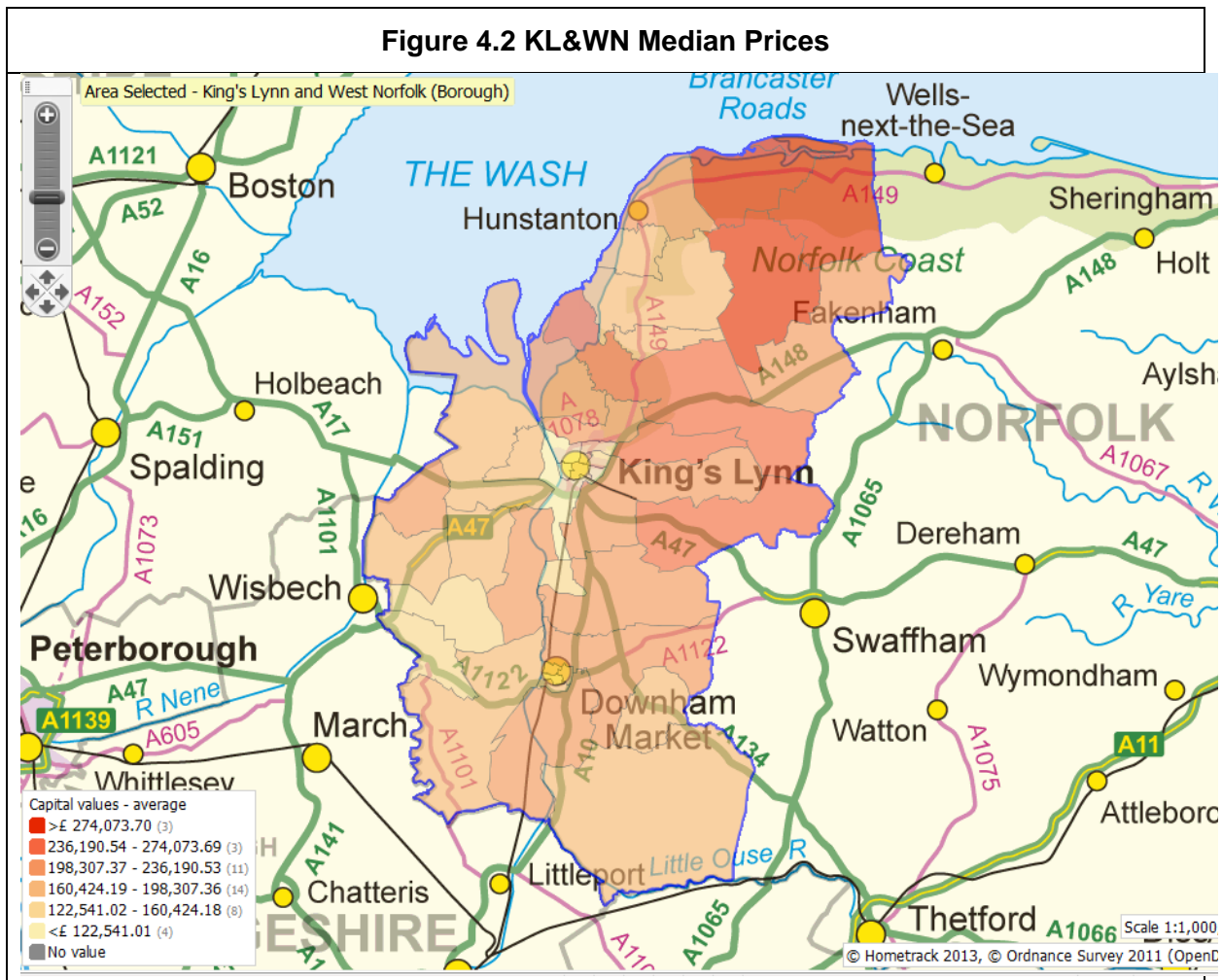
Businesses across the country are slowly looking to expand by taking on more premises in which to house their operations, according to the latest RICS Commercial Market Survey.

Interest from would-be tenants of shops, offices and factories saw a rise during the run up to summer with a net balance of 15% more surveyors reporting increases in demand. While the lion’s share of this growth was seen in London, all areas of the country saw something of an uplift. Although activity is still subdued at a headline level, the results of the latest RICS report are consistent with the signs of recovery that has been visible in much other recent economic news flow.

In tandem with rising demand, the amount of available property dipped slightly which, in turn, led to expectations for future rents stabilising. Since 2008, predictions for the amount of rent business premises will generate has been very much in the doldrums so this could be a further sign that a corner is slowly being turned.

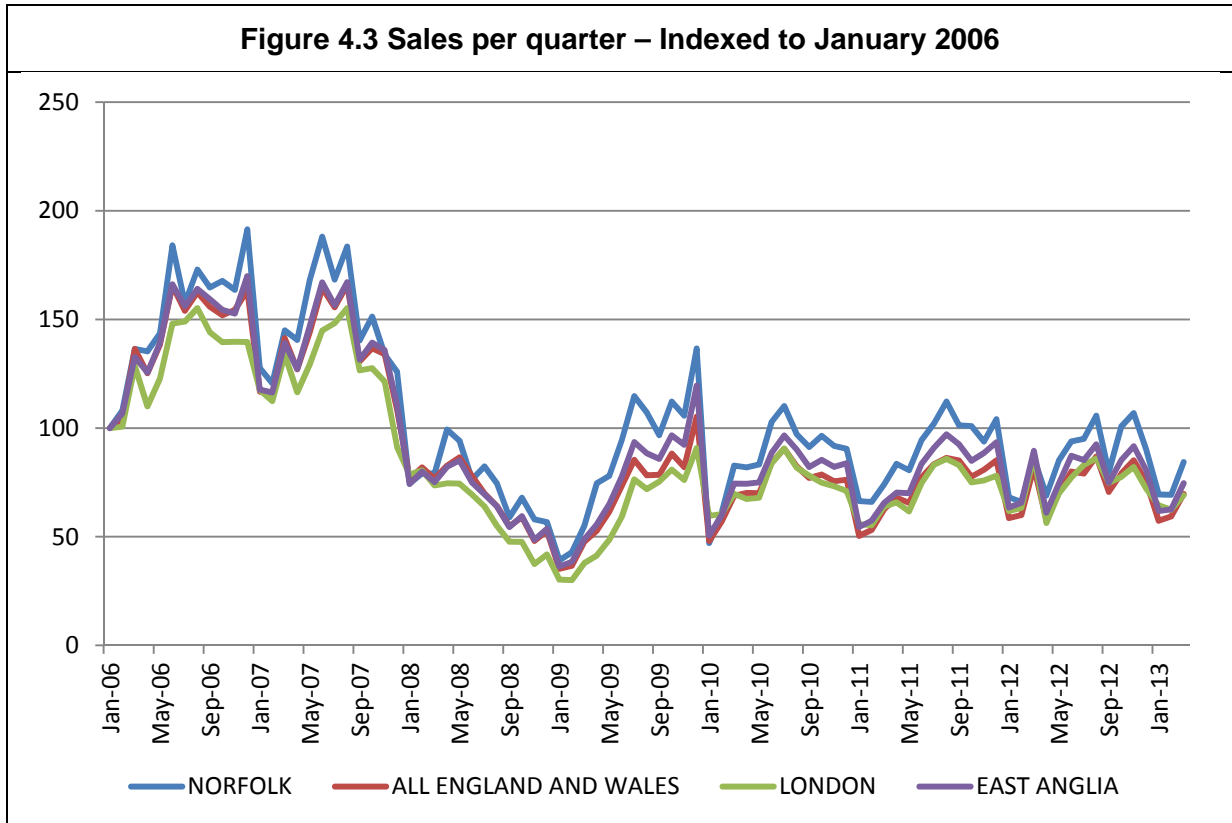
(RICS 2.8.13)

- 4.8 Whilst there is anecdotal evidence of an improved sentiment and modest increase in prices we have taken a cautious approach. There is limited evidence to support a more positive view.
- 4.9 It is important to note that the housing market is actively supported by the current Government with about one third of mortgages being through a state backed entity or scheme (a publically controlled financial institution or assisted purchase scheme such as shared ownership). It is not known for how long this will continue – although there is no suggestion from the Treasury that the current Help to Buy scheme will not continue for the foreseeable future.
- 4.10 The above figure shows that generally prices in Norfolk have seen a recovery since the bottom of the market in mid-2009. Whilst it is difficult to pick out any particular trend in this, it is appropriate to take a cautious view.
- 4.11 Residential values vary across the Borough as shown below.



- 4.12 The sales per month trend in Norfolk has fallen substantially and is running well below that seen at the peak of the market – although it is in line with the wider market.



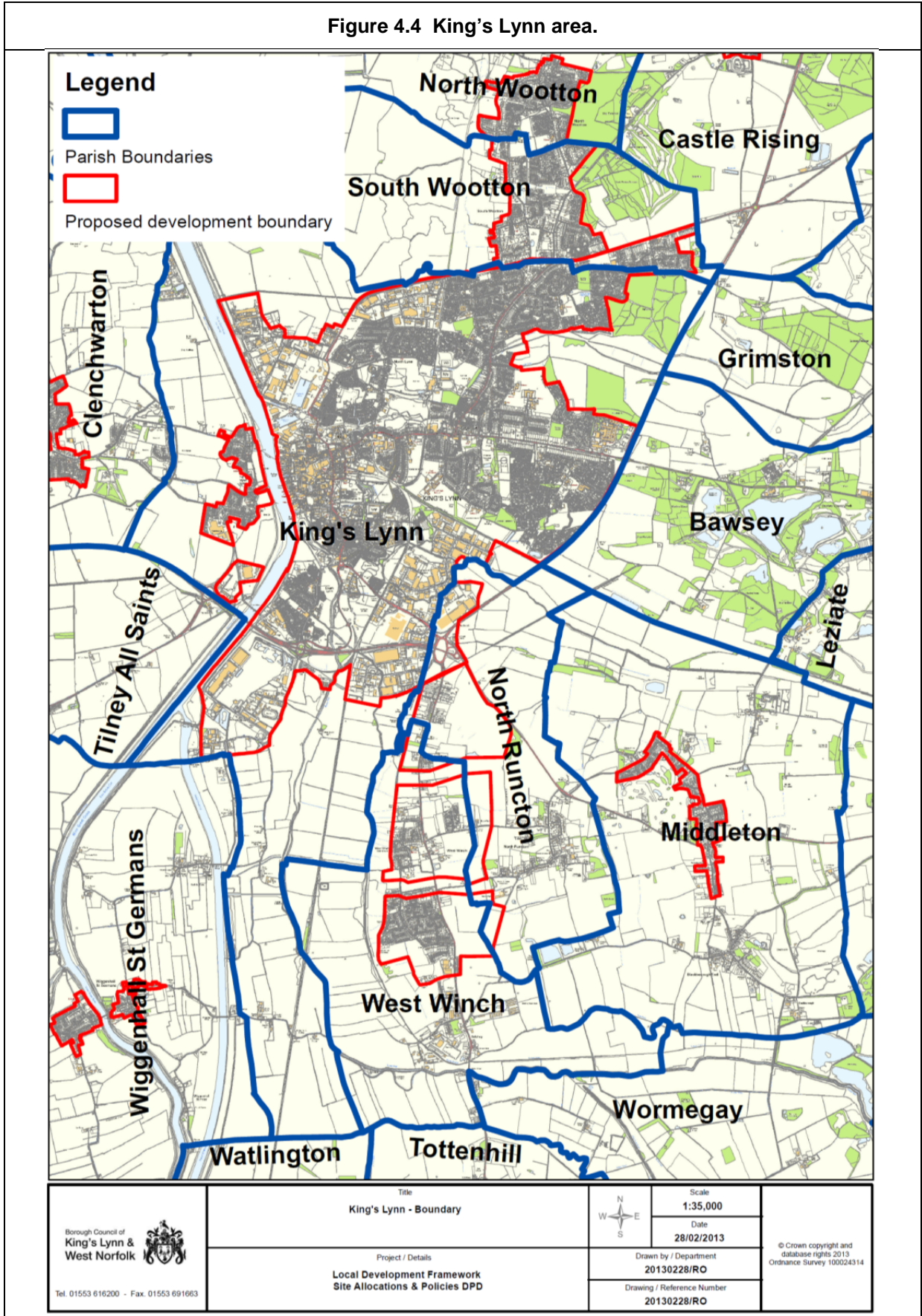


New Build Sales Prices

- 4.13 The adopted affordable housing policy differentiates between King’s Lynn and the remainder of the Borough. The King’s Lynn area is the un-parished area as shown on the following map. In this study we have followed these areas as shown on the map below.
- 4.14 Analysis of the new developments on-going at the time of the AHVS (2008) found that prices for new build homes vary quite widely, ranging between approximately £1,725 - £3,225 /m². This is the range for individual properties; averaged over the complete scheme the degree of variation will of course be somewhat less than this. However it was clear that the price by floor area varied considerably between some of the sites in the study.



Figure 4.4 King's Lynn area.



Source: KL&WNBC 2013



4.15 The original study used the following price assumptions:

Table 4.1 Price bands used in AHVS 2008			
		£/sqft	£/m ²
1	College Playing fields King's Lynn NE	187	2,010
2	College Campus King's Lynn N Central	198	2,130
3	Factory site Stoke Ferry	187	2,010
4	Austin St King's Lynn Central	216	2,325
5	Sedgeford	221	2,375
6	Hunstanton	223	2,395
7	Southery	181	1,945
8	Waterloo St King's Lynn Central	225	2,420
A	Methwold	185	1,990
B	Castle Acre	220	2,365
C	Gayton	217	2,330

Source: AHVS 2008 (Fordham Research)

- 4.16 We have carried out a fresh survey of the current development sites in and near to the boundaries of the Borough. We identified these through the websites of the national developers, through internet searches of agents and through the use of property search sites such as Rightmove.com. We identified 25 current development sites and of these 20 had units for sale where we were able to establish the unit price by floor area (i.e. £/m²). These are set out in **Appendix 4**.
- 4.17 The developments were predominantly of larger houses rather than smaller homes and flats. There were very few new flats available and, whilst there was some evidence that a typical flat may be worth a little more by floor area, the sample was so small that we have not differentiated between flats and houses in this study.
- 4.18 As at the time of the earlier AHVS, the prices are significantly higher in the northern coastal areas and the prices in King's Lynn tend to be lower, but there is now less differentiation.
- 4.19 Those sites with the highest values tend to be those of small exclusive developments aimed at the very top end of the housing market. There is a distinct trend that whilst the larger 'bulk' sites of the type developed by the large house builders have seen little change in value, the smaller sites of larger houses have seen an increase.
- 4.20 We have set out the price assumptions used in the appraisals, based on the above information, at the end of this chapter.

Affordable Housing

- 4.21 The Council has a policy for the provision of affordable housing (the requirements are summarised in Chapter 8). In this study we have assumed that affordable housing is constructed by the site developer and then sold to a Registered Provider (RP). Some intermediate affordable housing is 'sold' direct to the occupier. This is a simplification of reality as there are many ways in which affordable housing is delivered, including the transfer of free land to RPs for them to build on or the retention of the units by the schemes overall developer.
- 4.22 There are three main types of affordable housing: Social Rent, Affordable Rent and Intermediate Housing Products for Sale. It should be noted that changes to the Homes and Communities Agency (HCA) funding regime mean that it is unlikely that there will be on-going development for Social Rent in KL&WN. We consider the values of each below.

Social Rent

- 4.23 In the AHVS it was assumed that Affordable Housing was mainly social rented and had the following values:

Table 4.2 Selling prices: zero grant basis (£/sqft (m2))			
Social Rented		Shared Ownership	
Flat	House	Flat	House
89 (958)	75 (807)	135 (1,453)	115 (1,237)

Source: Fordham Research data from RSLs. Table 3.2 in the AHVS

- 4.24 Since the AHVS was undertaken, the financing of affordable housing has been reformed through the introduction of Affordable Rent. We have assumed that except for the discount sale housing all new affordable housing is Affordable Rent. We appreciate that historically the preference is for Social Rent – but the policy was written before the introduction of Affordable Rent¹⁸.

Affordable Rent

- 4.25 The Coalition Government introduced Affordable Rent as a new type of affordable housing. Under Affordable Rent, a rent of no more than 80% of the open market rent for that unit can be charged. One of the key aims of the policy on affordable housing is to make the much reduced HCA budget go further. The affordable rent that is over and above the social rent

¹⁸ It should be noted that the LHA CAP actually relates to the rent plus service charges and together they may not exceed 80% of the market rent.



will be used by Registered Providers (RPs) to raise capital funding through borrowing or securitisation¹⁹. This can then be used to build more affordable units – the extra borrowing replacing the grant.

- 4.26 The hope and objective of affordable rent is that by charging higher rents for the affordable housing, developers would require less grant and subsidy, and thus the development of affordable housing would effectively fund itself. The theory being the higher rent can support higher levels of borrowing to finance the construction and development process.
- 4.27 For many years, the HCA and Local Planning Authorities (LPAs) have aspired to ensure that affordable housing is delivered without grant. When LPAs have negotiated with developers during the planning process, about the number and type of affordable housing to be provided through s106 agreements and planning conditions, the initial basis of those discussions has usually been that the affordable units would be made available without any grant. We have assumed no grant will be available in the future.
- 4.28 In the development of affordable housing for rent, the value of the units is the worth of the income that the completed let unit will produce. This is the amount an investor or another RP would pay for the completed unit. This will depend on the amount of the rent, the cost of managing the property (letting, voids, rent collection, repairs etc). We have assumed that it is to be set at 80% of the full open market rent of the properties in question. We have assumed that because a typical affordable rent unit will be new, it will command a premium rent that is a little higher than equivalent older private sector accommodation.
- 4.29 In estimating the likely level of affordable rent, we have undertaken a survey of market rents across the Borough. There are some significant differences across the Borough – particularly between the King's Lynn area and the remainder.

¹⁹ The creation and issuance of tradable securities, such as bonds, that are backed by the income generated by an asset, a loan, a public works project or other revenue source. (Source FT Lexicon).

Table 4.3 Private and Affordable Rents - £/Month				
	Sample	Lower Quartile	Median	Affordable rent 80%
King's Lynn un-parished area				
1 Bed	69	425	520	416
2 Bed	38	495	515*	412
3 Bed	13	495	625	500
4+ Bed	4		1200	960
King's Lynn and West Norfolk Residual Area				
1 Bed	209	329	470	376
2 Bed	167	495	525	420
3 Bed	153	595	625	500
4+ Bed	107	795	895	716

Source: KL&WNBC Viability Study (HDH 2013) Market Survey (see Figure 4.4 above for areas).

- 4.30 In practice Affordable Rent is unlikely to be charged at any more than the local LHA cap. These are set by Broad Housing Market Area, there are two such areas in the Borough:

Table 4.4 King's Lynn and West Norfolk BRMA LHA Caps			
		King's Lynn BRMA	Bury St Edmonds BRMA
Shared Accommodation	Per week	50.00	69.27
	Per month	216.67	300.17
One Bedroom	Per week	90.00	98.08
	Per month	390.00	425.01
Two Bedrooms	Per week	109.62	121.15
	Per month	475.02	524.98
Three Bedrooms	Per week	132.69	144.23
	Per month	574.99	625.00
Four Bedrooms	Per week	161.54	207.69
	Per month	700.01	899.99

Source VOA (March 2013)

- 4.31 The Council collect data on an on-going basis on Affordable Rents actually charged by Registered Providers (RPs). This is summarised below:

Table 4.5 KL&WN Achieved Affordable Rents		
	Average	Median
Bed Sit	323	325
1 Bed	443	476
2 Bed	489	498
3 Bed	552	520
4 Bed	757	757

Source: KL&WN ART June 2013

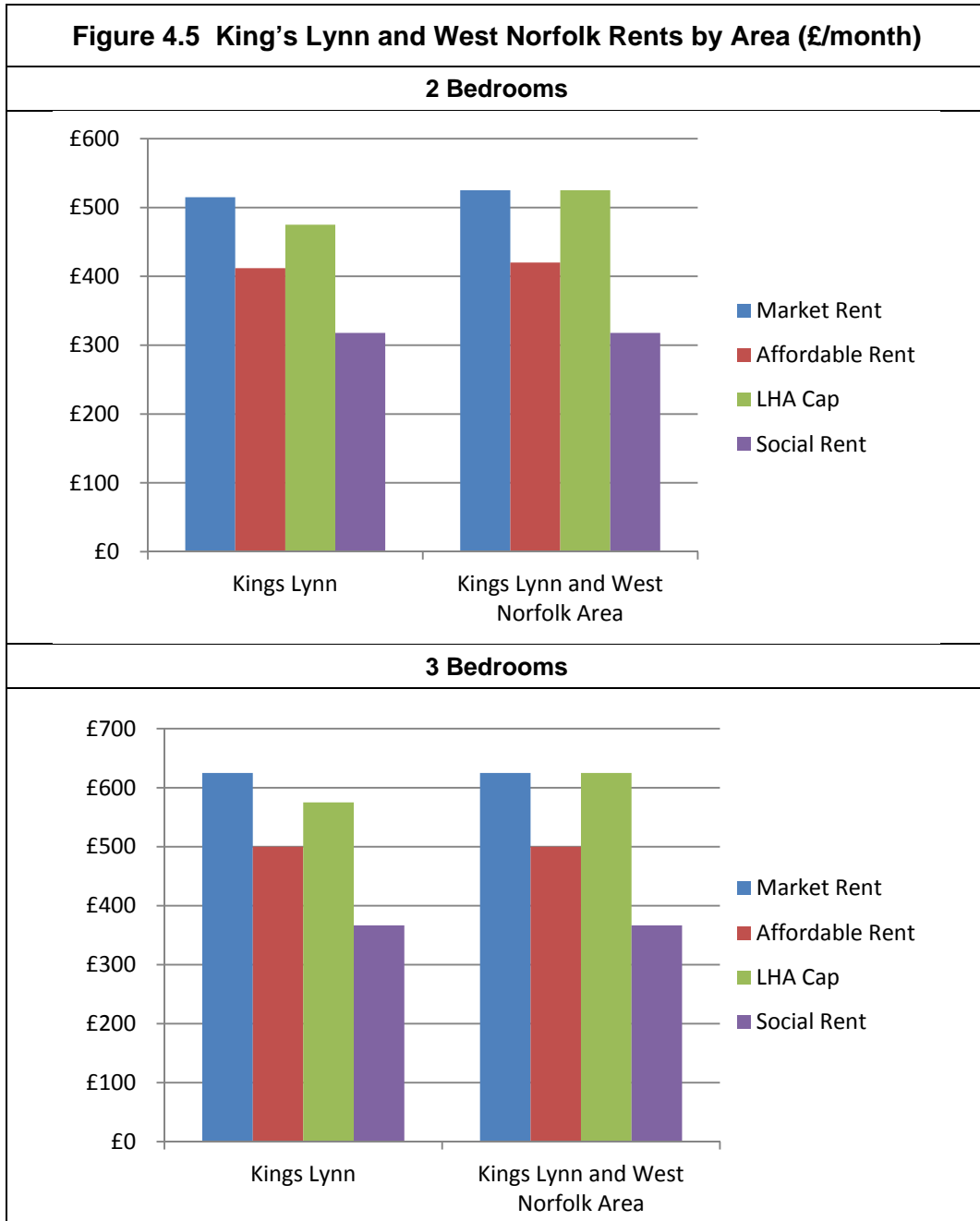
4.32 The actual affordable rents charged by housing associations across the Borough varies considerably, but, on the whole, are within the ranges above.

4.33 Historically, affordable housing has been let at social rents:

Table 4.6 KL&WN Social Rents Q3, 2013 (£/week)		
1 Bedroom	2 Bedrooms	3+ Bedrooms
£63.44	£73.36	£84.61

Source: Core (March 2013)

4.34 On this basis it can be seen in the following graph that Affordable Rents set at 80% of open market rents will, on the whole, be within the LHA Cap.



Source: KL&WNBC Viability Study (HDH 2013)

4.35 The above information is useful contextual information but Affordable Rent will actually be set property by property. Based on the above and taking a relatively simplistic approach we have estimated Affordable Rents across King's Lynn and West Norfolk to be as follows:



Table 4.7 Affordable Rent (£)			
		Per month	Per annum
King's Lynn	2 Bed	412	4,944
	3 Bed	500	6,000
King's Lynn and West Norfolk Borough	2 Bed	420	5,040
	3 Bed	500	6,000

Source: KL&WNBC Viability Study (HDH 2013)

- 4.36 To arrive at the value of the Affordable Rented Units to the developer we have assumed the income is the rent less 10% management, 4% voids and 6% repairs, we have ignored service charges and any profit that may be made on them and we have then capitalised the rent assuming an investment yield 5.5%²⁰. We have assumed unit sizes of 78 m² and 85 m² for 2 and 3 bedrooms respectively to give values of:

Table 4.8 Value of Affordable Rent				
		Affordable rent	Value	
		£/month	£	£/m2
King's Lynn	2 Bed	412	71,913	922
	3 Bed	500	87,273	1,027
King's Lynn and West Norfolk Borough	2 Bed	420	73,309	940
	3 Bed	500	87,273	1,027

Source: KL&WNBC Viability Study (HDH 2013)

- 4.37 Based on this we have assumed the following values for affordable rents in the appraisals:

King's Lynn £950/m² Wider KL&WN £975/m²

- 4.38 These values were put to the consultees at the event on the 22nd of January and it was agreed that this was an appropriate approach and that the values were representative.

Intermediate Products for Sale

- 4.39 There is relatively little shared ownership and other intermediate housing products being developed at present. Having discussed this with the Council it was agreed that we would

²⁰ Investment yields are used by surveyors to measure and express the risk of an investment. The yield is calculated as the rent/capital value. A yield of 5.5% is typical for Affordable Rented property in the current market.



assume that shared ownership would have a value of 70% of the open market value. This assumption is based on on-going discussions with developers and RPs.

Older Persons Housing

- 4.40 We have received representations from the Retirement Housing Group (RHG) being a trade group representing developers and operators of retirement, care and extra care homes. They have set out a case that these products should be tested separately.
- 4.41 Within this sector there are a multitude of different products offered by developers.
- 4.42 Private Sheltered/Retirement accommodation is self-contained accommodation that is available to the open market for sale or rent. In some cases a concierge service may be provided as opposed to on site care and some communal cleaning and laundry services. Ultimately however these tend to be age restricted market accommodation. An example of this would be the McCarthy & Stone independent living model.
- 4.43 Housing with Care (HWC) is sometime known as extracare housing. There are a wide range of models that can fall under the HWC term/umbrella and it is difficult to categorise every model. In this study we have assumed that HWC is self-contained housing that has been specifically designed to suit people with long-term conditions or disabilities that make living in their own home difficult, but who don't want to move into a residential care home. Schemes can be brought forward in the open market or in the social sector. Most residents are older people, but this type of housing is becoming popular with people with disabilities regardless of their age. Usually, it is seen as a long-term housing solution. Typically these schemes have relatively large common and communal areas that includes dining facilities, bathing facilities, circulation space as well as administrative areas. Extra care housing residents still have access to means-tested local authority services.
- 4.44 In KL&WNBC, there is both Sheltered Accommodation and HWC accommodation provided by RPs. This in line with other social housing will be exempt from CIL.
- 4.45 In line with the RHG representations we have assumed the price of a 1 bed sheltered property is about 75% of price of existing 3 bed semi-detached house and a 2 bed sheltered property is about equal to the price of existing 3 bed semi-detached house. In addition we have assumed Extracare housing is 25% more expensive than sheltered.
- 4.46 In KL&WN the median price of a 3 bed semi-detached home is £132,000²¹ so we have used this as a starting point. On this basis we have assumed retirement housing in King's Lynn has the following worth:

²¹ Rightmove October 2013.

	Area	King's Lynn		Hunstanton		Downham Market	
		£	£/m2	£	£/m2	£	£/m2
3 bed semi-detached		140,000		240,000		160,000	
1 bed Sheltered	50	105,000	2,100	180,000	3,600	120,000	2,400
2 bed Sheltered	75	140,000	1,867	240,000	3,200	160,000	2,133
1 bed Extracare	65	131,250	2,019	225,000	3,462	150,000	2,308
2 bed Extracare	80	175,000	2,188	300,000	3,750	200,000	2,500

Source: KL&WNBC Viability Study (HDH 2013)

4.47 The above prices are applied to the net saleable areas.

Appraisal Price Assumptions

4.48 Based on the information set out through this chapter we have used the following residential property prices in this study:

			Market	Intermediate to Buy	Affordable Rent
			£/m2	£/m2	£/m2
1	Marsh Lane	King's Lynn	2,000	1,435	950
2	Lynnsport	King's Lynn	2,000	1,435	950
3	Bankside	West Lynn	1,950	1,365	950
4	NE Downham Mkt	Downham Market	2,100	1,470	975
5	S Railway Rd	Downham Market	2,100	1,470	975
6	NE Hunstanton	Hunstanton	2,750	1,925	975
7	Manor Road	Hunstanton	2,750	1,925	975
8	Wisbech Fringe	Wisbech	2,300	1,610	975
9	Hall Lane	South Wootton	2,450	1,715	975
10	South East KL	King's Lynn	2,250	1,575	950
11	Northern Coastal	Brancaster	3,100	2,170	975
12	Rural East	Castle Acre	2,300	1,610	975
13	Northern Village	Dersingham	3,100	2,170	975
14	SE Village	Stoke Ferry	2,050	1,435	975
15	Northern Village	Sedgeford	2,500	1,750	975
16	South Village	Southery	2,050	1,435	975

Source: KL&WNBC Viability Study (HDH 2013)

5. Non-Residential Property Market

- 5.1 This chapter sets out an assessment of the markets for non-residential property, providing a basis for the assumptions of prices to be used in financial appraisals for the sites tested in the study.
- 5.2 The CIL Regulations and CIL Guidance require the use of existing available evidence and for the viability testing to be appropriate to the likelihood of raising CIL. There is no need to consider all types of development in all situations – and certainly no point in testing the types of scheme that are unlikely to come forward – or which, for that matter, are unlikely to be viable.
- 5.3 Although development schemes do have similarities, every scheme is unique, even schemes on neighbouring sites. Market conditions will broadly reflect a combination of national economic circumstances and local supply and demand factors, however even within a town there will be particular localities, and ultimately site specific factors, that generate different values and costs.

KL&WN Overview

- 5.4 As with the housing market, the various non-residential markets in KL&WN area reflect national trends, but there are local factors that underpin the market. King's Lynn is the major employment centre and service centre – however employment uses are spread through the Borough.
- 5.5 Commercial activity does of course take place more widely than this – indeed the majority of the area (by land use) is actively and commercially farmed. There is, however, little evidence of significant non-residential development happening much beyond the main centre (in part due to the Council's development control policies) and even in King's Lynn it is limited at the moment. We have centred this study on this main area.
- 5.6 We had expected to find a number of distinct market areas that broadly correspond to the different price areas that we found in relation to residential property. There is evidence that there are variances in the market with a reduction in rents and values as one moves away from the main east – west transport routes and King's Lynn. Having said this, and bearing in mind that this study is concerned with new property that is likely to be purpose built, we found little variance for newer premises more suited to modern business.
- 5.7 The overwhelming characteristic of the commercial property market is that very little is happening, and that little development is being completed at the moment. Indeed, development that there is, is for identified end users rather than being carried out speculatively by developers. The Borough is a little different to many areas in that it holds its own large portfolio of retail, office and industrial space that it lets through an in-house Estates Department that manages the following estates:

Table 5.1 KL&WN Commercial Property	
Downham Market Trafalgar Estate St Johns Estate	King's Lynn Austin Fields, Industrial Units Hardwick Industrial Units
Downham Market Trafalgar Industrial Estate St Johns Industrial Estate	Hardwick Narrows Industrial Units Horsleys Field Industrial Units Lower Canada Industrial Units
Flitcham Flitcham Barns, Abbey Road	Saddlebow Industrial Units Saunders Yard Industrial Units
Heacham Heacham Hall Industrial Units	Saint John's Business Estate

Source: KL&WNBC

- 5.8 In addition to the above, the Council also owns and manages eight of the town centre retail units on Broad Street and Norfolk Street in King's Lynn.
- 5.9 We analysed various sources of market information. The principle sources being the information held by the Council (in their capacity as a significant landowner), local agents, research published by national agents, and through the Estates Gazette's EGI database. Over 80% of the commercial property that we identified as being available was for rent rather than for sale. **Appendix 5** includes a schedule of commercial space that is currently being advertised through EGI Property Link (a commercial equivalent to Rightmove.com) in and close to the area. Clearly much of this commercial space is 'second-hand' and not of the configuration, type and condition of new space that may come forward in the future and be subject to CIL, so is likely to command a lower rent than new property in a convenient well accessed location with car parking and that is well suited to the modern business environment.
- 5.10 There is a very great variance in the levels of rents and values. We have used the following rents in reaching our views about commercial capital values:



Table 5.2 Typical rents £/m²/year			
	North	King's Lynn	South
Large industrial	40	45	35
Small industrial	65	60	45
Large office	85	105	100
Small office	100	110	100
Large retail - Food	180		
Large retail - Non food	100	120	70
Medium retail	100	120	70
Small retail (Shop)	200	220	150

Source: KL&WN CIL Viability Study (HDH 2012)

- 5.11 Through analysis of the available rental space and the space for sale, we have formed a view as to the capital value of industrial and office space. In capitalising the rents we have assumed a yield of 7.5% (a Year's Purchase of 13.3)²². We acknowledge that the yield will vary from property to property and will depend on the terms of the lease and the standing of the tenant, however, we believe that this is a fair figure across the market. There are several exceptions to this. For the large industrial and office space, which we have identified as being more attractive to institutional investors, we have assumed a lower yield of 6.5% (Year's Purchase of 15.5). For the large food retail space, we have assumed a lower yield of 5% (Year's Purchase of 20). We have also assumed a yield of 11% (Year's Purchase of 9) for small retail as there is not an established market in this asset class amongst investors.

Table 5.3 Capitalised rents £/m²			
	North	King's Lynn	South
Large industrial	533	600	467
Small industrial	867	800	600
Large office	1,133	1,400	1,333
Small office	1,333	1,467	1,333
Large retail - Food	3,600		
Large retail - Non food	1,333	1,600	933
Medium retail	1,333	1,600	933
Small retail (Shop)	2,667	2,933	2,000

Source: KL&WNBC Viability Study (HDH 2012)

²² The capitalisation of rents using the yields and Year's Purchase is widely used by Chartered Surveyors and others. The Year's Purchase is the factor by which the rent is multiplied to calculate the capital value (calculated at 1/yield).

Appraisal Assumptions

5.12 Inevitably, the data in the tables above does not match perfectly with the asking prices of properties in the market. We have therefore looked at further sources of information, including the feedback from consultees during and following the January 2013 consultation event, to produce the following values that we have used in our appraisals.

Table 5.5 Non- Residential Values (£/m²)			
	North	King's Lynn	South
Large industrial	530	600	500
Small industrial	860	800	600
Large office	1,100	1,400	1,300
Small office	1,300	1,450	1,300
Large retail - Food	3,000		
Large retail - Non food	1,300	1,600	900
Medium retail	1,300	1,600	900
Small retail (Shop)	2,500	2,900	2,000

Source: KL&WNBC Viability Study (HDH 2013)

5.13 As well as the above development types we have assumed a rental of £3,750 / room per year for a budget hotel to apply across the area. Assuming a yield of 6.5%, this equates to a value of about £2,150 /m². Similarly our research has indicated a value of £1,600/m² for pub/restaurant type developments.

6. Land Prices

- 6.1 In Chapters 2 and 3 we set out the methodology used in this study to assess viability and set out the different approaches put forward in *Viability Testing in Local Plans – Advice for planning practitioners*, (LGA/HBF – Sir John Harman) (June 2012) and *Financial viability in planning, RICS guidance note, 1st edition (GN 94/2012)* (August 2012).
- 6.2 An important element of the assessment, under both sets of guidance, is the value of the land. Under the method recommended in the Harman Guidance, the worth of the land before consideration of any increase in value, from a use that may be permitted through a planning consent, is the Existing Land Value (ELV) or Alternative Land Value (ALV). We use this as the starting point for the assessment as this is one of the key variables in the financial development appraisals. In this chapter we have considered the values of different types of land. The value of land relates closely to the use to which it can be put and will range considerably from site to site; however, as this is a high level study, we have looked at the three main uses, being: agricultural, residential and industrial. We have then considered the amount of uplift that may be required to ensure that land will come forward.

Current and Alternative Use Values

- 6.3 In order to assess development viability, it is necessary to analyse current and alternative use values. Current use values refer to the value of the land in its current use before planning consent is granted, for example, as agricultural land. Alternative use values refer to any other potential use for the site. For example, a brownfield site may have an alternative use as industrial land.
- 6.4 The New NPPF Beta Practice Guidance includes a definition of land value as follows:

Central to the consideration of viability is the assessment of land or site value. The most appropriate way to assess land or site value will vary but there are common principles which should be reflected.

In all cases, estimated land or site value should:

- *reflect emerging policy requirements and planning obligations and, where applicable, any Community Infrastructure Levy charge;*
- *provide a competitive return to willing developers and land owners (including equity resulting from self-build developments); and*
- *be informed by comparable, market-based evidence wherever possible. Where transacted bids are significantly above the market norm, they should not be used as part of this exercise.*

- 6.5 It is vital to fully appreciate that land value should reflect emerging policy requirements and planning obligations. When considering comparable sites, the value will need to be adjusted to reflect this requirement.

- 6.6 To assess viability, the value of the land for the particular scheme needs to be compared with the alternative use value, to determine if there is another use which would derive more revenue for the landowner. If the Residual Value does not exceed the alternative use value, then the development is not viable; if there is a surplus (i.e. profit) over and above the 'normal' developer's profit having paid for the land, then there is scope to pay CIL.
- 6.7 For the purpose of the present study, it is necessary to take a comparatively simplistic approach to determining the alternative use value. In practice, a wide range of considerations could influence the precise value that should apply in each case, and at the end of extensive analysis the outcome might still be contentious.
- 6.8 Our 'model' approach is outlined below:
- i. For sites previously in agricultural use, then agricultural land represents the existing use value.
 - ii. Where the development is on former industrial, warehousing or similar land, then the alternative use value is considered to be industrial, and an average value of industrial land for the area is adopted as the alternative use value.
 - iii. Where the site is currently in residential use we have used a residential value.

Industrial Land

- 6.9 In the AHVS, Fordham Research used £450,000/ha for urban industrial land and £334,000/ha for industrial land in the rural areas. These prices were at the top of the market. The VOA publishes the Property Market Report. In the January 2011 report (being the most recent one) they report the following industrial land values.

Norwich	£425,000/ha	Cambridge	£740,000/ha
Nottingham	£500,000/ha	Leicester	£400,000/ha

- 6.10 The only direct comparable is that of Norwich which shows a £90,000/ha fall which equates to about 15% from the time of the 2007 study.
- 6.11 This was discussed at some length at the consultation event and it was agreed that there were large differences between different parcels of land in similar locations but it was appropriate to make some broad assumptions as to value. We have assumed industrial values of £284,000/ha in rural areas and a higher figure of £380,000/ha in urban areas. This is a simplification of a complex market, however it is appropriate in this high level study.

Agricultural and Paddocks

- 6.12 Agricultural values rose for a time several years ago after a long historic period of stability. Values are around £15,000-£25,000/ha depending upon the specific use. We have assumed a value of £25,000/ha in this study.

6.13 A proportion of the sites expected to come forward are on smaller paddock sites and have an alternative amenity use. A benchmark of £50,000/ha is assumed to apply here to reflect this situation.

Residential Land

6.14 We have considered general figures from the Valuation Office Agency (VOA) relating to residential land values. Land values vary dramatically depending upon the development characteristics (size and nature of the site, density permitted etc.) and any affordable or other development contribution.

6.15 The VOA publishes figures for residential land in the Property Market Report. These cover areas which generate sufficient activity to discern a market pattern. That means that locally we have figures for Norwich and Cambridge. These values can only provide broad guidance, they can therefore be only indicative.

Table 6.1 Residential Land Values at January 2011 Bulk Land £/ha (£/acre)	
Norwich	1,600,000 (650,000)
Cambridge	2,900,000 (1,175,000)
Nottingham	1,200,000 (486,000)
Leicester	1,580,000 (640,000)

Source: VOA Property Market Report 2011

6.16 The values in the Property Market Report are based on the assumption that land is situated in a typically average greenfield edge of centre / suburban location for the area, that services are available to the edge of the site, and that it is ripe for development with planning permission being available. The values provided assume a maximum of a two storey construction with the density, the S106 provision and the affordable housing ratios to be based on market expectations for the locality. The report cautions that the values should be regarded as illustrative rather than definitive, that represent typical values for sites with no abnormal constraints, and with residential planning permission of a type generally found in the area. It is important to note that these values are net – that is to say they relate to the net developable area and do not take into account open space that may form part of the scheme.

6.17 It should also be noted that the above values will assume that grant was available to assist the delivery of affordable housing (due to the date of the VOA Report). This grant is now very restricted so these figures should be given limited weight. Further, due to the date of the report, these values are well before the introduction of CIL, so do not reflect this new



charge on development. As acknowledged by the RICS Guidance, a new charge such as CIL will inevitably adversely impact on land values.

- 6.18 We have consulted agents operating in the area and have assumed a value for residential land in this study of £750,000/ net developable hectare. This was discussed through the consultation process. There was a comment that this level of land value was only likely to be received in the higher value areas such as the north coast, rather than in King's Lynn where residential land values are lower.

Use of alternative use benchmarks

- 6.19 The results from appraisals are compared with the alternative use values set out above in order to form a view about each site's viability. This is a controversial part of the viability process and the area of conflicting guidance (the Harman Guidance versus the RICS Guidance). In the context of this report it is important to note that it does not automatically follow that, if the residual value produces a surplus over the alternative use value benchmark, the site is viable. The land market is more complex than this, and as recognised by paragraph 173 of the NPPF, the landowner and developer must receive a '*competitive return*'. The phrase *competitive return* is not defined in the NPPF, nor in the CIL Guidance.

- 6.20 We have set out the Shinfield appeal decision below. This provides some help as to what a competitive return is (and is not) however, as yet, *competitive return* has not been fully defined through planning appeals and the court system²³. The RICS Guidance includes the following definition:

Competitive returns - A term used in paragraph 173 of the NPPF and applied to 'a willing land owner and willing developer to enable development to be deliverable'. A 'Competitive Return' in the context of land and/or premises equates to the Site Value as defined by this guidance, i.e. the Market Value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan. A 'Competitive Return' in the context of a developer bringing forward development should be in accordance with a 'market risk adjusted return' to the developer, as defined in this guidance, in viably delivering a project.

- 6.21 The new NPPF Beta Practice Guidance includes the following section:

Competitive return to developers and land owners

The National Planning Policy Framework states that viability should consider "competitive returns to a willing landowner and willing developer to enable the development to be deliverable." This return will

²³ In this context the following CIL Examination are relevant.

Mid Devon District Council by David Hogger BA MSc MRTPI MCIHT, Date: 20 February 2013

Greater Norwich Development Partnership – for Broadland District Council, Norwich City Council and South Norfolk Council. by Keith Holland BA (Hons) Dip TP, MRTPI ARICS Date: 4 December 2012

vary significantly between projects to reflect the size and risk profile of the development and the risks to the project. A rigid approach to assumed profit levels should be avoided and comparable schemes or data sources reflected wherever possible.

A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

6.22 Whilst this is useful it does not provide any guidance as to the size of that return. The January 2013 Shinfield appeal APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX) does shed some light in this. We have copied a number of key paragraphs below as, whilst these do not provide a strict definition of competitive return, the inspector (Clive Hughes BA (Hons) MA DMS MRTPI) does set out his analysis clearly. The following paragraphs are necessarily rather long however, as they are the only current steer in this regard, we have included all that are relevant.

*37. Core Strategy Policy CP5 says that all residential developments ... will provide up to 50% of the net additional units proposed as affordable units, where viable. The policy includes a table which identifies the appeal site ... where the minimum percentage of affordable housing sought is 40% **subject to viability**. It is the viability, or otherwise, of the amount of affordable housing now sought that is at issue. The Council is seeking 40% of the net additional units to be affordable housing in accordance with that policy; the appellants assert that the maximum amount that would be viable is 2%....*

38. Paragraph 173 of the Framework advises that to ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable. The Framework provides no advice as to what constitutes a competitive return; the interpretation of that term lies at the heart of a fundamental difference between the parties in this case. The glossary of terms appended to the very recent RICS guidance note Financial viability in planning (RICS GN) says that a competitive return in the context of land and/ or premises equates to the Site Value (SV), that is to say the Market Value subject to the assumption that the value has regard to development plan policies and all other material considerations and disregards that which is contrary to the development plan. It is also the case that despite much negotiated agreement, in respect of calculating the viability of the development, other significant areas of disagreement remain.

Benchmark Land Value

57. There is a significant difference in the figures produced by the parties. The Council calculated a Benchmark Land Value of

58. Since the use of the land by ... ceased, the site was used for a couple of years for open storage ... The appellants use open storage on the site as a starting point.

59. The appellants ... made use of a comparator site. This site has the benefit, in valuation terms, of having no hope value for residential use due to potential flood risk in the access roads. That use was dismissed at appeal. ...

61. The appellants' valuation of the site is £2,325,000 based upon 8 acres of commercial open storage/ industrial land and buildings at £250,000 per acre and 13 acres of settlement fringe at £25,000 per acre. The figure of £250,000 per acre seems reasonable in the light of the recent sale value achieved at the smaller site at Paddock Road (£330,000 per acre).

62. The Council did not use comparators; instead it relied upon a valuation based upon a substantial office scheme on the appeal site. This was based upon the outline planning permission for offices on the site in 2003 that was renewed in 2006 but which has since lapsed. This development provided a value of £2.75m; from this it is necessary to subtract the cost of decontaminating the land. This gives

a benchmark SV of £1.865m, a figure revised from the Council's original evidence to take account of the agreed costs of decontamination. I am concerned about this approach in that the Council has failed to demonstrate that there is any market for such a substantial office development here....

63. Overall, therefore, there is a difference between the parties of about £500,000 (£2.3m compared to £1.8m) in the benchmark land value. Neither figure is wholly watertight.....

Competitive return

64. Determining what constitutes a competitive return inevitably involves making a subjective judgement based upon the evidence. Two very different viewpoints were put forward at the Inquiry with the appellants seeking a land value of £4,750,000 which is roughly the mid-point between the EUV/CUV and the RLV with planning permission for housing and no obligations. This ties in with the 50:50 split between the community and the landowner sought by the appellants. The Council considered that a sum of £1.865m would ensure a competitive return; that is to say the Council's calculation of the EUV/CUV.

65. Paragraph 173 of the Framework says that the costs of any requirements should provide competitive returns to a willing landowner and willing developer to enable the development to be deliverable. The paragraph heading is "Ensuring viability and deliverability"; it is clear that its objective is to ensure that land comes forward for development. I am not convinced that a land value that equates to the EUV/CUV would provide any incentive to the landowner to sell the site. Due to the particular circumstances of this site, including the need to remediate the highly significant level of contamination, such a conclusion would not provide any incentive to the landowner to carry out any remediation work. There would be no incentive to sell the land and so such a low return would fail to achieve the delivery of this site for housing development. In these circumstances, and given the fact that in this case only two very different viewpoints on what constitutes a competitive return have been put forward, the appellants' conclusions are to be preferred. In the scenario preferred by the Council, I do not consider that the appellants would be a willing vendor.

Viable amount of Affordable Housing

66. The RICS GN says that any planning obligations imposed on a development will need to be paid out of the uplift in the value of the land but it cannot use up the whole of the difference, other than in exceptional circumstances, as that would remove the likelihood of land being released for development. That is exactly what is at issue here in that the Council's valuation witness, in cross examination, stated that a landowner should be content to receive what the land is worth, that is to say the SV. In his opinion this stands at £1.865m. I accept that, if this figure was agreed (and it is not), it would mean that the development would be viable. However, it would not result in the land being released for development. Not only is this SV well below that calculated by the appellants, there is no incentive to sell. In short, the appellants would not be willing landowners. If a site is not willingly delivered, development will not take place. The appellants, rightly in my opinion, say that this would not represent a competitive return. They argue that the uplift in value should be split 50:50 between the landowner and the Council. This would, in this instance, represent the identified s106 requirements being paid as well as a contribution of 2% of the dwellings as affordable housing.

70. I conclude on this issue that, allowing the landowner a competitive return of 50% of the uplift in value, the calculations in the development appraisal allowing for 2% affordable housing are reasonable and demonstrate that at this level of affordable housing the development would be viable (Document 26). The only alterations to these calculations are the relatively minor change to the s106 contribution to allow for a contribution to country parks and additions to the contributions to support sustainable modes of travel. These changes would have only a limited impact on the return to the landowner. The development would remain viable and I am satisfied that the return would remain sufficiently competitive to enable the land to come forward for development. Overall, therefore I conclude that the proposed amount of affordable housing (2%) would be appropriate in the context of the viability of the development, the Framework, development plan policy and all other material planning considerations.

6.23 It is clear that for land to be released for development, the surplus needs to be sufficiently large to provide an incentive to the landowner to release the site and to cover any other appropriate costs required to bring the site forward for development. It is therefore

appropriate and an important part of this assessment to have regard to the market value of land.

- 6.24 The RICS Guidance recognises that the value of land will be influenced by the requirements imposed by planning authorities. It recognises that the cost to the developer of providing affordable housing, building to increased environmental standards, and paying CIL, all have a cumulative effect on viability and are reflected in the ultimate price of the land. A central question for this study is at what point do the requirements imposed by the planning authorities make the price of land so unattractive that it does not provide competitive returns to the land owner, and does not induce the owner to make the land available for development.
- 6.25 The reality of the market is that each and every land owner has different requirements and different needs and will judge whether or not to sell by their own criteria. We therefore have to consider how large such an 'uplift' or 'cushion' should be for each type of site to broadly provide a competitive return. The assumptions must be a generalisation as in practice the size of the uplift will vary from case to case depending on how many landowners are involved, each landowner's attitude and their degree of involvement in the current property market, the location of the site and so on. An 'uplift' of, say, 5% or £25,000/ha might be sufficient in some cases, whilst in a particular case it might need to be five times that figure, or even more.
- 6.26 At an early stage it was decided to review the approach taken in the AHVS as practice has changed with the introduction of the NPPF and publication of the Harman Guidance. Initially, we assumed that the Viability Threshold (being the amount that the Residual Value must exceed for a site to be viable) of the EUV / AUV plus a 15% uplift on all sites would be sufficient. This is supported both by work we have done elsewhere and by appeal decisions (see Chapter 2). Based on our knowledge of rural development, and from working with farmers, landowners and their agents, we have made a further adjustment for those sites coming forward on greenfield land. We added a further £250,000/ha (£100,000/acre) to reflect this premium.
- 6.27 This was discussed at some length at the consultation event and it was agreed that the existing use value plus approach was appropriate. It was also agreed that the quantum of the 'plus' was difficult to estimate as it would vary from land owner to landowner. An alternative suggestion was made that rather than a 15% uplift with an extra amount on greenfield sites, that a simple 50% on all sites would be appropriate. We do not believe that this would be sufficient in the greenfield situation. Based on our wider experience we consider it unlikely that agricultural land with a current value of £25,000 or so would come forward for residential development at a value of a little less than £40,000/ha. We have not followed this.
- 6.28 Following the consultation event, we amended the assumptions in calculating the viability thresholds to a 20% uplift on all sites and with a further £300,000/ha on the greenfield sites. This is a simplification of the market, however in a high level study of this type that is based on modelled sites, simplifications and general assumptions need to be made.

- 6.29 This approach does reflect a very considerable uplift for a landowner selling a greenfield site with consent for development²⁴. In the event of the grant of planning consent they would receive over ten times the value compared with before consent was granted. This approach (but not the amount) is the one suggested in the *Viability Testing Local Plans* (see Chapter 2 above) and by the Planning Advisory Service (PAS). The approach was endorsed by the Planning Inspector who approved the London Mayoral CIL Charging Schedule in January 2012²⁵.
- 6.30 We have considered how these amounts relate to prices for land in the market (see the first part of this chapter), with a view to providing competitive returns to the land owner.
- 6.31 When considering land values it is important to note that both the Lynnsport and the Marsh Lane sites are owned by the Council. In both cases the Council is committed to releasing these for development, at a price that is reflective of the prevailing planning policies (i.e. the requirements to provide affordable housing and mitigate the impact of development).

²⁴ See Chapter 2 for further details and debate around EUV plus v Market Value methodologies.

²⁵ Paragraphs 7 to 9 of REPORT ON THE EXAMINATION OF THE DRAFT MAYORAL COMMUNITY INFRASTRUCTURE LEVY CHARGING SCHEDULE by Keith Holland BA (Hons) DipTP MRTPI ARICS an Examiner appointed by the Mayor Date: 27th January 2012

7. Appraisal Assumptions – Development Costs

- 7.1 This chapter considers the costs and other assumptions required to produce financial appraisals for the modelled sites. These figures were presented to stakeholders at the January 2013 event.

Development Costs

(i) Construction costs: baseline costs

- 7.2 We have based the cost assumptions on the Building Cost Information Service (BCIS) data – using the figures re-based specifically for KL&WN. The costs are specific to different built forms (flats, houses, etc). We have considered these and made appropriate adjustments.
- 7.3 The Council has developed policies relating to the construction standards and environmental performance of new buildings. The current policy requirement is that homes are built to the basic Building Regulation Part L 2010 Standards.
- 7.4 From April 2008, the Code's Level 3 has been a requirement for all homes commissioned by housing associations but would not necessarily be the case for affordable homes built by developers for disposal to a housing association, unless grant was made available from the Homes and Communities Agency.
- 7.5 The Department for Communities and Local Government (CLG) published a review of the costs of building to the Code for Sustainable Homes (CfSH) in August 2011. This provides useful guidance as to the costs of the implementation of the various environmental standards. Bearing in mind the move towards higher standards with the amendments to Building Regulations, we initially assumed a minimum standard of full CfSH Level 4 drawing on the costs information from *Cost of building to the Code for Sustainable Homes, Updated cost review. CLG (Aug 2011)*. The Government has since clarified the extent and timing of the introduction of these higher environmental standards.
- 7.6 Building to the full requirements of CfSH4 is not expected to become mandatory and will not all be incorporated into the building regulations. In our base appraisals we have modelled the non-energy requirements at an assumed cost of 2% of BCIS.
- 7.7 **Appendix 6** contains the April 2013 BCIS build costs for KL&WN. We have used the median costs for the different development types that occur on the appraisal sites. We acknowledge that this is a relatively simplistic approach however, by making the adjustments set out below, we are comfortable with this approach in this high level and broad brush study which is in line with the methodology set out in the Harman Guidance.
- 7.8 It should be noted that there remains some uncertainty around the extent of what further environmental standards will be introduced over the Plan's period. These will add to the cost

of development. We have not modelled these however, if they are introduced, it will be necessary to review the findings of this study and policies and rates of CIL that are informed by these extra costs.

(ii) Construction costs: site specific adjustments

- 7.9 It is necessary to consider whether any site specific factors would suggest adjustments to these baseline cost figures. During the mid-1990s, planning guidance on affordable housing was based on the view that construction costs were appreciably higher for smaller sites with the consequence that, as site size declined, an unchanging affordable percentage requirement would eventually render the development uneconomic. Hence the need for a 'site size threshold', below which the requirement would not be sought.
- 7.10 It is not clear to us that this view is completely justified. Whilst, other things being held equal, build costs would increase for smaller sites, other things are not normally equal and there are other factors which may offset the increase. The nature of the development will change. The nature of the developer will also change as small local firms with lower central overheads replace the regional and national house builders. Furthermore, very small sites may be able to secure a 'non-estate' price premium.
- 7.11 In the present study, several of the sites are considered to fall into the 'small site' category, on these sites we have used the appropriate small site costs from BCIS.

(iii) Construction costs: affordable dwellings

- 7.12 The procurement route for affordable housing is assumed to be through construction by the developer and then disposal to a housing association on completion. In the past, when considering the build cost of affordable housing provided through this route, we took the view that it should be possible to make a small saving on the market housing cost figure, on the basis that one might expect the affordable housing to be built to a slightly different specification than market housing. However, the pressures of increasingly demanding standards for housing association properties have meant that, for conventional schemes of houses at least, it is no longer appropriate to use a reduced build cost; the assumption is of parity.

(iv) Other normal development costs

- 7.13 In addition to the BCIS £/m² build cost figures described above, allowance needs to be made for a range of infrastructure costs (roads, drainage and services within the site, parking, footpaths, landscaping and other external costs), off-site costs for drainage and other services and so on. Many of these items will depend on individual site circumstances and can only properly be estimated following a detailed assessment of each site. This is not practical within this broad brush study and the approach taken is in line with the NPPF Practice Guidance and the Harman Guidance.
- 7.14 Nevertheless, it is possible to generalise. Drawing on experience and the comments of stakeholders it is possible to determine an allowance related to total build costs. This is

normally lower for higher density than for lower density schemes since there is a smaller area of external works, and services can be used more efficiently. Large greenfield sites would also be more likely to require substantial expenditure on bringing mains services to the site.

7.15 In the light of these considerations we have developed a scale of allowances for the residential sites, ranging from 10% of build costs for the smallest sites, to 20% for the larger greenfield schemes.

7.16 We have given careful thought as to how major strategic sites should be treated as these large sites, by their nature, can have very significant infrastructure requirements that can have a dramatic impact on viability. Additionally, these large sites are a vital part of the Council's strategy to deliver its housing target – in some cases if the urban extension does not come forward then the Development Plan may be put at risk. The April 2013 CIL Guidance is clear saying:

34. Charging authorities may want to consider setting differential rates as a way of dealing with different levels of economic viability within the same charging area (see regulation 13). This is a powerful facility that makes the levy more flexible to local conditions. Differences in rates need to be justified by reference to the economic viability of development. Charging authorities can set differential levy rates for different geographical zones provided that those zones are defined by reference to the economic viability of development within them. In some cases, charging authorities could treat a major strategic site as a separate geographical zone where it is supported by robust evidence on economic viability.

7.17 We have read this with page 23 of the Harman Guidance which says:

Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.

7.18 The modelling and appraisals carried out in a high level strategic report such as this are going to be based on generic and borough wide assumptions. As the Plan progresses, the Council will need to work with the owners and or promoters of the sites that are perceived to have higher costs inviting them to contribute to the assessment process.

(v) Abnormal development costs

7.19 Several of the sites are modelled on, or partly on, previously developed land. We have set out the abnormal costs in Chapter 9 where we set out the modelled sites. In some cases where the site involves redevelopment of land which was previously developed, there is the potential for abnormal costs to be incurred. Abnormal development costs might include demolition of substantial existing structures, flood prevention measures at waterside locations, remediation of any land contamination, remodelling of land levels; and so on.

7.20 For the non-residential property, we have run a scenario where the site is on previously developed land. With this variable we have increased the costs by an additional 10% cost.

(vi) Fees

7.21 For residential development we have assumed professional fees amount to 10% of build costs in each case. This is made up as follows and includes the various assessments and appraisals that the Council requires under its various adopted Core Strategy policies:

Architects	6%	QS and Costs	0.5%
Planning Consultants	1%	Others	2.5%

7.22 For non-residential development we have assumed 8%.

(vii) Contingencies

7.23 For previously undeveloped and otherwise straightforward sites, we would normally allow a contingency of 2.5%, with a higher figure of 5% on more risky types of development, previously developed land and on central locations. So the 5% figure was used on the brownfield sites and the 2.5% figure on the remainder.

(viii) S106 Contributions

7.24 In preparing appraisals for the 2008 AHVS and the 2011 update, it was necessary to make assumptions about the level of developer contributions under s106 across the range of sites. The assumptions made (see AHVS paras 3.13 to 3.21) were based upon the levels of contributions typically made under the then current, i.e. pre-CIL, regime.

7.25 In moving forward to CIL, there will remain scope for specific contributions, but the general scope will be considerably limited (subject to the detail of the Council's 123 List), so as to minimise overlap and avoid the possibility that developers would have to pay twice over. Only site specific matters would therefore qualify for s106 contributions.

7.26 The Council currently collects a range of payments from developers to contribute towards improvements to infrastructure – some of which are on behalf the County Council (being the appropriate spending authority). The initial request is based on the following tariffs – although it is important to note that these amounts are only applied where there is an actual local requirement.

Table 7.3 (Current) Developer Contributions	
Infrastructure/Service Area	Cost per Dwelling (£)
Education	£6,956
Libraries	£60
Adult Social Services	To be negotiated
Fire Hydrant	£17.37
Household Waste Recycling Facilities	To be negotiated
Highways and Transport	To be negotiated
Green Infrastructure	To be negotiated
Other Items (relating to Green Infrastructure, Historic Environment and Climate Change)	To be negotiated
Monitoring Charge – where appropriate	£500 per obligation *
Total	£7,533.37 (plus monitoring charge and other items to be negotiated)

Source: Norfolk County Council April 2013. * £500 on sites on sites of less than 10 units, £1,000 for larger schemes.

7.27 The Council have also provided us with details of payments that have been collected under s106 in recent years.

7.28 The analysis in this study is in several parts. Firstly to test the deliverability of sites in the Plan. Based on the Council's policies we have generally assumed a s106 contribution of £5,000 per unit. On those sites where we have additional or detailed information from the Council as to the anticipated requirements, we have used that figure. It should be noted that, as schemes are brought forward, the actual requirement may well be different:

Table 7.4 Developer Contribution Assumptions			
Marsh Lane	King's Lynn	£800,000	£5,229/unit
Lynnsport	King's Lynn	£1,560,000	£3,570/unit
Wisbech Fringe	Wisbech	£500,000	£909/unit
Hall Lane	South Wootton	£2,000,000	£6,667/unit
South East KL	King's Lynn	£3,500,000	£2,188/unit
All other sites			£5,000/unit

Source: KL&WNBC

7.29 We have assumed that for the purpose of forming a view of the effect of CIL on viability, it would be reasonable to assume that the contributions for open space, education, and transport and flood defences would be subsumed within a general CIL charge – although site specific and on site provision may still be dealt with under s106. We do however recognise that, in many cases, some site related s106 contributions may be due so, for all

sites, we have assumed a payment of £2,000 per dwelling over and above CIL payable on both market and affordable units.

- 7.30 We have modelled a range of developer contributions (see Chapter 10) to assist in the CIL setting process.

Financial and Other Appraisal Assumptions

(i) VAT

- 7.31 For simplicity it has been assumed throughout, that either VAT does not arise, or that it can be recovered in full.

(ii) Interest rate

- 7.32 Our appraisals assume 7% pa for total debit balances, we have made no allowance for any equity provided by the developer. This does not reflect the current working of the market nor the actual business models used by developers. In most cases developers are required to provide between 30% and 40% of the funds themselves, from their own resources, so as to reduce the risk to which the lender is exposed.

- 7.33 The 7% assumption may seem high given the very low base rate figure (0.5% October 2013). Developers that have a strong balance sheet, and good track record, can undoubtedly borrow less expensively than this, but this reflects banks' view of risk for housing developers in the present situation. In the residential appraisals we have prepared a simple cashflow to calculate interest.

- 7.34 For the non-residential appraisals, and in line with the 'high level' nature of this study, we have used the developer's rule of thumb to calculate the interest – being the amount due over one year on half the total cost. We accept that is a simplification, however, due to the high level and broad brush nature of this analysis, we believe that it is proportionate bearing in mind the requirements of the NPPF and CIL Regulations.

- 7.35 The relatively high assumption of the 7% interest rate, and the assumption that interest is chargeable on all the funds employed, has the effect of overstating the total cost of interest as most developers are required to put some equity into most projects. In this study a cautious approach is being taken, so we believe this is a sound assumption.

(iii) Developers' profit

- 7.36 An allowance needs to be made for developers profit / return and to reflect the risk of development. Neither the NPPF, nor the CIL Regulations, nor the CIL Guidance provide useful guidance in this regard so, in reaching this decision, we have considered the RICS's 'Financial Viability in Planning' (August 2012), the Harman Guidance *Viability Testing Local Plans, Advice for planning practitioners* (June 2012), and referred to the HCA's Economic Appraisal Tool. None of these documents are prescriptive, but they do set out some different approaches.

7.37 RICS's 'Financial Viability in Planning' (August 2012) says:

3.3.2 *The benchmark return, which is reflected in a developer's profit allowance, should be at a level reflective of the market at the time of the assessment being undertaken. It will include the risks attached to the specific scheme. This will include both property-specific risk, i.e. the direct development risks within the scheme being considered, and also broader market risk issues, such as the strength of the economy and occupational demand, the level of rents and capital values, the level of interest rates and availability of finance. The level of profit required will vary from scheme to scheme, given different risk profiles as well as the stage in the economic cycle. For example, a small scheme constructed over a shorter timeframe may be considered relatively less risky and therefore attract a lower profit margin, given the exit position is more certain, than a large redevelopment spanning a number of years where the outturn is considerably more uncertain.*

7.38 The Harman Guidance says:

Return on development and overhead

The viability assessment will require assumptions to be made about the average level of developer overhead and profit (before interest and tax).

The level of overhead will differ according to the size of developer and the nature and scale of the development. A 'normal' level of developer's profit margin, adjusted for development risk, can be determined from market evidence and having regard to the profit requirements of the providers of development finance. The return on capital employed (ROCE) is a measure of the level of profit relative to level of capital required to deliver a project, including build costs, land purchase, infrastructure, etc.

As with other elements of the assessment, the figures used for developer return should also be considered in light of the type of sites likely to come forward within the plan period. This is because the required developer return varies with the risk associated with a given development and the level of capital employed.

Smaller scale, urban infill sites will generally be regarded as lower risk investments when compared with complex urban regeneration schemes or large scale urban extensions.

Appraisal methodologies frequently apply a standard assumed developer margin based upon either a percentage of Gross Development Value (GDV) or a percentage of development cost. The great majority of housing developers base their business models on a return expressed as a percentage of anticipated gross development value, together with an assessment of anticipated return on capital employed. Schemes with high upfront capital costs generally require a higher gross margin in order to improve the return on capital employed. Conversely, small scale schemes with low infrastructure and servicing costs provide a better return on capital employed and are generally lower risk investments. Accordingly, lower gross margins may be acceptable.

This sort of modelling – with residential developer margin expressed as a percentage of GDV – should be the default methodology, with alternative modelling techniques used as the exception. Such an exception might be, for example, a complex mixed use development with only small scale specialist housing such as affordable rent, sheltered housing or student accommodation.

7.39 The HCA's Economic Appraisal Tool – the accompanying guidance for the tool kit says:

Developer's Return for Risk and Profit (including developer's overheads)

Open Market Housing

The developer 'profit' (before taxation) on the open market housing as a percentage of the value of the open market housing. A typical figure currently may be in the region of 17.5-20% and overheads being deducted, but this is only a guide as it will depend on the state of the market and the size and

complexity of the scheme. Flatted schemes may carry a higher risk due to the high capital employed before income is received.

Affordable Housing

The developer 'profit' (before taxation) on the affordable housing as a percentage of the value of the affordable housing (excluding SHG). A typical figure may be in the region of 6% (the profit is less than that for the open market element of the scheme, as risks are reduced), but this is only a guide.

- 7.40 It is unfortunate that the above are not consistent, but it is clear that the purpose of including a developers' profit figure is not to mirror a particular business model, but to reflect the risk a developer is taking in buying a piece of land, and then expending the costs of construction before selling the property. The use of developers' profit in the context of area wide viability testing of the type required by the NPPF and CIL Regulation 14, is to reflect that level of risk.
- 7.41 At the January 2013 appeal APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX) the inspector considered this specifically saying:

Developer's profit

43. The parties were agreed that costs should be assessed at 25% of costs or 20% of gross development value (GDV). The parties disagreed in respect of the profit required in respect of the affordable housing element of the development with the Council suggesting that the figure for this should be reduced to 6%. This does not greatly affect the appellants' costs, as the affordable housing element is 2%, but it does impact rather more upon the Council's calculations.

44. The appellants supported their calculations by providing letters and emails from six national housebuilders who set out their net profit margin targets for residential developments. The figures ranged from a minimum of 17% to 28%, with the usual target being in the range 20-25%. Those that differentiated between market and affordable housing in their correspondence did not set different profit margins. Due to the level and nature of the supporting evidence, I give great weight to it. I conclude that the national housebuilders' figures are to be preferred and that a figure of 20% of GDV, which is at the lower end of the range, is reasonable.

- 7.42 Through the consultation process it was suggested that the profit must be calculated on Gross Development Value (GDV) as this is the 'norm'. Generally we do not agree that linking the developer's profit to GDV is reflective of risk, as the risk relates to the cost of a scheme – the cost being the money put at risk as the scheme is developed. As an example (albeit an extreme one to illustrate the point) we can take two schemes, A and B, each with a GDV £1,000,000, but scheme A has a development cost of £750,000 and scheme B a lesser cost of £500,000. All other things being equal, in A the developer stands to lose £750,000 (and make a profit of £250,000), but in B 'only' £500,000 (and make a profit of £500,000). Scheme A is therefore more risky, and it therefore follows that the developer will wish (and need) a higher return. By calculating profit on costs, the developer's return in scheme A would be £150,000 and in scheme B would be £100,000 and so reflect the risk – whereas if calculated on GDV the profits would be £200,000 in both.
- 7.43 Broadly there are four different approaches that could be taken:
- a. To set a different rate of return on each site to reflect the risk associated with the development of that site. This would result in a lower rate on the smaller and simpler sites – such as the greenfield sites, and a higher rate on the brownfield sites.

- b. To set a rate for the different types of unit produced – say 20% for market housing and 6% for affordable housing, as suggested by the HCA.
- c. To set the rate relative to costs – and thus reflect the risks of development.
- d. To set the rate relative to the gross development value as suggested by several of the stakeholders following the consultation event.

7.44 In deciding which option to adopt, it is important to note that we are not trying to re-create any particular developer's business model. Different developers will always adopt different models and have different approaches to risk.

7.45 The argument is often made that financial institutions require a 20% return on development value and if that is not shown they will not provide development funding. In the pre-Credit Crunch era there were some lenders who did take a relatively simplistic view to risk analysis but that is no longer the case. Most financial institutions now base their decisions behind providing development finance on sophisticated financial modelling that it is not possible to replicate in a study of this type. They do require the developer to demonstrate a sufficient margin, to protect them in the case of changes in prices or development costs, but they will also consider a wide range of other factors, including the amount of equity the developer is contributing – both on a loan to value and loan to cost basis, the nature of development and the development risks that may arise due to demolition works or similar, the warranties offered by the professional team, whether or not the directors will provide personal guarantees, and the number of pre-sold units.

7.46 This is a high level study where it is necessary and proportionate to take a relatively simplistic approach, so, rather than apply a differential return (either site by site or split between market and affordable housing) it is appropriate to make some broad assumptions.

7.47 We have calculated the profit to reflect risk from development as 20% of Gross Development Value. This assumption should be considered in line with the assumption about interest rates in the previous section, where a cautious approach was taken with a relatively high interest rate, and the assumption that interest is charged on the whole of the development cost. Further consideration should be given to the contingency sum in the appraisals which is also reflective of the risks.

(iv) Voids

7.48 On a scheme comprising mainly individual houses, one would normally assume only a nominal void period as the housing would not be progressed if there was no demand. In the case of apartments in blocks this flexibility is reduced. Whilst these may provide scope for early marketing, the ability to tailor construction pace to market demand is more limited.

7.49 For the purpose of the present study, a three month void period is assumed for all residential and non-residential developments. We have given careful consideration to this assumption in connection to the commercial developments. There is very little speculative commercial development taking place so we believe that this is the appropriate assumption to make.

(v) Phasing and timetable

- 7.50 A pre-construction period of six months is assumed for all of the sites. Each dwelling is assumed to be built over a nine month period. The phasing programme for an individual site will reflect market take-up and would, in practice, be carefully estimated taking into account the site characteristics and, in particular, the size and the expected level of market demand. We have developed a suite of modelled assumptions to reflect site size and development type.
- 7.51 Sales data collected by Housebuilder Media shows that most of the national house builders are building over 25 units per outlet per year – with only Bovis being below this figure. In line with representations made by the development industry, we have assumed a maximum, per outlet, delivery rate of 30 market units per year. On the smaller sites we have assumed much slower rates to reflect the nature of the developer that is likely to be bringing smaller sites forward.
- 7.52 We believe that these are conservative and do, properly, reflect current practise. This is the appropriate assumption to make to be in line with the NPPF Beta Practice Guidance and Harman Guidance, that set out that current costs and prices should be used when considering deliverability over the first 5 years of the Plan's period.

Site Acquisition and Disposal Costs

(i) Site holding costs and receipts

- 7.53 Each site is assumed to proceed immediately and so, other than interest on the site cost during construction, there is no allowance for holding costs, or indeed income, arising from ownership of the site.

(ii) Acquisition costs

- 7.54 We have taken a simplistic approach and assumed an allowance 1.5% for acquisition agents' and legal fees. Stamp duty is calculated at the prevailing rates.

(iii) Disposal costs

- 7.55 For the market and the affordable housing, sales and promotion and legal fees are assumed to amount to some 3.5% of receipts. For disposals of affordable housing, these figures can be reduced significantly depending on the category, so in fact the marketing and disposal of the affordable element is probably less expensive than this.

8. Local Plan Requirements

- 8.1 The purpose of this study is to assess effectiveness of the emerging Site Specific Allocations and Policies DPD. In this chapter we have reviewed the **Detailed Policies and Sites Plan** (July 2013) (being known as Site Specific Allocations and Policies DPD Issues Options Consultation (September 2011) in its previous iteration), and reviewed the **Core Strategy** (adopted July 2011) to consider those policies that may have an impact on development viability.
- 8.2 In this assessment we considered each of the emerging policies. In each case we have first considered whether or not they are discretionary – that is to say whether or not they are so fundamental that without full compliance the application would be turned down and then if they added to the costs of development. The Council have taken a light touch in their policy making, largely relying on the national standards set out in the NPPF.
- 8.3 We have also reviewed the Detailed Policies and Sites Plan (July 2013). Chapter 10 consists of detailed, area specific Development Management Policies, which, in conjunction with the Core Strategy, will be used to determine planning applications. These do not cover every type of potential development, but rather those issues upon which the Borough Council considers more guidance is needed.
- 8.4 In the following sections we have made selective quotations from the Council's policies to highlight those parts of the policy that are costly to the developer and for the purpose of assessing the cumulative impact of the policies. The policies are often wider than the selected quotations.

Core Strategy (adopted July 2011) Policies

CS08 Sustainable Development

All new development in the borough should be of high quality design. New development will be required to demonstrate its ability to:

- *protect and enhance the historic environment;*
- *enrich the attraction of the borough as an exceptional place to live, work and visit;*
- *respond to the context and character of places in West Norfolk by ensuring that the scale, density, layout and access will enhance the quality of the environment;*
- *optimise site potential, making the best use of land including the use of brownfield land;*
- *enhance community wellbeing by being accessible, inclusive, locally distinctive, safe and by promoting healthy lifestyles (see Policy CS14 Community & culture);*
- *achieve high standards of sustainable design.*

- 8.5 We have not modelled these standards separately as they are covered within the base costs of the assumptions.

To promote and encourage opportunities to achieve high standards of sustainability and energy efficiency, measures should include:

- *construction techniques, layout, orientation, internal design and appropriate insulation maximised to improve efficiency;*

- *innovative use of re-used or recycled materials of local and traditional materials to decrease waste and maintain local character;*
- *reduction of on site emissions by generation of cleaner energy;*
- *provision of green space to safeguard wildlife, provide recreation opportunities and improve the quality of life for people living in the area;*
- *good access links for walking and cycling;*
- *integration of water saving devices and Sustainable Drainage Systems; designs that exceed the present standards set by Building Regulations and achieve higher levels of the Code for Sustainable Homes will be encouraged;*
- *at the design stage, attention should be had to the CABE 'Building for Life' national standard for well-designed homes and neighbourhoods and all new schemes should be assessed against the Building for Life Criteria, or successor documents as appropriate;*
- *new development of more than 10 dwellings (new build or conversions) or 1000m² non residential floor space should reduce their predicted CO₂ emissions by at least 10% (by using decentralised and renewable and low carbon sources) as compared to the Standard Assessment Methodology. For developments over 100 dwellings a 20% reduction of CO₂ emissions will be encouraged.*

The Council will take account of the impact of achieving these targets on the viability of a scheme and where appropriate agree a lower or nil target provided:

- *the development of the site is in the wider public interest; and*
- *the developer is prepared to share information on development costs and margins with the Council prior to consent being granted.*

8.6 We have assumed all new development is to be carried out to the higher environmental standards as set out in Chapter 7 of this document. We have made a further allowance of £10/m² on residential development to cover additional measures to meet the requirements of this policy.

Density of development

- *In seeking to make the most efficient use of land, the Council will scrutinise Design and Access Statements to confirm that the proposal optimises the density of development in the light of local factors such*
- *as: the setting of the development; the form and character of existing development; and the requirement for any on site infrastructure including amenity space.*

8.7 We have based our modelling on past planning applications and on the current development types seen in the market. These were put to the development industry through the consultation process and there was a broad consensus that they were realistic and appropriate.

CS09 Housing Distribution

The plan will identify sufficient land for a minimum of 16,500 new dwellings.....

Housing – type, size, tenure

Proposals for housing must take appropriate account of need identified in the most up to date strategic housing market assessment with particular regard to size, type and tenure of dwellings. (These needs will include appropriate provision for all sectors of the community, for example including the needs of elderly people or people with disabilities).

8.8 We have modelled the sites on the mix and type of development that is expected to come forward. We have not specifically made an allowance for these requirements.

Affordable Housing

The Council will work with partner organisations to maximise the delivery of affordable housing to respond to identified housing need throughout the borough. This will be achieved by having regard to up to date strategic housing market assessments and affordable housing needs viability studies.

The overall target for affordable housing in the Borough during the plan period will be related to the ability to deliver in the market conditions that prevail at the time a planning application is made. At the present time the percentage which will be sought for affordable housing provision on qualifying sites is:

- 15% within the built up area of King's Lynn²⁶
- 20% in all other areas

The thresholds over which affordable housing provision will be sought are:

- King's Lynn, Downham Market and Hunstanton - Sites of 0.33 ha or 10 or more dwellings
- Rural areas - Sites of 0.165 of ha or 5 or more dwellings

The Borough Council will vary this percentage.....

Tenure mix - 70:30 Rented to 'shared ownership', adjusted where necessary to balance housing need and make schemes viable, subject to negotiation. 30% 'shared ownership' to include other forms of intermediate tenure, including intermediate rented.

In negotiating the proportions and tenures of affordable housing account will be taken of the site characteristics and effects on the economic viability of the development through open book explanations. Provision will be 'on-site' unless demonstrated that this is not feasible.

It is appropriate to consider the exceptional provision of affordable housing (maintained in 'perpetuity') are within the Rural Villages classification in Policy CS02.

8.9 We have modelled the full requirements of this policy.

8.10 The detailed interpretation of the Affordable Housing Policy was discussed with officers following the consultation event. Concern was expressed by the developers that the model works on a £/m² basis but the policy is written and implemented on a unit basis. This causes a distortion as, on the whole, the affordable units are smaller than the market units. The typical market units are a little over 100m² and the typical affordable units are about 75m². This is illustrated in the following table:

²⁶ Note that this relates to the un-parished area of King's Lynn – see Figure 4.4 above.

Table 8.1 Relationship between number of affordable units and floor space					
	Proportion	Units	Size	Floor Area	% of floor area
Total Scheme		100	m ²		
Market Unit	85.00%	85	105	8925	88.15%
Intermediate unit	4.50%	4.5	80	360	3.56%
Affordable Rent	10.50%	10.5	80	840	8.30%
Social Rent		0	80	0	0.00%
			Total	10,125	m ²
Total Scheme		100	m ²		
Market Unit	80.00%	80	105	8400	84.00%
Intermediate unit	6.00%	6	80	480	4.80%
Affordable Rent	14.00%	14	80	1120	11.20%
Social Rent		0	80	0	0.00%
			Total	10,000	m ²

Source: HDH 2013

- 8.11 We have discussed this with the Council's housing department. We have calculated, and agreed with the Council, that as a proportion of floor space the affordable housing target is as in the above table. We have based our analysis initially on the numbers of units and then as a proportion of floor space shown in the table above so as to be reflective of the actual development pattern (see tables 10.1 and 10.2 compared with 10.3 and 10.4).
- 8.12 The Council's adopted Core Strategy includes a 'dynamic viability mechanism' whereby the Affordable Housing target is altered throughout the Plan period by reference to published indices (house prices and costs). Since the policy was developed there have been a number of significant changes that impact on development viability. Firstly, Affordable Rented housing has largely replaced Social Rent. Affordable Rented accommodation has a higher value than the Social Rent that was used in the model. Secondly the move to higher environmental standards has been clarified.
- 8.13 With this in mind we have carried out testing of different levels of affordable housing that may be achievable in the current market (see Table 10.6).

CS11 Transport

Strategic issues

The Council will work with partner organisations

The Council will seek appropriate contributions to necessary transport improvements.

- 8.14 We have modelled a range of developer contributions as set out in Chapter 7.

CS12 Environmental Assets Green Infrastructure, Historic Environment, Landscape Character, Biodiversity and Geodiversity

.... The Council will require development proposals to be accompanied by an ecological impact study and assessment proportionate to the degree of the impact and importance of the species affected. It may be necessary to secure biodiversity, geodiversity and heritage needs through planning conditions and/or obligations. This can include timing of work, Section106 Agreements, pre-application negotiations, conditions, mitigation and compensation measures.

- 8.15 We have allowed for this under the 10%/8% allowance for professional fees.

Character Assessment

Proposals for development will be informed by, and seek opportunities to reinforce the distinctive character areas and potential habitat creation areas identified in the King's Lynn and West Norfolk Landscape Character Assessment, the West Norfolk Econet Map and other character assessments.

Development proposals should demonstrate that their location, scale, design and materials will protect, conserve and, where possible, enhance the special qualities and local distinctiveness of the area (including its historical, biodiversity and cultural character), gaps between settlements, landscape setting, distinctive settlement character, landscape features and ecological networks.

- 8.16 This is an additional cost to the developer. We have allowed for this under the 10%/8% allowance for professional fees.

CS13 Community & Culture

(i) Delivering community well-being and enhancing quality of life through good design.

Where possible, developers should examine best practice on design in new development and should aim to involve the community early in the design process of new development.

The form, design, location and layout of development should enhance community wellbeing, by:

- *being accessible and inclusive - ensuring that people of any age, gender, ethnicity and ability can use and access the development;*
- *being adaptable - creating high quality development which is capable of being modified either for different uses or to suit people with different needs;*
- *being locally distinctive - contributing to a sense of place and identity; reducing the opportunity for crime - considering factors such as natural surveillance, boundaries and security features, lighting and the management of public space to promote safe living environments;*
- *being within walking distance of open space - to increase peoples quality of life and enable active and healthy lifestyles.*

- 8.17 This is an additional cost to the developer. We have allowed for this under the 10%/8% allowance for professional fees.

CS14 Infrastructure Provision

- 8.18 This is a detailed policy that has a range of requirements to ensure that the impact of development is mitigated. We have modelled a range of developer contributions as set out in Chapter 7.

Detailed Policies and Sites Plan (July 2013)

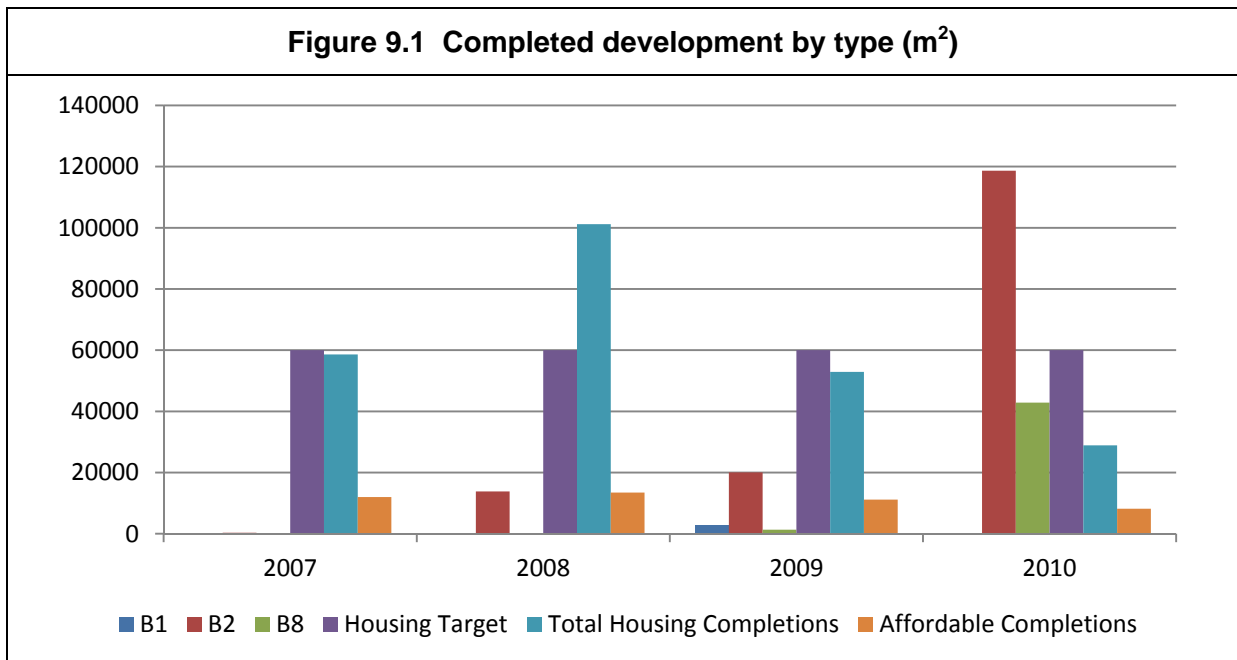
- 8.19 The majority of this document is concerned with identifying parcels of land for development and the selection of the preferred sites. The document sets out the principal topics that will

need to be taken into account when considering actual planning applications in due course. These are not proposed policies, however we have drawn on this information to inform the modelling. On the whole these concern design issues which are covered in the base modelling.

- 8.20 Chapter 10 consists of detailed, area specific Development Management Policies, which, in conjunction with the Core Strategy, will be used to determine planning applications. These do not cover every type of potential development, but rather those issues upon which the Borough Council considers more guidance is needed.
- 8.21 These policies do set out in further detail the framework for future development, in particular about where it may take place. The policies seek to impose additional costs on the development industry, for example, by introducing higher environmental standards, new rates of development density or the like. We have not modelled specific policy requirements from this document.

9. Modelled Sites

- 9.1 In the previous chapters we have set out the general assumptions to be inputted into the development appraisals. In this chapter we have set out the modelling. We stress that this is a high level and broad brush study that is seeking to capture the generality rather than the specific. The purpose is to establish whether the sites within the Detailed Policies and Sites Plan are generally viable. This information will be used with the other information gathered by the Council to assess whether or not the sites are actually deliverable.
- 9.2 Our approach is to model 16 residential development sites that are broadly representative of the type of development that is likely to come forward in the Borough in the future. In addition, we have modelled a range of non-residential development types that are likely to come forward over the Plan period – and have a reasonable prospect of yielding some CIL.
- 9.3 For the purpose of this study we have assessed a number of development types. In considering the types of development to assess, we have sought to include those types of development that are likely to come forward in the short to medium term. The predominate type of development will be residential development as the LDF is seeking to deliver about 660 units per year which equates very approximately to about 60,000 m² of new space per year. The 2010 Annual Monitoring Report (being the most recent) records that, with the exception of 2010, the majority of development is residential. No retail, leisure or other space is reported as being completed.



- 9.4 This is important as the CIL Regulations require the charging authority to use '*appropriate available evidence*'. This is stressed in the guidance. It is not necessary to test every type of development that may occur in the Borough for every situation. It is also important to note that this assessment is looking at the ability of new projects to bear an element of CIL – it is

only therefore necessary to look at the main types of development likely to come forward in the future. The majority of the area is subject to tight development control policies which impose very considerable constraint on future development directing the development towards King's Lynn.

- 9.5 This project started as a CIL Viability Study and was not considering the deliverability of the Detailed Policies and Sites Plan. Initially, the project was based on simply updating the appraisals for the eight modelled sites that were assessed in the 2008 AHVS. Early in the project it was decided to supplement the original eight sites to ensure a full assessment could be made. As the project went forward, particularly in the light of the comments received as part of the consultation process, it became apparent that the modelled sites were representative of past development – but not the mix of sites that are identified in the Detailed Policies and Sites Plan. It was therefore decided to take a step back and revisit the site modelling and extend the scope of the study to cover the sites within the Detailed Policies and Sites Plan (July 2013).

Modelled Residential Development Sites

Identifying a range of sites

- 9.6 This study is based on modelling typical sites. In discussion with the Council it was decided that a total of 16 representative sites should be modelled.
- 9.7 We acknowledge that modelling cannot be totally representative, however the aim of this work is to test the viability of sites likely to come forward over the Plan period. This will enable the Council to assess whether the Plan is deliverable and the effect that CIL may have on development viability. The work is broad brush, so there are likely to be sites that will not be able to deliver the affordable housing target and CIL, indeed as set out at the start of this report, there are some sites that will be unviable even without any policy requirements from the Council (for example brownfield sites with high remediation costs), but there will also be sites that can afford more. Once CIL has been adopted, there is little scope for exemptions to be granted, however, where the affordable housing target and other policy requirements cannot be met, the developer will continue to be able to negotiate with the planning authority. The planning authority will have to weigh up the factors for and against a scheme, and the ability to deliver affordable housing will be an important factor. The modelled sites are reflective of development sites in the study area that are likely to come forward during the Plan period.
- 9.8 The modelled sites are informed by the sites in the Detailed Policies and Sites Plan (July 2013).

Development assumptions

- 9.9 In arriving at appropriate assumptions for residential development on each site, we have ensured that the built form used in our appraisals is appropriate to the current development practices. Most council areas in which we have carried out studies such as this one display

a range of development situations and corresponding variety of densities. We have developed a typology which responds to that variety, which is used to inform development assumptions for sites (actual, or potential allocations). That typology enables us to form a view about floorspace density – the amount of development, measured in net floorspace per hectare, to be accommodated upon the site. This is a key variable because the amount of floorspace which can be accommodated on a site relates directly to the residual value, and is an amount which developers will normally seek to maximise (within the constraints set by the market).

- 9.10 The typology uses as a base or benchmark a typical post-PPG3/PPS3 built form which would provide development at around 3,550 m²/ha on a substantial site, or sensibly shaped smaller site. A representative housing density might be 40-45 dwellings per ha. This has become a common development format. It provides for a majority of houses but with perhaps 15-25% flats, in a mixture of two storey and two and a half to three storey form, with some rectangular emphasis to the layout. This may well be representative over the Plan period (15 years) however, in the current market, is substantially higher than most developers are likely to consider.
- 9.11 There could, of course, be some schemes of appreciably higher density development providing largely or wholly apartments, in blocks of three storeys or higher, with development densities of 6,900 m²/ha and dwelling densities of 100 units/ha upwards; and schemes of lower density, in the rural edge situations.
- 9.12 We have based the densities used in the site modelling on the expected density that is likely to come forward in current market conditions. Based on the policy requirements we have generally assumed a density of 30 to 35 units per hectare applied to the net developable hectare. We have estimated the net developable hectare using the information in the supplied to us by the Council. The density, in terms of units and floorspace, has been used to ensure appropriate development assumptions for a majority of the sites. This was presented to the stakeholders through the consultation process and there was a consensus that it was appropriate.
- 9.13 The above typology was used to develop model development assumptions. We have set out the main characteristics of the modelled sites in the tables below. It is important to note that these are modelled sites that have been informed by the sites included in the DPD, both in terms of scale and location. It is likely that, as the Plan continues to develop, that the size and or numbers of units will change.

Table 9.1 Summary of modelled sites

Site	Details		Notes
Marsh Lane KL1 King's Lynn	Units	153	Amenity Land within built up area. Assume mix of family housing on net developable area of 4.5ha Within Flood zone 2 – allow for raised floors and additional works Estimated s106 payments of £800,000 including 'access issues identified. Total costs of £2,400,000 shared with KL4 – apportioned in modelling as 153/590 th = £622,000 Anticipated drainage costs of £1,500,000 This site is owned by the Council.
	Area (Gross ha)	5.3ha	
	Density (units/ha)	34	
Lynnsport KL4 King's Lynn	Units	437	Amenity Land within the built up area. Assume a mix of family housing on about half the site. Assume retaining of allotments etc Within Flood zone 2 and 3 – allow for raised floors and additional works Access issues identified Total costs of £2,400,000 shared with KL1 – apportioned in modelling as 437/591 th = £1,560,000 Some existing buildings. Allow £1,000,000 for site clearance and potential decontamination This site is owned by the Council.
	Area (Gross ha)	27.9	
	Density (units/ha)	31	
Bankside KL6 King's Lynn	Units	200	Previous industrial use High density with about half units as flats No known abnormal costs-however flood defence measures may be significant (Assume £1,000,000) Possibility of high quality design given proximity to King's Lynn conservation area Provision of additional car parking to serve West Lynn Ferry.
	Area (Gross ha)	3.2	
	Density (units/ha)	62.5	
NE Downham Market DW2 Downham Market	Units	150	Large strategic site. Total site area in excess of 45ha submitted for consideration in LDF process. Modelled for 150 units in line with DPD with 40% open space, 60% net developable (5ha) Currently in agricultural land Mix of family housing Part of site ex-WW2 airfield – not considered significant.
	Area (Gross ha)	8.3	
	Density (units/ha)	30	
S Railway Rd Downham Market	Units	150	Ex industrial site from CIL Viability Study Allow £140,000 abnormals.
	Area (Gross ha)	4.4	
	Density (units/ha)	34	
NE Hunstanton H1 Hunstanton	Units	100	Assumed 50% net developable area (3.1ha net) Mix of family housing No known abnormal costs – however significant soft landscaping required due to open location.
	Area (Gross ha)	6.2	
	Density (units/ha)	32	
Manor Road Hunstanton	Units	39	Town centre site with mix of flats and terraces No open space.
	Area (Gross ha)	0.68	
	Density (units/ha)	57	
Wisbech Fringe Wisbech	Units	550	This site is assumed to accommodate 550 units, when being developed with an adjacent allocation from the Fenland Local Plan A master plan for the whole site is required Mix of family housing Allow £500,000 for site specific highways improvements.
	Area (Gross ha)	18.7	
	Density (units/ha)	30	

Hall Lane South Wootton	Units	300	Large strategic site on the west of town. Assumed 10ha developed at 30units/ha and a gross area of 16ha Land for school plus contributions to high school of £1,000,000 and primary school of £1,000,000 Link road required through site but considered to an extra costs as required for access Some flood issues – assumed in undeveloped parts Various off site highways requirements dealt with through CIL – but assume further £250,000.
	Area (Gross ha)	16	
	Density (units/ha)	30	
South East KL King's Lynn	Units	1,600	Large strategic site south of the A47. Overall site area for residential and associated development is some 109ha. Open space anticipated beyond this figure. At approximately 30 dwgs/Ha this could accommodate 3000 units. (Beyond 1600 is post 2026) Assume 50ha net developed for 1600 units Restricted by gas main easement Allow £3,000,000 for school, £250,000 for sewage infrastructure and £250,000 for upgrading sub-station Link road needed, but to serve development so no additional costs.
	Area (Gross ha)	109	
	Density (units/ha)	32	
Northern Coastal Brancaster	Units	16	Flat, village edge, paddock Mix of family housing No POS allowed for No abnormals.
	Area (Gross ha)	0.5	
	Density (units/ha)	32	
Rural East Castle Acre	Units	6	Infill, brownfield site in village Cleared with no abnormals.
	Area (Gross ha)	0.23	
	Density (units/ha)	27	
Northern Village Dersingham	Units	13	Large bungalow (worth £400,000) to be cleared (allow £60,000) and site redeveloped Site fully serviced.
	Area (Gross ha)	0.42	
	Density (units/ha)	31	
SE Village Stoke Ferry	Units	70	Industrial brownfield site Allow £300,000 for site clearance – otherwise well serviced.
	Area (Gross ha)	1.9	
	Density (units/ha)	40	
Northern Village Sedgeford	Units	35	Paddock on village edge No Abnormals.
	Area (Gross ha)	1	
	Density (units/ha)	35	
South Village Southery	Units	18	Paddock on village edge No Abnormals.
	Area (Gross ha)	0.45	
	Density (units/ha)	40	

Source: HDH 2013. Note density calculated on net developable area

9.14 The gross and net areas and the site densities are summarised below.

Table 9.2 Modelled Site Development Assumptions

		Site	Units	Gross Area	Net Area	Density	Average Unit Size		Density
				ha	ha	Units/ha	m2	m2	m2/ha
1	Marsh Lane	King's Lynn	153	5.30	4.50	34.00	98.78	15,113	3,358
2	Lynnsport	King's Lynn	437	27.90	14.00	31.21	98.94	43,235	3,088
3	Bankside	West Lynn	200	3.20	3.00	66.67	75.25	15,050	5,017
4	NE Downham Mkt	Downham Market	150	8.30	5.00	30.00	101.33	15,200	3,040
5	S Railway Rd	Downham Market	150	4.40	4.40	34.09	93.33	14,000	3,182
6	NE Hunstanton	Hunstanton	100	6.20	3.10	32.26	98.88	9,888	3,190
7	Manor Road	Hunstanton	39	0.68	0.68	57.35	79.21	3,089	4,543
8	Wisbech Fringe	Wisbech	550	18.70	18.70	29.41	99.85	54,919	2,937
9	Hall Lane	South Wootton	300	40.00	10.00	30.00	100.27	30,080	3,008
10	South East KL	King's Lynn	1600	109.00	50.00	32.00	95.88	153,400	3,068
11	Northern Coastal	Brancaster	16	0.50	0.50	32.00	89.31	1,429	2,858
12	Rural East	Castle Acre	6	0.23	0.23	26.09	126.67	760	3,304
13	Northern Village	Dersingham	13	0.42	0.42	30.95	114.85	1,493	3,555
14	SE Village	Stoke Ferry	70	1.90	1.76	39.77	84.73	5,931	3,370
15	Northern Village	Sedgeford	35	1.00	1.00	35.00	105.00	3,675	3,675
16	South Village	Southery	18	0.45	0.45	40.00	94.89	1,708	3,796
			3837	228.18	117.74	32.59	96.16	368,970	3,134

Source: HDH 2013. Note: Floorspace density figures are rounded

9.15 As the project progressed, we had some concerns about the modelling assumptions. The above modelling is based on the information provided to us by the Council in terms of site size and numbers of units and assumes affordable housing is the same size as market housing. We consider these two assumptions to be unrealistic. Firstly the area / number of units assumptions are not necessarily making efficient use of the land. Secondly, as noted through the consultation process, market units are not the same size as affordable units.

9.16 As well as analysis based on the above we have run an adjusted set of appraisals in which we have assumed sites will not have more than 40% open space / green infrastructure and that market housing has an average size of 105m² and affordable housing has an average size of 80m². All other matters have been held unchanged. The modelling is summarised as follows:

Table 9.3 Revised Modelled Site Development Assumptions									
		Site	Units	Gross Area	Net Area	Density	Average Unit Size		Density
				ha	ha	Units/ha	m2	m2	m2/ha
1	Marsh Lane	King's Lynn	153	5.30	4.50	34.00	98.78	15,113	3,358
2	Lynnsport	King's Lynn	437	23.00	14.00	31.21	98.94	43,235	3,088
3	Bankside	West Lynn	200	3.20	3.00	66.67	75.25	15,050	5,017
4	NE Downham Mkt	Downham Market	150	8.30	5.00	30.00	101.33	15,200	3,040
5	S Railway Rd	Downham Market	150	4.40	4.40	34.09	93.33	14,000	3,182
6	NE Hunstanton	Hunstanton	100	5.10	3.10	32.26	98.88	9,888	3,190
7	Manor Road	Hunstanton	39	0.68	0.68	57.35	79.21	3,089	4,543
8	Wisbech Fringe	Wisbech	550	18.70	18.70	29.41	99.85	54,919	2,937
9	Hall Lane	South Wootton	300	16.00	10.00	30.00	100.27	30,080	3,008
10	South East KL	King's Lynn	1600	83.00	50.00	32.00	95.88	153,400	3,068
11	Northern Coastal	Brancaster	16	0.50	0.50	32.00	89.31	1,429	2,858
12	Rural East	Castle Acre	6	0.23	0.23	26.09	126.67	760	3,304
13	Northern Village	Dersingham	13	0.42	0.42	30.95	114.85	1,493	3,555
14	SE Village	Stoke Ferry	70	1.90	1.76	39.77	84.73	5,931	3,370
15	Northern Village	Sedgeford	35	1.00	1.00	35.00	105.00	3,675	3,675
16	South Village	Southery	18	0.45	0.45	40.00	94.89	1,708	3,796
			3837	172.18	117.74	32.59	96.16	368,970	3,134

Source: HDH 2013. Note: Floorspace density figures are rounded



9.17 In order to tailor the appraisals to the local circumstances we have applied the geographical appropriate affordable housing targets.

Residential Price Assumptions

9.18 The price of units is one of the most significant inputs into the appraisals. This applies not just to the market homes but also the affordable uses (intermediate and affordable rented). Informed by the findings set out in Chapter 4, we have assumed the following prices. These reflect the comments of the stakeholders and the developers at the consultation event.

Table 9.4 Price assumptions					
			Market	Intermediate to Buy	Affordable Rent
			£/m2	£/m2	£/m2
1	Marsh Lane	King's Lynn	2,000	1,435	950
2	Lynnsport	King's Lynn	2,000	1,435	950
3	Bankside	West Lynn	1,950	1,365	950
4	NE Downham Mkt	Downham Market	2,100	1,470	975
5	S Railway Rd	Downham Market	2,100	1,470	975
6	NE Hunstanton	Hunstanton	2,750	1,925	975
7	Manor Road	Hunstanton	2,750	1,925	975
8	Wisbech Fringe	Wisbech	2,300	1,610	975
9	Hall Lane	South Wootton	2,450	1,715	975
10	South East KL	King's Lynn	2,250	1,575	950
11	Northern Coastal	Brancaster	3,100	2,170	975
12	Rural East	Castle Acre	2,300	1,610	975
13	Northern Village	Dersingham	3,100	2,170	975
14	SE Village	Stoke Ferry	2,050	1,435	975
15	Northern Village	Sedgeford	2,500	1,750	975
16	South Village	Southery	2,050	1,435	975

Source: HDH 2013. From Table 4.8

Older Peoples Housing

9.19 We have modelled a private sheltered/retirement and private housing with care (HWC) 'extra care' scheme, each on a 0.5ha site as follows.

9.20 A private sheltered/retirement scheme of 20 x 1 bed units of 50m² and 25 2 bed units of 75m² to give a net saleable area (GIA) of 2,875m². We have assumed a further 20% non-saleable service and common areas to give a scheme GIA of 3,450m².



- 9.21 An HWC Extracare scheme of 24 x 1 bed units of 65m² and 16 x 2 bed units of 80m² to give a net saleable area (GIA) of 2,840m². We have assumed a further 35% non-saleable service and common areas to give a scheme GIA of 3,834m².

Non-Residential Sites

- 9.22 For the purpose of this study we have assessed a number of development types. We have based our modelling on the following development types:

- i. **Large offices.** These are more than 250 m², will be of steel frame construction, be over several floors and will be located on larger business parks. Typical larger units in the Borough are around 500 m² – we will use this as the basis of our modelling.
- ii. **Small offices.** Modern offices of less than 250 m². These will normally be built of block and brick, will be of an open design, and be on a market town edge or in a more rural situation. Typical small office units in the Borough are around 150 m² – we will use this as the basis of our modelling.
- iii. **Large industrial.** Modern industrial units of over 500 m². There is little new space being constructed. Typical larger units in the Borough are around 1,500 m² – we will use this as the basis of our modelling.
- iv. **Small industrial.** Modern industrial units of less than 500 m². These will normally be on a small business park and be of simple steel frame construction, the walls will be of block work and insulated cladding, and there will be a small office area. Typical small units in the area are around 200 m² – we will use this as the basis of our modelling.

- 9.23 In developing these typologies, we have made assumptions about the site coverage and density of development on the sites. We have assumed 66% coverage on the large industrial sites, and 60% coverage on the small industrial and large offices, on the small offices we have assumed 50% coverage. On the offices we have assumed two story construction. We have not looked at the plethora of other types of commercial and employment development beyond office and industrial/storage uses in this study.

Hotels and Leisure

- 9.24 The leisure industry is very diverse and ranges from conventional hotels and roadside budget hotels, to cinemas, theatres, historic attractions, equestrian centres, stables and ménages. We have reviewed this sector and there is very little activity in this sector at the moment, either at the planning stage or the construction stage. This is an indication that development in this sector is at the margins of viability at the moment. Having considered this further we have assessed a modern 'roadside' (i.e. Travelodge, Premier Inn etc.) on a town edge site. Both Travelodge and Premier Inn are seeking hotel sites in the area. We have assumed that this is a 60 bedroom product with ample carparking on a 0.4 ha (1 acre) site.

Community/Institutional

9.25 This use includes development used for the provision of any medical or health services and development used wholly or mainly for the provision of education as a school or college under the Education Acts or as an institution of higher education. The majority of development in this sector is mainly brought forward by the public sector or by not-for-profit organisations – many of which have charitable status (thus making them potentially exempt from CIL).

Retail

9.26 For the purpose of this study, we have assessed the following types of space. It is important to remember that this assessment is looking at the ability of new projects to bear an element of CIL – it is only therefore necessary to look at the main types of development likely to come forward in the future. We have modelled the following distinct types of retail development for the sake of completeness – although it should be noted that no such development is scheduled to take place on the specific sites.

- i. **Supermarket**²⁷ is a single storey retail unit development with a gross (i.e. GIA) area of 4,000 m². It is assumed to require 400 car parking spaces, and to occupy a total site area of 2.6 ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.
- ii. **Retail Warehouse**²⁸ is a single storey retail unit development with a gross (i.e. GIA) area of 4,000 m². It is assumed to require 150 car parking spaces, and to occupy a total site area of 1.8ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.
- iii. **Shop** is a brick built development on two storeys, of 150 m². No car parking or loading space is allowed for, and the total site area (effectively the building footprint) is 0.017 ha.

9.27 In line with the Regulations, we have only assessed developments of over 100 m². There are other types of retail development, such as small single farm shops, petrol filling stations and garden centres. We have not included these in this high level study due to the great

²⁷ We recommend that the definition set out the examiner at the Wycombe DC CIL Examination is used:

Superstores/supermarkets are shopping destinations in their own right where weekly food shopping needs are met and which can also include non-food floorspace as part of the overall mix of the unit.

²⁸ We recommend that the definition set out the examiner at the Wycombe DC CIL Examination is used:

Retail warehouses are large stores specialising in the sale of household goods (such as carpets, furniture and electrical goods) DIY items and other ranges of goods catering for mainly car-borne customers.



diversity of project that may arise. For the larger units we have looked at Bulky Goods and Food.

- 9.28 In developing these typologies, we have made assumptions about the site coverage and density of development on the sites. We have assumed 15% building coverage on the large shed sites, and 22% building coverage on the small sheds, on the town centre shops we have assumed 100% coverage. The remainder of the larger sites are car parking, internal roads and landscaping. We have assumed simple, single story construction and have assumed there are no mezzanine floors.





10. Assessment of Detailed Policies and Site Plan Viability

- 10.1 At the start of this chapter it is important to stress that the results of the appraisals do not, in themselves, determine the Council's land allocations, policies and CIL. The study is testing the Council's Detailed Policies and Sites Plan (July 2013) and considering CIL. The results of this study are one of a number of factors that the Council will consider, including the need for infrastructure, other available evidence, the Council's track record in delivering affordable housing (see **Appendix 1**) and collecting payments under s106, and, importantly, the results of the consultation process with developers. The purpose of the appraisals is to provide an indication of the viability of different types of sites in different areas under different scenarios and then to assess the deliverability of the sites and the ability of those sites to bear CIL. In due course, the Council will have to take a view as to whether or not to proceed with the Detailed Policies and Sites Plan and whether or not to proceed with CIL.
- 10.2 In this chapter we have considered the viability of the Plan before considering the current affordable housing policy in the next chapter and then CIL in the final chapter. There is a degree of repetition across this and the following chapters as all are working from same base assumptions and analysis set out in the earlier part of this report and are written to be relatively self-contained. In this chapter we have first considered residential development before considering non-residential development.

Residential Development

- 10.3 The appraisals use the residual valuation approach – they are designed to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents and an appropriate amount of developers' profit. The Residual Value would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this Residual Value to exceed the value from an alternative use. We have discussed this in detail in Chapter 6.
- 10.4 In order to assist the Council and to inform the on-going Plan making process, we have run several sets of appraisals. The initial appraisals are based on the assumptions set out in the previous chapters of this report, including the affordable housing requirements set out in the Council's policies. We have run further sets of appraisals assuming different levels of affordable housing (see Chapter 11) and different levels of developer contribution.
- 10.5 Development appraisals are also sensitive to changes in price so appraisals have been run with various changes in the cost of construction and an increase and decrease in prices.
- 10.6 In calculating the Residual Value we have assumed that the developer makes a s106 contribution in line with the current norms. We have then considered a number of different levels of contribution informed by our discussions with the Council.

- 10.7 As set out above, for each development type we have calculated the Residual Value. In the tables in this chapter we have colour coded the results using a simple traffic light system:
- a. **Green Viable** – where the Residual Value exceeds the Existing Use Value plus the appropriate uplift to provide a competitive return for the landowner.
 - b. **Amber Marginal** – where the Residual Value exceeds the Existing Use Value, but not the Existing Use Value plus appropriate uplift to provide a competitive return for the landowner. These sites should not be considered as viable as it is unlikely that the land would be made available to a developer at this level.
 - c. **Red Non-viable** – where the Residual Value does not exceed the Existing Use Value.

Financial appraisal approach and assumptions

- 10.8 On the basis of the assumptions set out in the earlier chapters, we prepared financial appraisals for each of the modelled residential sites using a bespoke spreadsheet-based financial analysis model. We produced financial appraisals based on the build costs, abnormal costs, and infrastructure costs and financial assumptions for the different options. The detailed appraisal base results, for the affordable housing targets, are set out in the attached **Appendix 7**.
- 10.9 At this stage we have considered total developer contributions as a cost, without having regard to how it is paid – be that as CIL or under s106. The first stage of the process is to consider the amount that is affordable, before considering whether it is more appropriate for it to be collected as CIL or s106 – or a combination of the two (subject to the restrictions in the CIL Regulations). This analysis is set out in Chapter 12.

Base Appraisals – full current policy requirements

- 10.10 These initial appraisals are based on the base options being the full policy requirements of the adopted Core Strategy:

- | | | |
|----|-------------------------|---|
| a. | Affordable Housing | As per policy requirements. 15% in King's Lynn (the un-parished area) and 20% elsewhere as 70% Affordable Rent and 30% intermediate housing. |
| b. | Environmental Standards | Building Regulations (Part L) increased to reflect emerging requirements |
| c. | CIL and s106 | £5,000 per unit except of the following sites where more detailed information is available. On these sites the anticipated cost, as advised by the Council is used: |
| | Marsh Lane | King's Lynn £800,000 £5,229/unit |
| | Lynnsport | King's Lynn £1,560,000 £3,570/unit |
| | Wisbech | Wisbech £500,000 £909/unit |
| | Fringe | |



Hall Lane	South Wootton	£2,000,000	£6,667/unit
South East KL	King's Lynn	£3,500,000	£2,188/unit

d. Abnormals

The following site specific adjustments have been made to address the known/anticipated requirements of the sites:

Marsh Lane	King's Lynn	£1,500,000
Lynnsport	King's Lynn	£1,000,000
Bankside	West Lynn	£1,000,000
S Railway Rd	Downham Mkt	£140,000
Northern Village	Dersingham	£60,000
SE Village	Stoke Ferry	£300,000

In addition, on brownfield sites (3, 7, 12 and 14) the build costs has been increased by 10%.

Sites 1 and, 2 are likely to be subject to flooding. In these cases the costs have been increased by £15/m² to reflect extra construction costs (3 is also subject to flooding but this is dealt with through an abnormal cost). In some cases separate, additional flood alleviation work has been modelled under the abnormal heading.

e. Developers' Return

20% on GDV.



Table 10.1 Modelled Sites Residual Values – Base Appraisals

					Area ha		Units	Residual Value		
					Gross	Net		Gross ha	Net ha	
1	Marsh Lane	King's Lynn	Green	Amenity Land	5.3	4.5	153	144,593	170,298	766,342
2	Lynnsport	King's Lynn	Green	Mixed, playing fields	27.9	14	437	223,975	446,350	6,248,905
3	Bankside	West Lynn	Brown	Cleared	3.2	3	200	-261,172	-278,583	-835,750
4	NE Downham Mkt	Downham Mkt	Green	Agricultural	8.3	5	150	312,407	518,595	2,592,975
5	S Railway Rd	Downham Mkt	Brown	Industrial	4.4	4.4	150	491,221	491,221	2,161,375
6	NE Hunstanton	Hunstanton	Green	Agricultural	6.2	3.1	100	795,715	1,591,430	4,933,434
7	Manor Road	Hunstanton	Brown	Industrial	0.68	0.68	39	1,856,285	1,856,285	1,262,274
8	Wisbech Fringe	Wisbech	Green	Agricultural	18.7	18.7	550	741,902	741,902	13,873,575
9	Hall Lane	South Wootton	Green	Agricultural	40	10	300	279,343	1,117,373	11,173,729
10	South East KL	King's Lynn	Green	Agricultural	109	50	1600	337,463	735,670	36,783,494
11	Northern Coastal	Brancaster	Green	Paddock	0.5	0.5	16	2,184,818	2,184,818	1,092,409
12	Rural East	Castle Acre	Brown	Industrial	0.23	0.23	6	772,038	772,038	177,569
13	Northern Village	Dersingham	Brown	Bungalow	0.42	0.42	13	2,575,567	2,575,567	1,081,738
14	SE Village	Stoke Ferry	Brown	Industrial	1.9	1.76	70	263,158	284,091	500,000
15	Northern Village	Sedgeford	Green	Paddock	1	1	35	1,438,470	1,438,470	1,438,470
16	South Village	Southery	Green	Paddock	0.45	0.45	18	731,540	731,540	329,193

Source: KL&WNBC Viability Study (HDH 2013)

10.11 All of the modelled sites other than the brownfield site in West Lynn (Site 3) that has significant flood defence costs, generates a positive Residual Value, and in many cases a substantial Residual Value. This is interesting but does not give an indication of viability on its own. In the following table we have compared the Residual Value with the Viability Threshold (see Chapter 6).



			Alternative Use Value	Viability Threshold	Residual Value
			£/ha	£/ha	£/ha
1	Marsh Lane	King's Lynn	50,000	360,000	144,593
2	Lynnsport	King's Lynn	200,000	240,000	223,975
3	Bankside	West Lynn	380,000	456,000	-261,172
4	NE Downham Mkt	Downham Mkt	25,000	330,000	312,407
5	S Railway Rd	Downham Mkt	284,000	340,800	491,221
6	NE Hunstanton	Hunstanton	25,000	330,000	795,715
7	Manor Road	Hunstanton	284,000	340,800	1,856,285
8	Wisbech Fringe	Wisbech	25,000	330,000	741,902
9	Hall Lane	South Wootton	25,000	330,000	279,343
10	South East KL	King's Lynn	25,000	330,000	337,463
11	Northern Coastal	Brancaster	50,000	360,000	2,184,818
12	Rural East	Castle Acre	284,000	340,800	772,038
13	Northern Village	Dersingham	950,000	1,140,000	2,575,567
14	SE Village	Stoke Ferry	284,000	340,800	263,158
15	Northern Village	Sedgeford	50,000	360,000	1,438,470
16	South Village	Southery	50,000	360,000	731,540

Source: KL&WNBC Viability Study (HDH 2013)

- 10.12 When modelled on the above basis, for most sites (therefore on most development anticipated over the Plan period), the Residual Value exceeds the Viability Threshold ('existing use value plus'). This indicates that development subject to the policies in the Core Strategy, and as set out in the Detailed Policies and Sites Plan is viable. There are however a few notable exceptions. Neither of the brownfield sites (3 and 14) in King's Lynn and Stoke Ferry generate a Residual Value that exceeds the Viability Threshold so should not be considered as being viable. This does not apply to all brownfield sites as, in the case of those brownfield sites (7 and 12) in the higher value areas, the Residual Value does exceed the viability threshold so can be considered viable.
- 10.13 The Council should be cautious about the assumptions it makes about the deliverability of brownfield sites in the lower value King's Lynn area – although as such sites are coming forward through the planning process at the time of this report and developers are agreeing affordable housing it would not be appropriate to assume such sites will not come forward.
- 10.14 Neither of the sites owned by the Council (1 and 2) are shown as viable when tested against the competitive return assumptions used in the study – however both generate a substantial Residual Value and bearing in mind the Council's commitment to bring them forward, it is

appropriate to consider these two sites to be deliverable when subject to the Council's full policy requirements and overall aspirations for development in the town.

- 10.15 Site 4 is shown as being marginal generating a Residual Value that is very close to, but not quite over the Viability Threshold. We have discussed this following Table 10.4.
- 10.16 We have given careful thought to the other unviable sites and, as set out in Chapter 9, have some concerns about the modelling assumptions. The above modelling is based on the information provided to us by the Council in terms of site size and numbers of units that are planned for it. It also assumes affordable housing is the same size as market housing. We consider that, in some cases, these two assumptions are unrealistic. Firstly the area / number of units assumptions are not necessarily making use of the land in a way that is in line with current expectations. Large sites being identified as delivering relatively small numbers of units – even having considered the open space requirements. Secondly, as noted through the consultation process, market units are not the same size as affordable units.
- 10.17 We have run an adjusted set of appraisals in which we have assumed sites will not have more than 40% open space / green infrastructure and that market housing has an average size of 105m² and affordable housing has an average size of 80m². The Council does not prescribe the proportion of open space to be provided on development sites. Based on our wider experience, on large greenfield sites we would expect 30% to 40% of the area to be open space and used to accommodate the supporting infrastructure to ensure an attractive and safe development. All other matters have been held unchanged. The adjusted assumptions are set out in Chapter 9 and the results of these adjusted appraisals are set out below and form the bases of the modelling in the remainder of this report:

Table 10.3 Modelled Sites Residual Values – Adjusted Site Area and GIA - Base Appraisals

					Area ha		Units	Residual Value		£ site
					Gross	Net		Gross ha	Net ha	
1	Marsh Lane	King's Lynn	Green	Amenity Land	5.3	4.5	153	191,894	226,008	1,017,037
2	Lynnsport	King's Lynn	Green	Mixed, playing fields	23	14	437	299,735	492,422	6,893,915
3	Bankside	West Lynn	Brown	Cleared	3.2	3	200	-182,706	-194,886	-584,659
4	NE Downham Mkt	Downham Mkt	Green	Agricultural	8.3	5	150	354,606	588,647	2,943,233
5	S Railway Rd	Downham Mkt	Brown	Industrial	4.4	4.4	150	563,916	563,916	2,481,230
6	NE Hunstanton	Hunstanton	Green	Agricultural	5.1	3.1	100	1,034,776	1,702,374	5,277,359
7	Manor Road	Hunstanton	Brown	Industrial	0.68	0.68	39	2,021,687	2,021,687	1,374,747
8	Wisbech Fringe	Wisbech	Green	Agricultural	18.7	18.7	550	799,690	799,690	14,954,212
9	Hall Lane	South Wootton	Green	Agricultural	16	10	300	746,143	1,193,829	11,938,292
10	South East KL	King's Lynn	Green	Agricultural	83	50	1600	470,180	780,499	39,024,970
11	Northern Coastal	Brancaster	Green	Paddock	0.5	0.5	16	2,309,644	2,309,644	1,154,822
12	Rural East	Castle Acre	Brown	Industrial	0.23	0.23	6	869,651	869,651	200,020
13	Northern Village	Dersingham	Brown	Bungalow	0.42	0.42	13	2,731,109	2,731,109	1,147,066
14	SE Village	Stoke Ferry	Brown	Industrial	1.9	1.76	70	332,732	359,199	632,190
15	Northern Village	Sedgeford	Green	Paddock	1	1	35	1,438,470	1,438,470	1,438,470
16	South Village	Southery	Green	Paddock	0.45	0.45	18	731,540	731,540	329,193

Source: KL&WNBC Viability Study (HDH 2013)

10.18 As above, in the following table we have compared the Residual Value with the Viability Threshold (see Chapter 6).



Table 10.4 Base Appraisals - Adjusted Site Area and GIA. Residual Value compared to Viability Threshold (£/ha)					
			Alternative Use Value	Viability Threshold	Residual Value
			£/ha	£/ha	£/ha
1	Marsh Lane	King's Lynn	50,000	360,000	191,894
2	Lynnsport	King's Lynn	200,000	240,000	299,735
3	Bankside	West Lynn	380,000	456,000	-182,706
4	NE Downham Mkt	Downham Mkt	25,000	330,000	354,606
5	S Railway Rd	Downham Mkt	284,000	340,800	563,916
6	NE Hunstanton	Hunstanton	25,000	330,000	1,034,776
7	Manor Road	Hunstanton	284,000	340,800	2,021,687
8	Wisbech Fringe	Wisbech	25,000	330,000	799,690
9	Hall Lane	South Wootton	25,000	330,000	746,143
10	South East KL	King's Lynn	25,000	330,000	470,180
11	Northern Coastal	Brancaster	50,000	360,000	2,309,644
12	Rural East	Castle Acre	284,000	340,800	869,651
13	Northern Village	Dersingham	950,000	1,140,000	2,731,109
14	SE Village	Stoke Ferry	284,000	340,800	332,732
15	Northern Village	Sedgeford	50,000	360,000	1,438,470
16	South Village	Southery	50,000	360,000	731,540

Source: KL&WNBC Viability Study (HDH 2013)

10.19 When assessed against these adjusted development assumptions the brownfield sites (3 and 14) in King's Lynn and Stoke Ferry are still not viable – although the Stoke Ferry site is very nearly so. This reinforces the previous advice that the Council should be cautious about the assumptions it makes about the deliverability of brownfield sites in the lower value King's Lynn area. It is important to put this finding in the context of what is happening on the ground. At the time of this report such brownfield sites are coming forward through the planning process and developers are agreeing affordable housing on them. In spite of the analysis above (carried out at today's prices and costs, in line with the Harman Guidance) it would not be appropriate to assume such sites will not come forward. They are coming forward – although there is no doubt that their delivery is challenging – and it is reasonable to assume that such a situation will continue as landowners' expectations about land prices change to fully reflect site specific circumstances and major constraints such as flood defence being funded from other investment sources.

10.20 Similar comments apply in relation to the sites owned by the Council, although on this adjusted basis the Lynnsport site is now shown as being viable.

- 10.21 Sites 4 and 9 that generated Residual Values that were substantially above the Existing Use Value but still below the Viability Threshold in the analysis set out in Tables 10.1 and summarised in Table 10.2 are viable on this adjusted basis.
- 10.22 **Based on the foregoing analysis of sites that are representative of the anticipated development, we conclude that Detailed Policies and Sites Plan (July 2013) is generally deliverable when assessed in the context of the Adopted Core Strategy. However, in the current market, brownfield development sites with higher development costs, in the lower value King's Lynn and Stoke Ferry areas, are not viable, and we would recommend that the Council puts little weight on their delivery when considering their deliverable five year land supply. It is, however, important to note that such sites are coming forward through the development management process at the time of this assessment so it should not be assumed they will not come forward.**
- 10.23 When considering the overall deliverability of the Plan, the Council will not only consider the results of this report, but also what is actually happening on the ground. Experience shows recent (and older) planning consents are, on the whole, achieving both the current affordable housing targets and appropriate levels of developer contribution.
- 10.24 Guidance and best practice suggest that policies should not be set at the limits of viability. We have therefore given consideration to the sensitivity of development in relation to the three principle variables that will impact on development viability.
- a) **The Amount of Affordable Housing** - The Council's adopted Core Strategy includes a 'dynamic viability mechanism' whereby the Affordable Housing target is altered throughout the Plan period by reference to published indices (house prices and costs). We have considered this separately in the next chapter.
 - b) **The Level of Developer Contribution** - Firstly we have looked at the impact of different levels of developer contribution on the current split affordable housing target, before looking at different levels of developer contribution on a range of affordable housing targets in the next chapter. At this stage we are only concerned with the total level of developer contribution. We consider how this is best paid and whether s106 or CIL is more appropriate in Chapter 12.
 - c) **Changes in Price and Costs** – The value of development and the cost of construction is bound to change over the Plan-period. We have considered the impact of this.
- 10.25 We have considered the impact of different levels of developer contribution and price changes below. However, firstly we have run a set of appraisals in which the sites are not subject to any affordable housing or developer contribution policy requirements, as this is the logical starting point to consider whether it is the Council's policies that are prejudicing development.

Table 10.5 0% Affordable Housing and £0 developer Contributions - Adjusted Site Area and GIA. Residual Value compared to Viability Threshold (£/ha)					
			Alternative Use Value	Viability Threshold	Residual Value
			£/ha	£/ha	£/ha
1	Marsh Lane	King's Lynn	50,000	360,000	510,241
2	Lynnsport	King's Lynn	200,000	240,000	457,266
3	Bankside	West Lynn	380,000	456,000	420,449
4	NE Downham Mkt	Downham Mkt	25,000	330,000	613,698
5	S Railway Rd	Downham Market	284,000	340,800	1,025,018
6	NE Hunstanton	Hunstanton	25,000	330,000	1,402,486
7	Manor Road	Hunstanton	284,000	340,800	2,969,840
8	Wisbech Fringe	Wisbech	25,000	330,000	1,047,840
9	Hall Lane	South Wootton	25,000	330,000	948,732
10	South East KL	King's Lynn	25,000	330,000	598,012
11	Northern Coastal	Brancaster	50,000	360,000	2,968,826
12	Rural East	Castle Acre	284,000	340,800	1,368,816
13	Northern Village	Dersingham	950,000	1,140,000	3,507,924
14	SE Village	Stoke Ferry	284,000	340,800	796,353
15	Northern Village	Sedgeford	50,000	360,000	1,438,470
16	South Village	Southery	50,000	360,000	731,540

Source: KL&WNBC Viability Study (HDH 2013)

- 10.26 The only site that is not viable, even without any affordable housing and without making any contribution to mitigating the impact on locality and infrastructure, is Site 3 which is a large riverside, brownfield site in West Lynn. This site does generate a positive residual value that is well in excess of the industrial land value assumption used in this report. Industrial land values vary greatly in and around King's Lynn. The priorities of the site owner will determine whether or not it will be released, if it is it will realise, on the basis modelled, at least the current use value.
- 10.27 This site has been cleared but the combined extra costs associated with a brownfield site development and flood defences, in what is a low value area of the Borough, render the site unviable – although only by a small margin that may indicate that a modest increase in prices may improve the likelihood of this site coming forward. In this analysis we have not attributed extra value to the riverside location of site 3, rather, drawing on the prevailing prices on the west of the river. A high quality scheme that is designed to maximise the value of the riverside location may well command higher values than those modelled and thus tip the site into the viable category.
- 10.28 This illustrates well the fact that some sites, in the current market, are unlikely to come forward, not due to the Council's policy requirements, but because the sites are difficult.

Developer Contributions

10.29 It is important that sites are able to bear the costs of mitigating the impact on the locality and infrastructure. In the following analysis we have re-run the appraisals applying different levels of infrastructure costs. In the base appraisals above, and as set out in Chapter 7, it was assumed that all units were subject to a developer contribution of £5,000 per unit except on the following sites where the following assumptions were made:

Marsh Lane	King's Lynn	£800,000	£5,229/unit
Lynnsport	King's Lynn	£1,560,000	£3,570/unit
Wisbech Fringe	Wisbech	£500,000	£909/unit
Hall Lane	South Wootton	£2,000,000	£6,667/unit
South East KL	King's Lynn	£3,500,000	£2,188/unit
All other sites			£5,000/unit

Source: KL&WNBC

10.30 In the following table we have looked at the impact of different levels of developer contribution on the current split affordable housing target. We have applied the same level of developer contribution to all units on each site, rather than using the amounts set out in the previous table.

Table 10.7 Base Appraisals (Adjusted Site Area and GIA, Affordable Housing 15% King's Lynn and 20% Elsewhere). Residual Value compared to Viability Threshold (£/ha)											
			Alternative Use Value	Viability Threshold	Residual Value						
	Developer Contribution /unit				£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000
1	Marsh Lane	King's Lynn	50,000	360,000	326,526	254,411	184,024	111,225	39,551	-35,727	-111,394
2	Lynnsport	King's Lynn	200,000	240,000	351,384	302,323	253,262	204,201	155,140	106,079	57,018
3	Bankside	West Lynn	380,000	456,000	140,779	-18,883	-182,706	-347,213	-516,548	-685,883	-855,218
4	NE Downham Mkt	Downham Mkt	25,000	330,000	444,899	399,753	354,606	309,460	264,313	219,167	174,021
5	S Railway Rd	Downham Market	284,000	340,800	734,241	649,078	563,916	478,753	393,590	308,428	225,381
6	NE Hunstanton	Hunstanton	25,000	330,000	1,132,741	1,083,759	1,034,776	985,794	936,811	887,829	838,846
7	Manor Road	Hunstanton	284,000	340,800	2,308,234	2,164,960	2,021,687	1,878,413	1,735,139	1,591,866	1,462,323
8	Wisbech Fringe	Wisbech	25,000	330,000	816,687	740,741	664,796	588,850	512,904	436,958	361,012
9	Hall Lane	South Wootton	25,000	330,000	757,592	709,176	660,761	612,345	563,930	515,514	467,099
10	South East KL	King's Lynn	25,000	330,000	496,056	446,279	396,502	346,726	296,949	247,173	197,396
11	Northern Coastal	Brancaster	50,000	360,000	2,469,522	2,389,583	2,309,644	2,229,704	2,149,765	2,069,826	2,000,000
12	Rural East	Castle Acre	284,000	340,800	1,005,073	937,362	869,651	801,940	734,229	666,518	598,807
13	Northern Village	Dersingham	950,000	1,140,000	2,885,754	2,808,431	2,731,109	2,653,787	2,576,464	2,499,142	2,421,820
14	SE Village	Stoke Ferry	284,000	340,800	518,547	425,639	332,732	242,119	148,322	56,137	-40,433
15	Northern Village	Sedgeford	50,000	360,000	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470
16	South Village	Southery	50,000	360,000	731,540	731,540	731,540	731,540	731,540	731,540	731,540

Source: KL&WNBC Viability Study (HDH 2013)



10.31 As would be expected, as the development is asked to bear a greater level of developer contribution, the Residual Value reduces; in some cases to a point where it is less than the Viability Threshold making the site unviable. It is, however important to note that the Council should not simply lower its policy requirements where sites are unviable. The NPPF Beta Practice Guidance is clear that where a site cannot bear the costs of mitigating its impact consent should not be granted:

Assessing viability should lead to an understanding of the scale of planning obligations which are appropriate. However, the National Planning Policy Framework is clear that where safeguards are necessary to make a particular development acceptable in planning terms, and these safeguards cannot be secured, planning permission should not be granted for unacceptable development.

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10.32 Historically, the Council has sought and achieved s106 payments of up to about £5,000 per unit. Based on the above, we conclude that the policies in the Adopted Core Strategy and the Detailed Policies and Sites Plan are not pushing development to the limits of viability and there is scope for most sites to meet the costs of mitigation.

Impact of Price Change

10.33 It is important that, whichever policies are adopted, the Plan is not unduly sensitive to future changes in prices and costs. We have therefore tested various variables in this regard. We have followed the time horizons set out in the NPPF and the methodology in the Harman Guidance.

10.34 In this report we have used the build costs produced by BCIS. As well as producing estimates of build costs, BCIS also produce various indices and forecasts to track and predict how build costs may change over time. The BCIS forecast a 15% increase in prices over the next 5 years²⁹. We have tested a scenario with this increase in build costs.

10.35 As set out in Chapter 4, we are in a period of uncertainty in the property market. It is not the purpose of this report to predict the future of the market³⁰. We have therefore tested four price change scenarios, minus 10% and 5%, and plus 10% and 5%. In this analysis we have assumed all other matters in the base appraisals remain unchanged.

10.36 It is important to note that, in the following table, only the costs of construction and the value of the market housing are altered. This is a cautious assumption but an appropriate one.

²⁹ See Table 1.1 (Page 6) of in *Quarterly Review of Building Prices* (Issue No 127 – November 2012). 15% calculated on BCIS All-in TPI change from 220 to 254.

³⁰ Savills, in their Residential Property Focus Q3 2013 suggest prices rises in the UK as follows: 2013 +3.5%, 2014 +4.5%, 2015 5%, 2016 3%, 2017 +1% (18% over 5 Years)



Table 10.8 Impact of Price Change (Adjusted Site Area and GIA, Affordable Housing 15% King's Lynn and 20% Elsewhere)

			Alternative Use Value	Viability Threshold	Residual Value					
					BCIS +15%	Price -10%	Price -5%	Base	Price +5%	Price 10%
1	Marsh Lane	King's Lynn	50,000	360,000	-198,702	-120,663	39,948	191,894	345,340	498,786
2	Lynnsport	King's Lynn	200,000	240,000	85,341	122,422	211,299	299,735	388,172	476,609
3	Bankside	West Lynn	380,000	456,000	-914,742	-699,972	-438,925	-182,706	68,761	309,167
4	NE Downham Mkt	Downham Mkt	25,000	330,000	115,202	156,404	255,505	354,606	453,708	552,809
5	S Railway Rd	Downham Market	284,000	340,800	144,166	224,546	393,201	563,916	734,630	905,345
6	NE Hunstanton	Hunstanton	25,000	330,000	782,858	762,949	898,863	1,034,776	1,170,690	1,306,603
7	Manor Road	Hunstanton	284,000	340,800	1,354,050	1,367,817	1,688,330	2,021,687	2,355,043	2,688,399
8	Wisbech Fringe	Wisbech	25,000	330,000	518,484	541,628	671,517	799,690	927,624	1,055,557
9	Hall Lane	South Wootton	25,000	330,000	538,450	540,303	643,765	746,143	848,174	950,205
10	South East KL	King's Lynn	25,000	330,000	299,989	311,443	391,384	470,180	548,977	627,773
11	Northern Coastal	Brancaster	50,000	360,000	1,965,448	1,848,586	2,070,436	2,309,644	2,548,851	2,788,059
12	Rural East	Castle Acre	284,000	340,800	364,794	441,762	653,552	869,651	1,085,750	1,276,934
13	Northern Village	Dersingham	950,000	1,140,000	2,291,163	2,155,204	2,433,038	2,731,109	3,029,180	3,327,251
14	SE Village	Stoke Ferry	284,000	340,800	-105,409	-8,461	163,849	332,732	503,168	667,279
15	Northern Village	Sedgeford	50,000	360,000	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470
16	South Village	Southery	50,000	360,000	731,540	731,540	731,540	731,540	731,540	731,540

Source: KL&WNBC Viability Study (HDH 2013)



- 10.37 As the price of housing increases, the Residual Value increases, and so more sites are shown as viable and vice versa. As the cost of construction increases, the Residual Value decreases, and fewer sites are shown as viable. The analysis demonstrates that a relatively small fall in prices will adversely impact on deliverability – particularly on the sites owned by the Council. If there is a further large fall in prices, it will be necessary to reconsider the policies in the Plan.
- 10.38 An increase in prices of 5% does significantly increase the margin over and above the viability threshold in the sites shown as viable. This should give the Council confidence bearing in mind some of the concerns expressed above.
- 10.39 We conclude that the Detailed Policies and Sites Plan (July 2013) is generally deliverable when assessed against the policies in the Adopted Core Strategy and that the policies and requirements are not set at such a level as to make the Plan unduly sensitive to price changes in the residential market. The brownfield development sites, with higher development costs, in the lower value King's Lynn and Stoke Ferry areas are not currently viable but will be lifted into viability with a modest increase in prices.

Older Peoples Housing

- 10.40 As well as mainstream housing, we have considered the private sheltered/retirement and HWC sectors separately. We have run simple appraisals based on the assumptions set out in the earlier sections of this report. The results of these are summarised as follows (see **Appendix 8**):

Table 10.9 Older Peoples Housing, Appraisal Results							
		King's Lynn		Hunstanton		Downham Market	
		Private Sheltered	HWC Extra Care	Private Sheltered	HWC Extra Care	Private Sheltered	HWC Extra Care
	Residual Land Worth	60,868	-1,190,504	5,581,686	-809,795	1,583,852	27,765
	Existing Use Value	380,000	380,000	380,000	380,000	380,000	380,000
	Viability Threshold	456,000	456,000	456,000	456,000	456,000	456,000
	Residual Value	121,736	-2,381,008	11,163,372	-1,619,590	3,167,705	55,530

Source: KL&WN Viability Study (HDH 2013)

- 10.41 On the basis modelled, HWC Extracare housing is not viable on a standalone basis. This is in line with our expectations as private sector schemes of this type rarely come forward in isolation and will normally be part of a larger mixed scheme.
- 10.42 On a more positive note, Sheltered Housing is viable in the current market in the areas beyond the King's Lynn unparished area. The Borough has an aging population and providing a range of housing products for them is a priority. The Council can have

confidence that the market will be able to bring this type of housing forward in much of the Borough.

- 10.43 The above results need to be considered in the wider context of what is actually happening in the Borough. The analysis has been based on the RHG's submissions and assumes that such accommodation is market accommodation that is built and sold and comprises C3 use accommodation. It makes no allowance for, and does not reflect, the on-going business of providing care and services which will be a factor in a developer/operator's decision as to whether or not to bring a site forward. Older peoples housing schemes are coming forward. A good example is the Prime Life project in West Lynn. This mixed C2/C3 project is being brought forward by the private sector and without the use of grant or subsidy (on a difficult brownfield site) in West Lynn. It includes affordable housing and the developer has agreed to make s106 contributions. We would suggest that when it comes to setting CIL full consideration is given to wider evidence.

Non-Residential Development

- 10.44 When considering the delivery of the Plan, the viability of non-residential development is also important.

- 10.45 Based on the assumptions set out previously we have run a set of development financial appraisals for the following development types:

- Employment Industrial and Office
- Retail Supermarkets, Retail warehouses and Shops
- Hotels

- 10.46 There are, of course, many other types of development that may come forward within the Borough. The NPPF and best practice asks that viability testing is proportionate, so we have only tested those main development types that are anticipated to come forward over the Plan period.

- 10.47 The non-residential market is distinctly different from the residential markets, having three main price areas (North, King's Lynn and South). We have carried out the analysis based on these areas.

- 10.48 The detailed appraisal results are set out in **Appendix 9**. As with the residential appraisals, we have used the Residual Valuation approach – that is, we have run appraisals to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents, and an appropriate amount of developers' profit. The payment would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the value from an alternative use. To assess viability we have used exactly the same methodology with regard to the Viability Thresholds (Existing Land Use plus 'uplift').

Table 10.10 Non-Residential Property. Appraisal Results. Summary

NORTH										Brownfield						
		Greenfield														
		Industrial	Industrial	Offices	Offices	Supermarkets	Retail Warehouse	Shops		Industrial	Industrial	Offices	Offices	Supermarkets	Retail Warehouse	Shops
Residual Land Worth		-487,040	-88,184	-331,537	-101,098	3,531,660	1,463,398			-597,202	-235,177	-406,062	-123,455	2,946,300	1,204,864	68,176
£/ha	Existing Use Value	25,000	25,000	25,000	25,000	25,000	25,000			284,000	284,000	284,000	284,000	284,000	284,000	6,000,000
	Viability Threshold	280,000	280,000	280,000	280,000	280,000	280,000			340,800	340,800	340,800	340,800	340,800	340,800	7,200,000
	Residual Value	-2,117,566	-6,783,399	-3,315,370	-101,098	1,358,331	812,999			-2,596,529	-18,090,520	-4,060,620	-123,455	1,133,192	669,369	4,010,371
KINGS LYNN										Brownfield						
		Greenfield														
		Industrial	Industrial	Offices	Offices	Supermarkets	Retail Warehouse	Shops		Industrial	Industrial	Offices	Offices	Supermarkets	Retail Warehouse	Shops
Residual Land Worth		-406,455	-97,394	-216,415	-83,829	3,531,660	2,384,374			-516,616	-1,084,554	-290,940	-106,187	2,946,300	2,125,840	114,225
£/ha	Existing Use Value	25,000	25,000	25,000	25,000	25,000	25,000			380,000	380,000	380,000	380,000	380,000	380,000	8,000,000
	Viability Threshold	280,000	280,000	280,000	280,000	280,000	280,000			456,000	456,000	456,000	456,000	456,000	456,000	9,600,000
	Residual Value	-1,767,195	-7,491,842	-2,164,150	-83,829	1,358,331	1,324,652			-2,246,158	-83,427,210	-2,909,400	-106,187	1,133,192	1,181,022	6,719,124
SOUTH										Brownfield						
		Greenfield														
		Industrial	Industrial	Offices	Offices	Supermarkets	Retail Warehouse	Shops		Industrial	Industrial	Offices	Offices	Supermarkets	Retail Warehouse	Shops
Residual Land Worth		-505,317	-107,931	-238,529	-84,838	3,547,920	251,690			-615,478	-1,098,993	-313,054	-107,195	2,962,560	-6,844	-180,344
£/ha	Existing Use Value	25,000	25,000	25,000	25,000	25,000	25,000			284,000	284,000	284,000	284,000	284,000	284,000	4,000,000
	Viability Threshold	280,000	280,000	280,000	280,000	280,000	280,000			340,800	340,800	340,800	340,800	340,800	340,800	4,800,000
	Residual Value	-2,197,030	-8,302,366	-2,385,290	-84,838	1,364,584	139,828			-2,675,993	-84,537,918	-3,130,540	-107,195	1,139,446	-3,802	-10,608,488

Source: KL&WNBC Viability Study (HDH 2013)



- 10.49 The results in relation to employment uses are not as positive as those for residential development – but are reflective of the current difficult market. For the employment uses (offices and industrial) the above results largely reflect the difficult state of the property sector and the situation within King's Lynn and West Norfolk Borough with little development happening (because it is not attractive to do so). Where development is coming forward it is being promoted by end users for operation purposes and not by speculative property developers seeking to make a return for property development.
- 10.50 It can be concluded that the cumulative impact of the policies within the draft LDP does not threaten or put the Plan at risk, because the Plan imposes very little policy burden on these development types. It is not the Council's policies that render them unviable – it is a factor of the current difficult economic climate. This sets the Council a challenge when it comes to showing that the Plan is deliverable. KL&WN, in its capacity as a Planning Authority and CIL Charging Authority is not a developer and can only provide an environment conducive for development. This is particularly difficult at a time of budgetary constraint.
- 10.51 The Council will need to show that it is doing what it can to facilitate development throughout the economic cycle. The Council has a range of existing and emerging initiatives in this regard, although it must be noted that in the current economic climate there is little government money to provide such help. These initiatives include:
- a. Being an active partner in the Local Enterprise Partnership (LEP) to secure any available external funding to the priority areas.
 - b. Using CIL to ensure that employment uses are likely to come forward over the Plan period though funding of the infrastructure required to facilitate such development.
 - c. Using CIL, other developer contributions, and publicly owned land to enable high quality employment space to continue to be developed.
- 10.52 What is clear is that the cumulative impact of the draft LDP policies do not have an adverse impact on the delivery of employment uses.
- 10.53 The analysis includes retail space development and the results confirm the perceived situation on the ground. The development of traditional shops does not generate a Residual Value in excess of the Viability Threshold in any part of the Borough. This pattern can be clearly seen on the ground with numerous vacant retail units.
- 10.54 The development of supermarkets and retail warehouses has been an important element of the development of the southern side of King's Lynn town, where a considerable amount of such development has occurred. The findings of the research confirm that these development types are viable in all parts of the Borough, other than the northern parts where retail warehouses are not viable. We would not expect retail development to come forward in the northern parts of the Borough as this area is geographically remote and without the high levels of population required to support such schemes.



10.55 The final type of non-residential development assessed is hotel development. The results of the appraisals are summarised as follows:

Table 10.11 Hotel Development, Appraisal Results			
		Greenfield	Brownfield
Residual Land Worth		866,078	866,078
£/ha	Existing Use Value	25,000	380,000
	Viability Threshold	280,000	456,000
	Residual Value	2,165,196	2,165,196

Source: KL&WN Viability Study (HDH 2013)

10.56 Hotel development generates a substantial Residual Value, however whilst the Residual Value exceeds the Viability Threshold on both greenfield and brownfield sites. Having discussed this with the Council, we understand that little of this type of development is anticipated – however, where it is, it is expected to come forward on greenfield land (for example close to petrol filling stations and adjacent to the main trunk roads that pass through the Borough).

Conclusion and Next Steps

10.57 In this chapter we have set out the results of a range of appraisals considering the impact on viability of individual policies and of the different levels of developer contributions that residential development can bear. The purpose of this analysis is to inform the Plan making process. As set out in Chapter 2 above, the NPPF introduced a requirement to assess the viability of the Local Plan and the impact on development of policies contained within it, stating:

173. Pursuing sustainable development requires careful attention to viability and costs in plan-making and decision-taking. Plans should be deliverable. Therefore, the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.

10.58 This needs to be considered in relation to the fourth bullet point of paragraph 182 of the NPPF, which requires that the Plan is *effective*.

10.59 Based on analysis of the foregoing results in relation to the residential development sites that are representative of the anticipated development, **we conclude that the Detailed Policies and Sites Plan (July 2013) is generally deliverable when assessed against the policies in the Adopted Core Strategy** – although in the current market, brownfield development sites, with higher development costs in the lower value King's Lynn and Stoke

Ferry areas are not currently viable; we would recommend that the Council puts little weight on their delivery when considering their deliverable five year land supply.

- 10.60 The Council owns two of the large development sites that are on the margins of viability. Both these generate substantial Residual Values. The Council is resolved to bring these sites forward.
- 10.61 The policies that apply to residential development do not push development to the limits of viability, which could potentially put the Plan at risk. When tested against changes in prices and a range of developer contributions, the bulk of sites remain viable.
- 10.62 Employment uses are an important part of the Plan and important to the continuing development of the area, however neither office nor industrial development is currently viable. This lack of viability is not due to the cumulative impact of the policies within the Plan – because the Plan imposes very little policy burden on these development types. It is not the Council's policies that render them unviable – it is a factor of the current, very difficult, economic climate. The Council will need to show that it is doing what it can to facilitate development throughout the economic cycle. The Council has a range of existing and emerging initiatives in this regard, although it must be noted that in the current economic climate there is little government money to provide such help.
- 10.63 The cumulative impact of the Council's policies do not put the Detailed Policies and Sites Plan (July 2013) at serious risk and, in terms of viability, the development within it is generally deliverable and the Plan, when adopted, will be effective.
- 10.64 When considering the overall deliverability of the Plan, the Council will not only consider the results of this report –but also what is actually happening on the ground. Experience of recent (and older) planning consents are, on the whole, achieving both the current affordable housing targets and appropriate levels of developer contribution.
- 10.65 The above findings are consistent with those of the Fordham Research Affordable Housing Viability Study. The affordable housing targets, as currently drafted, are deliverable in the Plan, and if the Council wish to proceed with CIL, then there is also scope to do so.
- 10.66 Having said this, we take this opportunity to draw the Council's attention to page 23 of the Harman Guidance, and paragraph 34 of the April 2013 CIL Guidance that say:
- Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability. (page 23 Harman Guidance)*
- In some cases, charging authorities could treat a major strategic site as a separate geographical zone where it is supported by robust evidence on economic viability. (CIL Guidance Paragraph 34)*
- 10.67 The recommendations in this study are 'a consultant's view' and do not reflect the particular priorities and emphasis that the Council may put on different parts of its Development Plan.

11. Review of the Affordable Housing Target

- 11.1 In the previous chapter we have considered the deliverability of the Plan and concluded that the cumulative impact of the Council's policies do not put the Detailed Policies and Sites Plan (July 2013) at serious risk. In terms of viability, development within the Plan is generally deliverable and the Plan, when adopted, will be effective. The analysis was based on the current two tier affordable housing target of 15% within King's Lynn and 20% in all other areas, and delivered as 70:30 rented to 'shared ownership'.
- 11.2 Policy SC09 of the Council's adopted Core Strategy sets out the housing policies. It includes the following section concerning affordable housing. This includes a 'dynamic' target setting mechanism designed to alter the affordable housing target through the Plan period to reflect changes in development economics:

Affordable Housing

The Council will work with partner organisations to maximise the delivery of affordable housing to respond to identified housing need throughout the borough. This will be achieved by having regard to up to date strategic housing market assessments and affordable housing needs viability studies.

The overall target for affordable housing in the Borough during the plan period will be related to the ability to deliver in the market conditions that prevail at the time a planning application is made. At the present time the percentage which will be sought for affordable housing provision on qualifying sites is:

- 15% within the built up area of King's Lynn
- 20% in all other areas

The thresholds over which affordable housing provision will be sought are:

- King's Lynn, Downham Market and
- Hunstanton - Sites of 0.33 ha or 10 or more dwellings
- Rural areas - Sites of 0.165 of ha or 5 or more dwellings

The Borough Council will vary this percentage and / or threshold(s) in line with a model of dynamic viability. The levels will be reviewed annually in consultation with a stakeholder group informed by the following factors:

- Market land values
- House prices
- Level of contributions sought overall
- Index of build costs

(The detailed mechanisms for assessing the factors will be considered as part of the Supplementary Planning Document referred to in Policy CS14 the policy relating to developer contributions for infrastructure, which is also to be reviewed annually).

The expectation is that affordable housing will be delivered on site other than in exceptional circumstances when a financial contribution will be sought.

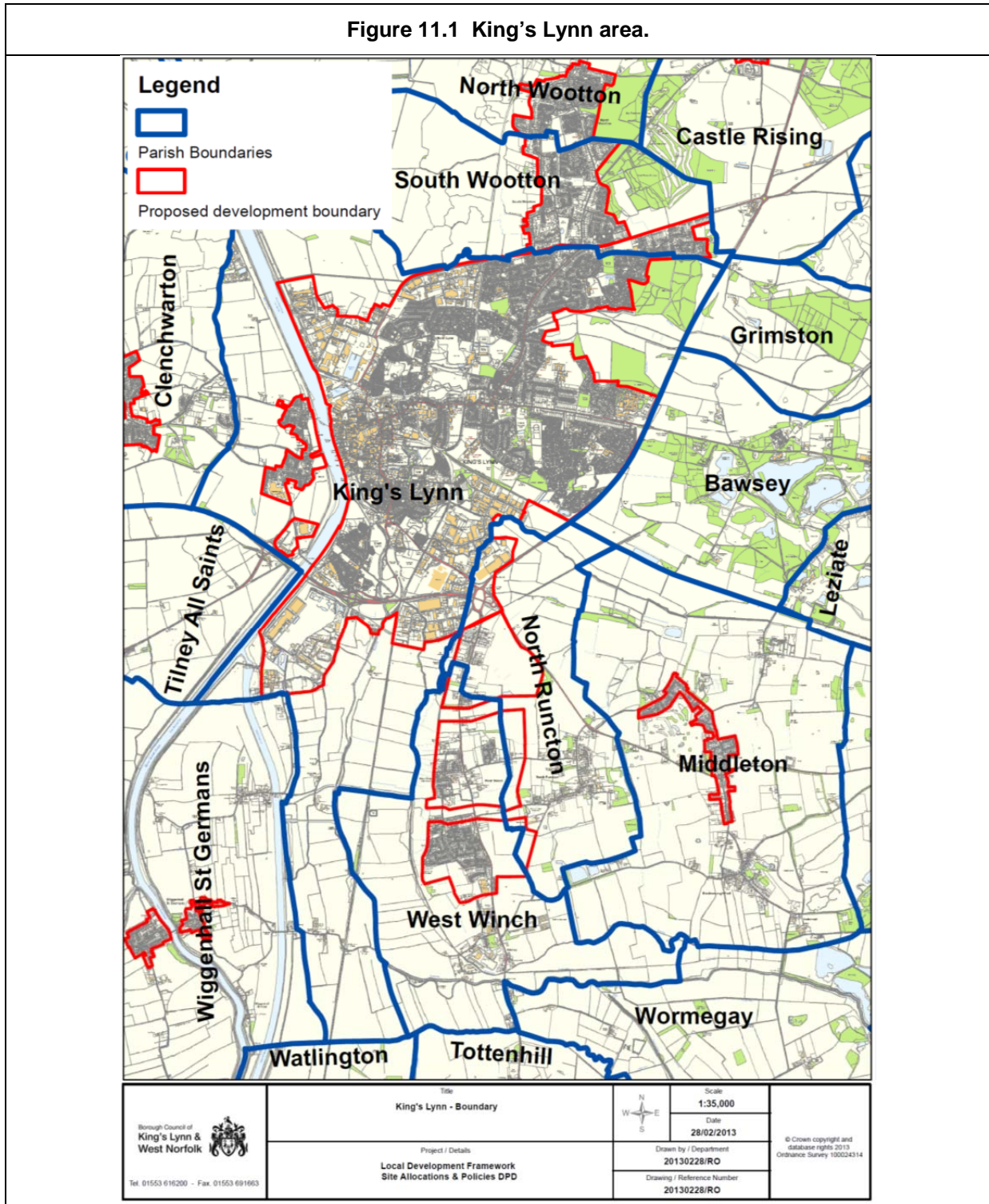
A flexible approach on both thresholds and proportions will be taken to ensure scheme viability and balance housing need, negotiated scheme-by-scheme, subject to open book approach by developers.

Tenure mix - 70:30 Rented to 'shared ownership', adjusted where necessary to balance housing need and make schemes viable, subject to negotiation. 30% 'shared ownership' to include other forms of intermediate tenure, including intermediate rented.

In negotiating the proportions and tenures of affordable housing account will be taken of the site characteristics and effects on the economic viability of the development through open book explanations. Provision will be 'on-site' unless demonstrated that this is not feasible.

It is appropriate to consider the exceptional provision of affordable housing (maintained in 'perpetuity') are within the Rural Villages classification in Policy CS02.

11.3 The 15% affordable housing area is the unparished area of King's Lynn as shown below.



Source: KL&WNBC 2013



- 11.4 Since the Core Strategy was adopted the Council has persistently achieved the affordable housing target – except on the most difficult sites (small brownfield sites) where the policy's provision to undertake site specific viability testing has resulted in lower affordable housing requirements being agreed.
- 11.5 As part of this viability study we have reviewed the affordable housing target, within the context of the 'dynamic viability' model.
- 11.6 The mechanism for implementing the policy is to be set out in a Supplementary Planning Document (SPD) although this has not yet been finalised. Since the policy was adopted, there have been a number of very significant changes that will impact directly on this model and as a result it is appropriate to reconsider the target under this policy. Since the policy was adopted there have been two types of change – those that could be anticipated and those that could not be anticipated. Those that could be anticipated include the following:
- **House Prices:** As set out in Chapter 4 above the housing market has been through a period of considerable change since the Core Strategy was prepared. In this study, and in line with the NPPF and the Harman Guidance, we have worked to current values.
 - **Build Costs:** The cost assumptions used in this study are set out fully in Chapter 7. These include the clarification around the move to greater environmental standards. In this study, and in line with the NPPF and the Harman Guidance, we have worked to current costs.
 - **Land Prices and Assumptions:** Land is a key component of the appraisals. It is necessary to reconsider this. We reconsidered land prices in Chapter 6, and, in line with the NPPF and the Harman Guidance, we have worked to current values.
- 11.7 The principle changes that have arisen, that could not have been anticipated when the policy was written, that give rise to the requirement to review the policy are:
- **Affordable Rent:** As set out in Chapter 4 above, the Government has introduced a new tenure of affordable housing being Affordable Rent. Policy CS09 (in common with all other policies developed across England at that time) did not anticipate the introduction of this. Affordable Rent is a more valuable product than Social Rent and this will have a direct impact on the model. If the model is not adjusted to reflect affordable rent, the amount of affordable housing will be artificially depressed.
 - **Community Infrastructure Levy (CIL):** Policy CS09 was written before CIL was introduced. As recognised by the third group of bullet points in the policy wording copied above (at 11.2), the amount of any developer contributions will have an impact on development viability. When the policy was written, developer contributions were subject to negotiation and there was flexibility as to how much was paid, with requirements being assessed site by site. Under CIL, payments will be fixed and there will be no flexibility as to their amount (once introduced). If the Council is to introduce

CIL, it is necessary to 're-base' dynamic viability to ensure that any new rate of CIL is reflected in the model.

- **Land Prices and Assumptions:** The changes in the price of land could have been anticipated at the time of the Core Strategy, however at that time a relatively simplistic approach was taken as to the judgement of when a land owner would make land available for development. Since then, the NPPF has been published, and as set out in Chapters 2 and 6, this introduced the concept of '*competitive return*' and the tests of '*serious risk*' and '*threaten delivery*'. Various sources of guidance, including the NPPF Beta Practice Guidance, the Harman Guidance and the RICS Guidance, have clarified the meaning of these phrases. In this study we have worked to the Harman Guidance, but having regard to and being in line with the RICS Guidance and NPPF Beta Practice Guidance. We have considered this and believe that it is appropriate to revisit the affordable housing target in light of these subtle but important changes in practice.

11.8 In this part of the study we have carried out further analysis, running appraisals at today's costs and prices (including affordable rent), and under the current best practice as set out in the NPPF and various sources of guidance to show the link between affordable housing and developer contributions – although at this stage we have not differentiated between whether developer contributions are collected through CIL or under the s106 regime. There is considerable scope to adopt a variety of different approaches as to how CIL and s106 relate. These are discussed in the next chapter.

11.9 The appraisals use the residual valuation approach – they are designed to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents and an appropriate amount of developers' profit. The Residual Value would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this Residual Value to exceed the value from an alternative use. We have discussed this in detail in Chapter 6.

11.10 The initial appraisals are based on the current affordable housing target, as set out in the Adopted Core Strategy, and on the assumptions set out in the previous chapters of this report. We have run further sets of appraisals assuming different levels of affordable housing and different levels of developer contribution.

11.11 As set out above, for each development type we have calculated the Residual Value. In the tables in this chapter we have colour coded the results using a simple traffic light system:

- a. **Green Viable** – where the Residual Value exceeds the Existing Use Value plus the appropriate uplift to provide a competitive return for the landowner.
- b. **Amber Marginal** – where the Residual Value exceeds the Existing Use Value, but not the Existing Use Value plus appropriate uplift to provide a competitive return for the landowner. These sites should not be considered as viable as it is unlikely that the land would be made available to a developer at this level.

- c. **Red Non-viable** – where the Residual Value does not exceed the Existing Use Value.

Financial appraisal approach and assumptions

11.12 On the basis of the assumptions set out in the earlier chapters, we prepared financial appraisals for each of the modelled residential sites using a bespoke spreadsheet-based financial analysis model. We produced financial appraisals based on the build costs, abnormal costs, and infrastructure costs and financial assumptions for the different options.

11.13 These initial appraisals are based on the base options being the full policy requirements of the adopted Core Strategy:

- a. **Affordable Housing** As per policy requirements. 15% in King's Lynn (the un-parished area) and 20% elsewhere as 70% Affordable Rent and 30% intermediate housing – based on adjusted GIA as set out in Chapter 10.

- b. **Environmental Standards** Building Regulations (Part L) increased to reflect emerging requirements

- c. **CIL and s106** £5,000 per unit except on the following sites where more detailed information is available. On these sites the anticipated costs, as advised by the Council is used:

Marsh Lane	King's Lynn	£800,000	£5,229/unit
Lynnsport	King's Lynn	£1,560,000	£3,570/unit
Wisbech Fringe	Wisbech	£500,000	£909/unit
Hall Lane	South Wootton	£2,000,000	£6,667/unit
South East KL	King's Lynn	£3,500,000	£2,188/unit

- d. **Abnormals** The following site specific adjustments have been made to address the known/anticipated requirements of the sites:

Marsh Lane	King's Lynn	£1,500,000
Lynnsport	King's Lynn	£1,000,000
Bankside	West Lynn	£1,000,000
S Railway Rd	Downham Market	£140,000
Northern Village	Dersingham	£60,000
SE Village	Stoke Ferry	£300,000

In addition, on brownfield sites (3, 7, 12 and 14) the build costs has been increased by 10%.

Sites 1 and 2 are likely to be subject to flooding. In these cases the costs have been increased by £15/m² to reflect

extra construction costs (Site 3 is also subject to flooding however this is dealt with through an abnormal cost). In some cases separate, additional flood alleviation work has been modelled under the abnormal heading.

- e. Developers' Return 20% on GDV.

			Alternative Use Value	Viability Threshold	Residual Value
			£/ha	£/ha	£/ha
1	Marsh Lane	King's Lynn	50,000	360,000	191,894
2	Lynnsport	King's Lynn	200,000	240,000	299,735
3	Bankside	West Lynn	380,000	456,000	-182,706
4	NE Downham Mkt	Downham Mkt	25,000	330,000	354,606
5	S Railway Rd	Downham Mkt	284,000	340,800	563,916
6	NE Hunstanton	Hunstanton	25,000	330,000	1,034,776
7	Manor Road	Hunstanton	284,000	340,800	2,021,687
8	Wisbech Fringe	Wisbech	25,000	330,000	799,690
9	Hall Lane	South Wootton	25,000	330,000	746,143
10	South East KL	King's Lynn	25,000	330,000	470,180
11	Northern Coastal	Brancaster	50,000	360,000	2,309,644
12	Rural East	Castle Acre	284,000	340,800	869,651
13	Northern Village	Dersingham	950,000	1,140,000	2,731,109
14	SE Village	Stoke Ferry	284,000	340,800	332,732
15	Northern Village	Sedgeford	50,000	360,000	1,438,470
16	South Village	Southery	50,000	360,000	731,540

Source: KL&WNBC Viability Study (HDH 2013) (This table is the same as Table 10.4)

11.14 When assessed against these adjusted development assumptions, the Residual Value exceeds the Viability Threshold on the majority of the modelled development sites across the Borough, indicating that they can deliver the affordable housing target – something that is seen on the ground where, except on the most difficult sites, the affordable housing targets are being delivered.

11.15 From this **we can conclude that the existing affordable housing targets, as set out in CS09 of the Core Strategy, will not put at serious risk the development which is set out in the Detailed Policies and Sites Plan (July 2013).**

11.16 In the following tables we have set out the results from the appraisals carried out to show the relationship between developer contributions and Affordable Housing. The affordable

housing targets are applied across the Borough – at present the requirement is 15% in the unparished area of King's Lynn and 20% in the remainder of the Borough.

Table 11.2a Base Appraisals (Adjusted Site Area and GIA). Residual Value compared to Viability Threshold (£/ha)

5% Affordable Housing											
			Alt Use value	Viability Threshold	Residual Value						
					£0	£2,500	£5,000	£7,500	£10,000	£15,000	
1	Marsh Lane	Kings Lynn	50,000	360,000	450,458	378,343	306,228	234,113	163,534	91,603	18,643
2	Lynnsport	Kings Lynn	200,000	240,000	422,811	373,750	324,689	275,628	226,567	177,506	128,445
3	Bankside	West Lynn	380,000	456,000	328,605	174,108	17,147	-146,676	-310,499	-478,974	-648,309
4	NE Downham Mkt	Downham Market	25,000	330,000	572,986	527,840	482,693	437,547	392,401	347,254	302,108
5	S Railway Rd	Downham Market	284,000	340,800	954,887	869,724	784,562	699,399	614,236	529,074	443,911
6	NE Hunstanton	Hunstanton	25,000	330,000	1,337,432	1,288,449	1,239,467	1,190,485	1,141,502	1,092,520	1,043,537
7	Manor Road	Hunstanton	284,000	340,800	2,810,280	2,667,007	2,523,733	2,380,460	2,237,186	2,093,912	1,950,639
8	Wisbech Fringe	Wisbech	25,000	330,000	992,090	916,144	840,199	764,253	688,307	612,361	536,415
9	Hall Lane	South Wootton	25,000	330,000	902,634	854,218	805,803	757,387	708,972	660,556	612,141
10	South East KL	Kings Lynn	25,000	330,000	564,835	515,059	465,282	415,506	365,729	315,952	266,176
11	Northern Coastal	Brancaaster	50,000	360,000	2,848,411	2,768,472	2,688,532	2,608,593	2,528,653	2,448,714	2,368,775
12	Rural East	Castle Acre	284,000	340,800	1,276,449	1,210,034	1,143,619	1,086,957	1,030,511	962,800	895,089
13	Northern Village	Dersingham	950,000	1,140,000	3,357,878	3,280,556	3,203,233	3,125,911	3,048,589	2,971,266	2,893,944
14	SE Village	Stoke Ferry	284,000	340,800	728,175	636,140	544,104	456,354	363,446	270,538	179,330
15	Northern Village	Sedgford	50,000	360,000	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470
16	South Village	Southery	50,000	360,000	731,540	731,540	731,540	731,540	731,540	731,540	731,540
10% Affordable Housing											
			Alt Use value	Viability Threshold	Residual Value						
					£0	£2,500	£5,000	£7,500	£10,000	£15,000	
1	Marsh Lane	Kings Lynn	50,000	360,000	389,406	317,291	245,176	174,702	101,903	29,956	-45,416
2	Lynnsport	Kings Lynn	200,000	240,000	387,625	338,564	289,503	240,442	191,381	142,319	93,258
3	Bankside	West Lynn	380,000	456,000	237,001	80,149	-81,304	-245,127	-411,566	-580,901	-750,236
4	NE Downham Mkt	Downham Market	25,000	330,000	531,409	486,262	441,116	395,969	350,823	305,677	260,530
5	S Railway Rd	Downham Market	284,000	340,800	883,265	798,102	712,939	627,777	542,614	457,451	372,289
6	NE Hunstanton	Hunstanton	25,000	330,000	1,270,986	1,222,003	1,173,021	1,124,038	1,075,056	1,026,073	977,091
7	Manor Road	Hunstanton	284,000	340,800	2,647,307	2,504,034	2,360,760	2,217,486	2,074,213	1,930,939	1,787,665
8	Wisbech Fringe	Wisbech	25,000	330,000	935,153	859,207	783,261	707,315	631,369	555,423	479,478
9	Hall Lane	South Wootton	25,000	330,000	855,551	807,136	758,720	710,305	661,889	613,474	565,058
10	South East KL	Kings Lynn	25,000	330,000	530,952	481,175	431,398	381,622	331,845	282,069	232,292
11	Northern Coastal	Brancaaster	50,000	360,000	2,725,415	2,645,476	2,565,537	2,485,597	2,405,658	2,325,719	2,245,779
12	Rural East	Castle Acre	284,000	340,800	1,182,114	1,115,699	1,069,757	1,002,046	934,335	866,624	798,913
13	Northern Village	Dersingham	950,000	1,140,000	3,204,616	3,127,294	3,049,971	2,972,649	2,895,327	2,818,004	2,740,682
14	SE Village	Stoke Ferry	284,000	340,800	658,549	566,514	478,976	386,068	293,160	202,169	110,486
15	Northern Village	Sedgford	50,000	360,000	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470
16	South Village	Southery	50,000	360,000	731,540	731,540	731,540	731,540	731,540	731,540	731,540
15% Affordable Housing											
			Alt Use value	Viability Threshold	Residual Value						
					£0	£2,500	£5,000	£7,500	£10,000	£15,000	
1	Marsh Lane	Kings Lynn	50,000	360,000	326,526	254,411	184,024	111,225	39,551	-35,727	-111,394
2	Lynnsport	Kings Lynn	200,000	240,000	351,384	302,323	253,262	204,201	155,140	106,079	57,018
3	Bankside	West Lynn	380,000	456,000	140,779	-18,883	-182,706	-347,213	-516,548	-685,883	-855,218
4	NE Downham Mkt	Downham Market	25,000	330,000	488,587	443,440	398,294	353,147	308,001	262,854	217,708
5	S Railway Rd	Downham Market	284,000	340,800	809,498	724,336	639,173	554,010	468,848	383,685	298,522
6	NE Hunstanton	Hunstanton	25,000	330,000	1,202,559	1,153,577	1,104,594	1,055,612	1,006,629	957,647	908,665
7	Manor Road	Hunstanton	284,000	340,800	2,479,477	2,336,204	2,192,930	2,049,656	1,906,383	1,763,109	1,619,835
8	Wisbech Fringe	Wisbech	25,000	330,000	876,514	800,568	724,622	648,677	572,731	496,785	420,839
9	Hall Lane	South Wootton	25,000	330,000	807,063	758,648	710,232	661,817	613,401	564,986	516,570
10	South East KL	Kings Lynn	25,000	330,000	496,056	446,279	396,502	346,726	296,949	247,173	197,396
11	Northern Coastal	Brancaaster	50,000	360,000	2,598,759	2,518,820	2,438,881	2,358,941	2,279,002	2,199,063	2,119,123
12	Rural East	Castle Acre	284,000	340,800	1,086,957	1,038,419	970,708	902,997	835,285	767,574	699,863
13	Northern Village	Dersingham	950,000	1,140,000	3,046,793	2,969,470	2,892,148	2,814,826	2,737,504	2,660,181	2,582,859
14	SE Village	Stoke Ferry	284,000	340,800	586,838	499,492	406,585	313,677	222,882	131,579	36,331
15	Northern Village	Sedgford	50,000	360,000	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470
16	South Village	Southery	50,000	360,000	731,540	731,540	731,540	731,540	731,540	731,540	731,540

Source: KL&WNBC Viability Study (HDH 2013)



Table 11.3b Base Appraisals (Adjusted Site Area and GIA). Residual Value compared to Viability Threshold (£/ha)

20% Affordable Housing											
			Alt Use value	Viability Threshold	Residual Value						
					£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000
1	Marsh Lane	Kings Lynn	50,000	360,000	262,376	190,261	119,265	47,170	-27,370	-103,037	-178,705
2	Lynnsport	Kings Lynn	200,000	240,000	314,412	265,351	216,290	167,229	118,168	69,107	20,429
3	Bankside	West Lynn	380,000	456,000	41,087	-122,331	-286,153	-454,313	-623,648	-792,983	-962,318
4	NE Downham Mkt	Downham Market	25,000	330,000	444,899	399,753	354,606	309,460	264,313	219,167	174,021
5	S Railway Rd	Downham Market	284,000	340,800	734,241	649,078	563,916	478,753	393,590	308,428	225,381
6	NE Hunstanton	Hunstanton	25,000	330,000	1,132,741	1,083,759	1,034,776	985,794	936,811	887,829	838,846
7	Manor Road	Hunstanton	284,000	340,800	2,308,234	2,164,960	2,021,687	1,878,413	1,735,139	1,591,866	1,462,323
8	Wisbech Fringe	Wisbech	25,000	330,000	816,687	740,741	664,796	588,850	512,904	436,958	361,012
9	Hall Lane	South Wootton	25,000	330,000	757,592	709,176	660,761	612,345	563,930	515,514	467,099
10	South East KL	Kings Lynn	25,000	330,000	460,452	410,676	360,899	311,123	261,346	211,569	161,793
11	Northern Coastal	Brancaster	50,000	360,000	2,469,522	2,389,583	2,309,644	2,229,704	2,149,765	2,069,826	2,000,000
12	Rural East	Castle Acre	284,000	340,800	1,005,073	937,362	869,651	801,940	734,229	666,518	598,807
13	Northern Village	Dersingham	950,000	1,140,000	2,885,754	2,808,431	2,731,109	2,653,787	2,576,464	2,499,142	2,421,820
14	SE Village	Stoke Ferry	284,000	340,800	518,547	425,639	332,732	242,119	148,322	56,137	-40,433
15	Northern Village	Sedgeford	50,000	360,000	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470
16	South Village	Southery	50,000	360,000	731,540	731,540	731,540	731,540	731,540	731,540	731,540
25% Affordable Housing											
			Alt Use value	Viability Threshold	Residual Value						
					£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000
1	Marsh Lane	Kings Lynn	50,000	360,000	196,397	125,460	53,165	-20,931	-96,599	-172,266	-249,906
2	Lynnsport	Kings Lynn	200,000	240,000	276,386	227,325	178,264	129,203	80,142	31,375	-18,866
3	Bankside	West Lynn	380,000	456,000	-64,906	-228,729	-395,132	-564,467	-733,802	-903,137	-1,072,472
4	NE Downham Mkt	Downham Market	25,000	330,000	399,967	354,821	309,674	264,528	219,381	174,235	129,088
5	S Railway Rd	Downham Market	284,000	340,800	656,840	571,677	486,515	401,352	316,189	231,027	147,247
6	NE Hunstanton	Hunstanton	25,000	330,000	1,060,943	1,011,960	962,978	913,996	865,013	816,031	767,048
7	Manor Road	Hunstanton	284,000	340,800	2,132,134	1,988,860	1,845,587	1,702,313	1,559,039	1,429,185	1,284,554
8	Wisbech Fringe	Wisbech	25,000	330,000	755,159	679,213	603,267	527,322	451,376	375,430	299,484
9	Hall Lane	South Wootton	25,000	330,000	706,714	658,299	609,883	561,468	513,052	464,637	416,221
10	South East KL	Kings Lynn	25,000	330,000	423,837	374,060	324,284	274,507	224,730	174,954	125,177
11	Northern Coastal	Brancaster	50,000	360,000	2,336,625	2,256,686	2,176,747	2,096,807	2,016,868	1,935,288	1,874,591
12	Rural East	Castle Acre	284,000	340,800	901,143	833,432	765,721	698,009	630,298	562,587	499,752
13	Northern Village	Dersingham	950,000	1,140,000	2,720,153	2,642,831	2,565,509	2,488,187	2,410,864	2,335,661	2,277,606
14	SE Village	Stoke Ferry	284,000	340,800	442,589	349,681	259,231	165,434	73,035	-22,815	-119,384
15	Northern Village	Sedgeford	50,000	360,000	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470
16	South Village	Southery	50,000	360,000	731,540	731,540	731,540	731,540	731,540	731,540	731,540
30% Affordable Housing											
			Alt Use value	Viability Threshold	Residual Value						
					£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000
1	Marsh Lane	Kings Lynn	50,000	360,000	130,193	57,944	-16,011	-91,679	-167,347	-244,938	-323,152
2	Lynnsport	Kings Lynn	200,000	240,000	237,525	188,464	139,403	90,342	41,673	-8,163	-59,641
3	Bankside	West Lynn	380,000	456,000	-173,635	-338,365	-507,700	-677,035	-846,370	-1,015,705	-1,185,040
4	NE Downham Mkt	Downham Market	25,000	330,000	354,048	308,902	263,755	218,609	173,462	128,316	83,958
5	S Railway Rd	Downham Market	284,000	340,800	577,739	492,576	407,414	322,251	237,088	153,366	68,041
6	NE Hunstanton	Hunstanton	25,000	330,000	987,552	938,570	889,587	840,605	791,622	742,640	693,658
7	Manor Road	Hunstanton	284,000	340,800	1,952,128	1,808,854	1,665,581	1,522,307	1,392,105	1,247,473	1,102,841
8	Wisbech Fringe	Wisbech	25,000	330,000	692,274	616,328	540,382	464,437	388,491	312,545	236,599
9	Hall Lane	South Wootton	25,000	330,000	654,593	606,177	557,762	509,346	460,931	412,515	364,100
10	South East KL	Kings Lynn	25,000	330,000	386,414	336,637	286,860	237,084	187,307	137,531	87,754
11	Northern Coastal	Brancaster	50,000	360,000	2,200,772	2,120,832	2,040,893	1,979,541	1,898,844	1,818,147	1,737,450
12	Rural East	Castle Acre	284,000	340,800	794,920	727,209	659,498	591,787	529,239	460,861	392,483
13	Northern Village	Dersingham	950,000	1,140,000	2,550,869	2,473,547	2,396,225	2,340,883	2,262,827	2,184,772	2,106,717
14	SE Village	Stoke Ferry	284,000	340,800	364,965	272,057	180,863	88,765	-6,929	-103,498	-200,068
15	Northern Village	Sedgeford	50,000	360,000	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470	1,438,470
16	South Village	Southery	50,000	360,000	731,540	731,540	731,540	731,540	731,540	731,540	731,540

Source: KL&WNBC Viability Study (HDH 2013)

11.17 As would be expected, as the levels of affordable housing and total amount of developer contributions increase, the Residual Values decrease, in many cases to the extent where the Residual Values fall below the Viability Threshold and sites fall out of viability.

11.18 In this analysis the developer contribution assumptions are calculated on a per unit basis (market and affordable) on all sites. For those sites where the Council has good information as to the anticipated costs of mitigating the impact of the scheme as set out at 11.12(c) we have not used the information, as by using universal assumptions direct comparisons can be made.



Conclusions and Recommendations

- 11.19 It is clear, based on this analysis, that the affordable housing target set out in Policy CS09 of the Adopted Core Strategy remains deliverable. It is also clear that there is considerable scope to require developer contributions (either under s106 or CIL) to mitigate the impact on the locality and infrastructure.
- 11.20 The above results continue to support the two level affordable housing target set out in the adopted Core Strategy, but indicate that there is scope to increase it in the areas beyond the lower value unparished area of King's Lynn.
- 11.21 The 15% target within the unparished area of King's Lynn remains challenging but is broadly deliverable. The Council's track record of continued delivery of affordable housing, often at the 15% policy requirement, in this area confirms this position and whilst it is not deliverable in full on all sites, it is deliverable on a significant proportion of sites, and makes an important contribution towards meeting the need for affordable housing in the area.
- 11.22 Whilst there is scope to increase the affordable housing target in the wider Borough, we would suggest caution. There is considerably more confidence in the housing market at the moment, however the outlook is uncertain. We would recommend that this is revisited should house prices change by 10%, or in three years. Should the Council introduce CIL, the affordable housing target should be reviewed when CIL is reviewed.



12. Setting Community Infrastructure Levy

- 12.1 The findings of this report do not determine the rates of CIL, but are one of a number of factors that the Council may consider when setting CIL. In setting CIL, there are three main elements that need to be brought together:
- a. Evidence of the Infrastructure Requirements and other sources of funding
 - b. Viability Evidence
 - c. The input of stakeholders.
- 12.2 In this chapter we have set out some of the factors that the Council may consider when deciding whether or not to introduce CIL, and when deciding at what level to set it. The first part of the chapter deals with viability evidence, before moving onto the wider matters to be considered. It is beyond the scope of this study to set the rates of CIL – that will take place following the preparation of the Preliminary Draft Charging Schedule and the input of elected members. The Council will need to consider a wide range of factors including those set out below. It is beyond the scope of our instructions to consider the infrastructure evidence.
- 12.3 In setting CIL, the Council will have to weigh up various policy priorities – particularly those that are ‘paid’ for and delivered by the development industry. The payment of CIL, the delivery of affordable housing, and the construction of development to improved environmental standards, are all costs to a developer and closely related. If a council wishes to introduce a new charge such as CIL, or increase an existing requirement on developers, there will be a knock-on effect on the other requirements. A council that puts more weight and importance on one requirement – say the delivery of affordable housing – is likely to set CIL at a different rate to a council that puts less weight on affordable housing.

Viability Evidence - Residential

- 12.4 As set out earlier in this report, the purpose of the viability evidence is not to set CIL, rather being to assess the effect of CIL on viability, so an assessment can be made to ensure that CIL does not threaten delivery of the Plan as a whole. It is inevitable that a new tax such as CIL will render some sites unviable – the question for the Council is whether the Plan, as a whole, is rendered unviable.

Additional Profit and Effect of CIL

- 12.5 The appraisals in this study have used the residual valuation approach – they are designed to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents, and an appropriate amount of developers’ profit. The Residual Value would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this Residual Value to exceed the value from an alternative use. We have discussed this in detail in Chapter 6.

- 12.6 In order to assist the Council and to inform the on-going consultation process, we have run several sets of appraisals. The initial appraisals are based on the assumptions set out in the previous chapters of this report, including the affordable housing requirements set out in the Council's policies.
- 12.7 As set out in Chapter 3, we have also calculated the Additional Profit; being the profit over and above the developers' and the land owners' competitive return.
- 12.8 In calculating the Residual Value, we have assumed that the developer makes a s106 contribution in line with the current norms. We have then considered a number of different levels of contribution informed by our discussions with the Council.
- 12.9 As set out above, for each development type we have calculated the Residual Value. In the tables in this chapter we have colour coded the results using a simple traffic light system:
- a. **Green Viable** – where the Residual Value exceeds the Existing Use Value plus the appropriate uplift to provide a competitive return for the landowner.
 - b. **Amber Marginal** – where the Residual Value exceeds the Existing Use Value, but not the Existing Use Value plus appropriate uplift to provide a competitive return for the landowner. These sites should not be considered as viable as it is unlikely that the land would be made available to a developer at this level.
 - c. **Red Non-viable** – where the Residual Value does not exceed the Existing Use Value.
- 12.10 On the basis of the assumptions set out in the earlier chapters, we prepared financial appraisals for each of the modelled residential sites using a bespoke spreadsheet-based financial analysis model. We produced financial appraisals based on the build costs, abnormal costs, and infrastructure costs and financial assumptions for the different options.
- 12.11 In the two previous chapters we have considered total developer contributions as a cost, without having regard to how it is paid – be that as CIL or under s106. The first stage of the process is to consider the amount that is affordable, before considering whether it is more appropriate for it to be collected as CIL or s106 – or a combination of the two.

Base Appraisals – full current policy requirements

- 12.12 These initial appraisals are based on the base options, being the full policy requirements of the adopted Core Strategy:
- a. Affordable Housing As per policy requirements. 15% in King's Lynn (the un-parished area) and 20% elsewhere as 70% Affordable Rent and 30% intermediate housing.
 - b. Environmental Standards Building Regulations (Part L) increased to reflect emerging requirements

c. CIL and s106 £5,000 per unit except on the following sites where more detailed information is available. On these sites the anticipated costs, as advised by the Council, are used:

Marsh Lane	King's Lynn	£800,000	£5,229/unit
Lynnsport	King's Lynn	£1,560,000	£3,570/unit
Wisbech Fringe	Wisbech	£500,000	£909/unit
Hall Lane	South Wootton	£2,000,000	£6,667/unit
South East KL	King's Lynn	£3,500,000	£2,188/unit

d. Abnormals The following site specific adjustments have been made to address the known/anticipated requirements of the sites:

Marsh Lane	King's Lynn	£1,500,000
Lynnsport	King's Lynn	£1,000,000
Bankside	West Lynn	£1,000,000
S Railway Rd	Downham Market	£140,000
Northern Village	Dersingham	£60,000
SE Village	Stoke Ferry	£300,000

In addition, on brownfield sites (3, 7, 12 and 14) the build costs has been increased by 10%.

Sites 1 and 2 are likely to be subject to flooding. In these cases the costs have been increased by £15/m² to reflect extra construction costs (Site 3 is also subject to flooding however this is dealt with through an abnormal cost). In some cases separate, additional flood alleviation work has been modelled under the abnormal heading.

e. Developers' Return 20% on GDV.



Table 12.1 Base Appraisals - Adjusted Site Area and GIA. Residual Value compared to Viability Threshold (£/ha)					
			Alternative Use Value	Viability Threshold	Residual Value
			£/ha	£/ha	£/ha
1	Marsh Lane	King's Lynn	50,000	360,000	191,894
2	Lynnsport	King's Lynn	200,000	240,000	299,735
3	Bankside	West Lynn	380,000	456,000	-182,706
4	NE Downham Mkt	Downham Mkt	25,000	330,000	354,606
5	S Railway Rd	Downham Mkt	284,000	340,800	563,916
6	NE Hunstanton	Hunstanton	25,000	330,000	1,034,776
7	Manor Road	Hunstanton	284,000	340,800	2,021,687
8	Wisbech Fringe	Wisbech	25,000	330,000	799,690
9	Hall Lane	South Wootton	25,000	330,000	746,143
10	South East KL	King's Lynn	25,000	330,000	470,180
11	Northern Coastal	Brancaster	50,000	360,000	2,309,644
12	Rural East	Castle Acre	284,000	340,800	869,651
13	Northern Village	Dersingham	950,000	1,140,000	2,731,109
14	SE Village	Stoke Ferry	284,000	340,800	332,732
15	Northern Village	Sedgeford	50,000	360,000	1,438,470
16	South Village	Southery	50,000	360,000	731,540

Source: KL&WNBC Viability Study (HDH 2013) (Table 10.4 above)

12.13 These appraisals showed that, when considering either the Council's estimate of the developer contributions, or of £5,000 per unit, most sites were viable – although the brownfield sites (3, 4 and 14) in King's Lynn and Stoke Ferry are not viable, those brownfield sites (7 and 12) in the higher value areas, are viable.

12.14 In the following table we have calculated the additional profit. This is calculated with all the same assumptions as above – with one significant change. In the above tables we have assumed a s106 payment of £5,000 per unit on all units and the following site specific infrastructure payments.

Marsh Lane	King's Lynn	£800,000	£5,229/unit
Lynnsport	King's Lynn	£1,560,000	£3,570/unit
Wisbech Fringe	Wisbech	£500,000	£909/unit
Hall Lane	South Wootton	£2,000,000	£6,667/unit
South East KL	King's Lynn	£3,500,000	£2,188/unit

12.15 In the following table we have reduced the assumed s106 payment to £2,000, however we have not changed the site specific payments listed above. The output is the additional profit – being the amount over and above the competitive return for the developer (20% of GDV).

We have assumed that the land is purchased for the existing use value 'plus' being the viability threshold and the amount required to ensure that land is forthcoming to the market. The final column shows the additional profit for the whole site divided by the floor area of market housing.

Table 12.2 Base Appraisals - Adjusted Site Area and GIA. Additional Profit after £2,000/unit (market and affordable) s106 contribution				
			Additional Profit	
			£ site	£/m2
1	Marsh Lane	King's Lynn	-1,247,633	-94
2	Lynnsport	King's Lynn	3,592,258	94
3	Bankside	West Lynn	-1,483,974	-112
4	NE Downham Mkt	Downham Mkt	717,569	56
5	S Railway Rd	Downham Market	1,577,163	134
6	NE Hunstanton	Hunstanton	4,293,579	517
7	Manor Road	Hunstanton	1,385,371	534
8	Wisbech Fringe	Wisbech	17,203,883	373
9	Hall Lane	South Wootton	10,831,282	429
10	South East KL	King's Lynn	34,230,760	253
11	Northern Coastal	Brancaster	1,125,729	938
12	Rural East	Castle Acre	147,975	232
13	Northern Village	Dersingham	778,073	620
14	SE Village	Stoke Ferry	209,261	42
15	Northern Village	Sedgeford	1,609,598	521
16	South Village	Southery	323,772	226

Source: KL&WNBC Viability Study (HDH 2013)

12.16 The analysis shows that most sites have scope to pay an element of CIL – over and above a s106 contribution of £2,000 per unit. In this analysis no consideration has been given to how it may be paid – just to the total quantum of the payment. This is the appropriate starting point as the Council has considerable scope to adopt a variety of different strategies when setting CIL depending on the nature of sites to come forward and the types of infrastructure to be funded.

12.17 The Additional Profit is the profit over and above the developers' and the land owners' competitive return. It is important to note that the Additional Profit is not the level of CIL – it is the amount out of which CIL can be paid. The NPPF Beta Practice Guidance is clear that CIL and other policy requirements should not be set at the limits of viability.

12.18 When CIL is introduced it will be mandatory in the zones to which it applies. To further inform the Council we have run a further set of appraisals to show the additional profit at

different levels of affordable housing. In this analysis we have assumed a s106 payment of £2,000 per unit on all sites.

			Additional Profit						
			0%	5%	10%	15%	20%	25%	30%
1	Marsh Lane	King's Lynn	38	15	-9	-38	-69	-103	-142
2	Lynnsport	King's Lynn	197	179	158	134	108	78	44
3	Bankside	West Lynn	-33	-57	-82	-108	-141	-178	-221
4	NE Downham Mkt	Downham Mkt	151	132	110	86	59	28	-7
5	S Railway Rd	Downham Mkt	216	200	181	160	137	111	81
6	NE Hunstanton	Hunstanton	590	575	559	541	520	497	470
7	Manor Road	Hunstanton	612	597	579	560	538	513	484
8	Wisbech Fringe	Wisbech	446	432	417	400	381	359	334
9	Hall Lane	South Wootton	511	495	478	458	436	411	382
10	South East KL	King's Lynn	334	316	297	276	252	224	193
11	Northern Coastal	Brancaster	983	974	965	954	941	927	911
12	Rural East	Castle Acre	320	301	281	260	234	205	171
13	Northern Village	Dersingham	716	697	675	650	623	592	556
14	SE Village	Stoke Ferry	137	117	96	73	46	15	-20
15	Northern Village	Sedgeford	578	567	554	540	524	506	486
16	South Village	Southery	294	280	265	248	229	207	183

Source: KL&WNBC Viability Study (HDH 2013)

12.19 As well as considering mainstream housing, we have also considered older people's housing and its ability to bear CIL. Using the same methodology we have calculated the additional profit. This is shown below.

		King's Lynn		Hunstanton		Downham Market	
		Private Sheltered	HWC Extra Care	Private Sheltered	HWC Extra Care	Private Sheltered	HWC Extra Care
Residual Land Worth		60,868	-1,190,504	5,581,686	-809,795	1,583,852	27,765
Additional Profit		-167,132	-1,418,504	5,353,686	-1,037,795	1,355,852	-200,235
£/m2		-35	-344	1,127	-252	285	-49

Source: KL&WNBC Viability Study (HDH 2013)

12.20 There is scope to raise CIL from residential development on the areas outside King's Lynn – although, based on the analysis in this report, the scope on older people's housing is limited. As set out in Chapter 10 the viability analysis needs to be considered in the wider context of what is actually happening in the Borough. The analysis has been based on the RHG's submissions and assumes that such accommodation is market accommodation that build and sold and is all within the C3 use. It makes no allowance for, and does not reflect the on-going business of providing care and services. Older peoples housing schemes are coming forward. A good example is the Prime Life project in West Lynn. This mixed C2/C3 project is being brought forward by the private sector and without the use of grant or subsidy (on a difficult brownfield site) in West Lynn. It includes affordable housing and the developer has agreed to make s106 contributions. We would suggest that when it comes to setting CIL full consideration is given to wider evidence.

12.21 We take this opportunity to stress again that the results, in themselves, do not determine the rates of CIL. Based on the results of the calculations of the Additional Profit, we would recommend that CIL is set at no more than the following rates (these are not recommended rates).

Table 12.4 Maximum rates of CIL - Residential	
Development Type	Maximum Rate of CIL
Residential – King's Lynn Area	£0/m ²
Residential – Residual Area	£120/m ²
Sheltered/Retirement Housing (C3)	
King's Lynn	£0/m ²
Residual Area	£120/m ²
Extra Care	£0/m ²

Source: KL&WNBC Viability Study (HDH 2013)

12.22 In this analysis we have followed the existing affordable housing zones – being the un-parished area of King's Lynn, and the remainder of the Borough. The CIL Regulations require that CIL Charging Zones are marked on an Ordnance Survey plan. We suggest the King's Lynn Charging Zone is as in Figure 4.4 above.

Viability Evidence – Non-residential

12.23 When considering non-residential development we have followed the same methodology as for residential development as set out above. On the basis of the assumptions set out in the earlier chapters, we prepared financial appraisals for each of the modelled non-residential typologies using a bespoke spreadsheet-based financial analysis model. We produced financial appraisals based on the build costs, abnormal costs, and infrastructure costs and financial assumptions.

12.24 In Chapter 10 we considered the viability of the non-residential uses. Using the same development assumptions we calculated the additional profit for the different development



types. The output is the additional profit – being the amount over and above the competitive return for the developer (20% of GDV). We have assumed that the land is purchased for the *existing use value 'plus'* being the viability threshold and the amount required to ensure that land is forthcoming to the market.

Table 12.5 Additional profit – Non-Residential Uses							
Greenfield							
<u>NORTH</u>	Industrial	Industrial	Offices	Offices	Super- markets	Retail Ware- house	Shops
Residual Land Worth	-487,040	-88,184	-331,537	-101,098	3,531,660	1,463,398	
Additional Profit	-551,440	-91,824	-359,537	-381,098	2,803,660	959,398	
£/m2	-368	-459	-719	-2,541	701	240	
<u>KINGS LYNN</u>							
Residual Land Worth	-406,455	-97,394	-216,415	-83,829	3,531,660	2,384,374	
Additional Profit	-470,855	-101,034	-244,415	-363,829	2,803,660	1,880,374	
£/m2	-314	-505	-489	-2,426	701	470	
<u>SOUTH</u>							
Residual Land Worth	-505,317	-107,931	-238,529	-84,838	3,547,920	251,690	
Additional Profit	-569,717	-111,571	-266,529	-364,838	2,819,920	-252,310	
£/m2	-380	-558	-533	-2,432	705	-63	
Brownfield							
<u>NORTH</u>	Industrial	Industrial	Offices	Offices	Super- markets	Retail Ware- house	Shops
Residual Land Worth	-597,202	-235,177	-406,062	-123,455	2,946,300	1,204,864	68,176
Additional Profit	-675,586	-239,607	-440,142	-464,255	2,060,220	591,424	-54,224
£/m2	-450	-1,198	-880	-3,095	515	148	-361
<u>KINGS LYNN</u>							
Residual Land Worth	-516,616	-1,084,554	-290,940	-106,187	2,946,300	2,125,840	114,225
Additional Profit	-621,496	-1,090,482	-336,540	-562,187	1,760,700	1,305,040	-48,975
£/m2	-414	-5,452	-673	-3,748	440	326	-326
<u>SOUTH</u>							
Residual Land Worth	-615,478	-1,098,993	-313,054	-107,195	2,962,560	-6,844	-180,344
Additional Profit	-693,862	-1,103,423	-347,134	-447,995	2,076,480	-620,284	-261,944
£/m2	-463	-5,517	-694	-2,987	519	-155	-1,746

Source: KL&WNBC Viability Study (HDH 2013)



Table 12.6 Additional profit – Hotels		
	Greenfield	Brownfield
Residual Land Worth	866,078	866,078
Additional Profit	754,078	683,678
	465	422

Source: KL&WNBC Viability Study (HDH 2013)

12.25 The employment uses are not viable and are unable to bear a level of CIL. Of the retail uses, shops are not able to bear CIL, however both supermarket development and retail warehouses are. The development of retail warehouses in the northern area would not be able to bear CIL – although no such development is expected in that area over the Plan period.

12.26 We take this opportunity to stress again that the results, in themselves, do not determine the rates of CIL. Based on the results of the calculations of the Additional Profit, we would recommend that CIL is set at no more than the following rates (these are not recommended rates).

Table 12.7 Maximum rates of CIL – Non-residential	
Development Type	Maximum Rate of CIL
Supermarkets	£400/m ²
Retail Warehousing	£180/m ²
Shops	£0/m ²
Hotels	£400/m ²

Source: KL&WNBC Viability Study (HDH 2013)

12.27 The above analysis will inform the CIL setting process and should not be considered to be recommended rates.

Setting CIL – Factors to consider

12.28 In the following sections we have set out the principle matters for the Council to consider when setting CIL. It is beyond the scope of this study to set the rates of CIL – that will take place following the preparation of the Preliminary Draft Charging Schedule and the input of elected members.

Evidence of the Infrastructure Requirements and other sources of funding

12.29 It is beyond the scope of our instructions to consider the infrastructure evidence and other sources of funding. There is no expectation that CIL should meet the full costs of infrastructure. It will be necessary for the Council to clearly identify the infrastructure that is required to support the development in the Plan, and to consider how that infrastructure may

be funded. If there is a shortfall, then the Council will have to consider whether or not it is appropriate to seek CIL to assist in filling the funding shortfall (or funding gap).

12.30 In this regard we draw particular attention paragraph 8 of the CIL Guidance (April 2013) that says:

In meeting the requirements of regulation 14(1), charging authorities should show and explain how their proposed levy rate (or rates) will contribute towards the implementation of their relevant Plan and support the development of their area. As set out in the National Planning Policy Framework in England, the ability to develop viably the sites and the scale of development identified in the Local Plan should not be threatened.

12.31 We recommend that the Council identifies those key items of infrastructure that are required to facilitate specific developments. The Council may then prioritise those to ensure timely delivery and to allow the Plan's delivery.

Regulations and Guidance

12.32 A commentary is given to the CIL Regulations and CIL Guidance at the start of this report, however it is useful to revisit these at this stage. Regulation 14 sets out the context for setting the rates of CIL – the relevant parts say:

Setting rates

(1) *In setting rates (including differential rates) in a charging schedule, a charging authority must aim to strike what appears to the charging authority to be an appropriate balance between—*

(a) *the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and*

(b) *the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.*

(2) *In setting rates in a charging schedule, a charging authority may also have regard to actual and expected administrative expenses in connection with CIL to the extent that those expenses can be funded from CIL in accordance with regulation 61.*

12.33 This is expanded on in paragraph 8 of the CIL Guidance:

The Community Infrastructure Levy regulations place this balance of considerations at the centre of the charge-setting process. In meeting the requirements of regulation 14(1), charging authorities should show and explain how their proposed levy rate (or rates) will contribute towards the implementation of their relevant Plan and support the development of their area. As set out in the National Planning Policy Framework in England, the ability to develop viably the sites and the scale of development identified in the Local Plan should not be threatened.

12.34 There is considerable scope to introduce different strategies for setting CIL. It may be that, for example, a council wants to maximise CIL so as to fund infrastructure that it is going to procure and deliver. Alternatively a council may set CIL at a lower level so that the

responsibility of delivery is left to the developer (through the s106 regime or under s278 agreements³¹). It is not for the CIL Examiner to question how the Charging Authority has struck the balance and set CIL – unless the Development Plan, as a whole, is threatened. This is set out in paragraph 10 of the CIL Guidance.

10. *The examiner should be ready to recommend modification or rejection of the draft charging schedule if it threatens delivery of the relevant Plan as a whole.*

12.35 It is important to note that, without CIL to pay for infrastructure, the Development Plan may be put at risk and as set out above the hurdle to '*show and explain how their proposed levy rate (or rates) will contribute towards the implementation of their relevant Plan and support the development of their area*' is a high one.

12.36 The CIL Regulations and the CIL Guidance are clear and well set out, however over recent months a number of uncertainties have come to light. Few Charging Schedules are in place and there is not a large body of CIL Examination reports and legal decisions in place to clarify the areas of uncertainty. There are two particular matters that are relevant to this study: differential rates and charging zones.

Differential Rates

12.37 As we set out in Chapter 2, CIL Regulation 13 gives the flexibility to charge variable rates by zone and development type, however there has been some uncertainty around the charging of differential rates. This follows the objection made by supermarket operator Sainsbury's to the Poole Charging Schedule. We recommend that the Charging Authorities adopt the definitions set out by Geoff Salter in his report following his examination of the Wycombe DC CIL Charging Schedule (September 2012). These are:

Superstores/supermarkets *are shopping destinations in their own right where weekly food shopping needs are met and which can also include non-food floorspace as part of the overall mix of the unit.*

Retail warehouses *are large stores specialising in the sale of household goods (such as carpets, furniture and electrical goods) DIY items and other ranges of goods catering for mainly car-borne customers.*

³¹ Section 278 agreements under the Highways Act are legally binding agreements between the Local Highway Authority and the developer to ensure delivery of necessary highway works. Currently, the limitations on planning obligations in regulation 123 do not apply to section 278 agreements. Authorities can combine both section 278 and the levy to fund improvements to the road network and local authorities can enter into unlimited section 278 agreements for the same piece of road infrastructure. There are no current arrangements for the relationship between section 278 agreements and the levy to be visible or regulated in the same way as planning obligations.

The government, through DCLG, are considering whether it is right for section 278 agreements to be required for projects which are included on the list of infrastructure and intended to be funded through the levy, and whether this could result in unreasonable requirements on developers.



Charging Zones

12.38 Large development sites can be very different to smaller development sites. During the consultation phases of this project, we have been advocating the setting of site specific rates for large urban extensions so welcome the wording introduced in paragraph 34 in the April 2013 CIL Guidance that says '*In some cases, charging authorities could treat a major strategic site as a separate geographical zone where it is supported by robust evidence on economic viability*'.

12.39 At present there is not sufficient evidence to support such differential rates. We recommend that this is read in conjunction with the Harman Guidance that says (page 23):

Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.

12.40 We recommend that developers and landowners promoting 'large strategic sites' should be given the opportunity to make submissions – and we would recommend that they are actively encouraged to do so.

12.41 If the Council decides to follow this advice, then detailed, scheme specific, viability appraisals will need to be prepared – such a task is beyond the scope of this project.

New Regulations and Guidance

12.42 This viability study has been prepared in line with CIL Guidance, the CIL Regulations, best practice, and the various other sources of relevant Guidance. It may be necessary to revisit the CIL setting process in the light of any new Regulations or Guidance. At time of writing this report, DCLG are consulting on potential changes to the CIL Regulations. As new regulations are introduced and new guidance published, it may be necessary for the Council to reconsider its approach to setting CIL.

CIL v s106

12.43 Councils are not required to introduce CIL and CIL is not a replacement of s106 contributions – the use of CIL by local authorities is discretionary, so some authorities may continue to seek S106 contributions, and others will seek a combination of S106 contributions and CIL payments.

12.44 From April 2014³², councils will be unable to pool S106 contributions from more than five developments³³. If there are large items of infrastructure (for example flood defences,

³² It is expected that the CIL regulations will be altered to delay this date to April 2015.

³³ CIL Regulations 123(3)

schools or highways work) that are required to support more than 5 sites, a council would not be able to seek s106 contributions across the sites to provide funding. This is a new restriction and will encourage councils to adopt CIL – particularly where there are large items of infrastructure to be delivered that will relate to multiple sites. This restriction on pooling s106 will have the effect of bringing s106 tariff policies for items like open space, education and transport, to an end.

12.45 It is important to note that councils that have adopted CIL will still be able to raise additional S106 funds for infrastructure, provided this is not for infrastructure specifically identified to be funded by CIL, through the 'Regulation 123 List'³⁴.

12.46 It is our firm recommendation that the Council gives careful consideration to preparing a Regulation 123 List and thus maintains the option of agreeing further payments over and above CIL under the s106 regime (and s278 regime).

14. The charging authority should set out at examination a draft list of the projects or types of infrastructure that are to be funded in whole or in part by the levy. The charging authorities should also set out those known site-specific matters where section 106 contributions may continue to be sought. The principal purpose is to provide transparency on what the charging authority intends to fund in whole or part through the levy and those known matters where section 106 contributions may continue to be sought.

12.47 In this context we draw the Council's attention to Paragraphs 84 to 91 of the April 2012 CIL Guidance which supplement Paragraph 15.

12.48 It is best practice (and may become a requirement if the change suggested in the consultation on the CIL Regulations is implemented) that the 123 List is prepared and set out at the time of the Consultation on the Preliminary Draft Charging Schedule. We recommend that the Council sets out those items of infrastructure that are vital to the delivery of the Development Plan in a draft 123 List and consults stakeholders on its content.

12.49 In the viability testing carried out in the report and the assessment of additional profit at the start of this chapter, we have assumed that the Council will adopt a strategy where site specific matters are funded or delivered in kind under s106 arrangement, and that those more general items that are required to support development across the wider area are funded through CIL.

Infrastructure Delivery

12.50 Under the current s106 regime, the delivery of site specific infrastructure largely falls to the developer of a site. If improvements to the infrastructure are required, then normally it is for the developer to procure and construct those items – albeit under the supervision of the appropriate authority. The exception to this is in relation to education and public open

³⁴ This is the list of the items that the Council will spend CIL payments on.

space, where some councils have developed tariff systems for contributions to be made into a central 'pot' which is then spent across a general area.

- 12.51 The advantage of this current system is that the developer has control of the process and can carry out (directly or indirectly) improvements that are required to enable a scheme to come forward. By way of an example, these may be to provide a new roundabout and upgrade a stretch of road, and on a very big scheme provide community buildings – say a school. The developer carries all the financial and development risk associated with the process³⁵ and is not in the situation of waiting for the Council to provide the infrastructure before being able to proceed with the development.
- 12.52 If the Council is to move to a system whereby CIL is set at the upper limit of viability, it is likely that the delivery of these infrastructure items will fall to the Council. The Council will need to consider the practicalities of this. Do they want to take responsibility for delivering infrastructure that is currently delivered by developers under the s106 regime, and if so, how they will manage and fund it? If the Council does not have a mechanism in place (that may involve borrowing monies), the Development Plan could be put at risk as consented schemes may not be able to proceed.
- 12.53 As part of the process of working towards getting CIL in place, KL&WN has made an assessment of the infrastructure required to support new development. An important part of striking the balance, as to what level of CIL to charge, may be around the nature of infrastructure and how it is to be delivered.

Uncertain Market

- 12.54 There is no doubt that the future of the British economy is uncertain. Various sources of data are shown in Chapter 4 and, whilst the general fall in house prices seems to have stopped, there are still ups and downs. It is noticeable how low turnover (sales per month) is now, compared to the peak of the market in 2007.
- 12.55 Confidence is improving, however a new high level of CIL, set close to the limits of viability could have an adverse impact on development coming forward. We recommend that a cautious approach is taken.

Neighbouring Authorities

- 12.56 The rates of CIL introduced by neighbouring local authorities are going to be a material factor when the Council comes to set its rates of CIL. A very high rate may be viable,

³⁵ It should be noted that there is some uncertainty around how the provision of infrastructure sits within the EU Procurement Rules and whether the provision of such items should be subject to competitive tendering. We recommend that the Council takes independent legal advice in this regard.



however if a neighbouring authority has set a low rate, then the Development Plan could be put at risk as developers may prefer to develop in an area with a lower rate of CIL.

12.57 At present the neighbouring and nearby councils have published the following rates of CIL – NOTE this is a simplified list:

Table 12.8 Local CIL Rates		
Council		Rate (£/m ²)
South Holland	No published rates	
North Norfolk	Not pursuing CIL	
Breckland	Preliminary Draft Charging Schedule published	Residential £60 and £0 Out of town retail £150 Hotels £140 Res Care Homes £90 Holiday Accommodation £30
Forest Heath	No published rates	
East Cambridgeshire	Adopted	Residential £40, £70 and £90 Retail £120
Fenland	No published rates	
Greater Norwich	Adopted	Broadland Residential £75 and £50 Large convenience retail £135 Other retail and leisure £25 C2, C2A and D1 and fire stations etc £0 B1, B2, B8 and C1 £5 Norwich City Residential £75 Flats £65 Large convenience retail £135 Other retail and leisure £25 B1, B2, B8 and C1 £5 South Norfolk Residential £115 and £75 Large convenience retail £135 Other retail and leisure £25 C2, C2A and D1 and fire stations etc £0 All other development £5
Peterborough	Preliminary Draft Charging Schedule published	Res – no affordable £110 Res – up to 799 units £75 Res – over 800 plus units £30 Flats with/without affordable £10/£50 Retail – comparison £175 Convenience £400 Retail – other £10 All other development £10

Source: Council web sites (October 2013)

12.58 To provide further context, we have set out in the following table the rates of CIL that have been or are being considered by councils with similar median house prices. We have set out

rates and median house prices for all councils that have published CIL rates in **Appendix 9**. In this table we have averaged councils' published rates of CIL across the various charging zones, and applied this rate by assuming a typical 90m² new build house. This is clearly a broad estimate, however it does provide some wider context. In the first column we have shown the rank of each council when sorted by median house price. KL&WN ranks 133rd out of 345 councils.

Table 12.9 Published rates of CIL (May 2013)				
Rank		Median House Price	Average CIL Rate	CIL as % of median prices
108	Leeds	140,000	47	3.00%
109	Waveney	140,000	77	4.93%
116	Plymouth UA	142,500	30	1.89%
124	Chorley	145,950	70	4.32%
127	Portsmouth UA	149,000	105	6.34%
128	Medway UA	149,739	125	7.51%
133	King's Lynn and West Norfolk	150,000		
135	Swindon UA	150,000	28	1.65%
138	Rugby	152,500	75	4.43%
141	East Northamptonshire	154,000	100	5.84%
149	West Lancashire	157,000	43	2.44%
151	Dover	157,000	75	4.30%
156	Southampton UA	160,000	90	5.06%

Source: Median Prices CLG Livetable 586 and CIL watch at www.planningresource.co.uk

12.59 On average, across England and Wales the residential CIL is just under 4.5% of median property values (based on Median Prices CLG Livetable 586). In KL&WN this would equate to about £6,750 per new dwelling or about £70/m².

12.60 We would urge caution about getting out of line in introducing CIL rates. In particular this applies to commercial uses. The area's employment uses are thriving, we have shown that this type of development can bear CIL but we suspect, based on consultations with agents, that this sector would be deterred by a high level of CIL.

S106 History

12.61 The Council has a highly developed and efficient mechanism for ensuring the delivery of affordable housing but has not actively pursued s106 contributions to the extent of some other councils. As required by the CIL Guidance, the Council will present evidence to the CIL Examination of details of its past track record in this regard. The Council's priority of seeking Affordable Housing is reflected in the fact that the Council has largely achieved its affordable housing targets. The lack of a good track record in achieving financial contributions should

not be seen as an indication of poor viability – but an indication of the Council's and elected members' priority to deliver affordable housing.

Costs of Infrastructure and Sources of Funding

- 12.62 The Council is in the process of examining and establishing the requirement for infrastructure to support new development and the costs of providing this. They have also considered the amounts of funding that may or may not be available from other sources such as the LEP, New Homes Bonus, through the County Council, from Central Government and HCA, and through their own resources. The Council has a funding gap, that is to say the cost of providing the infrastructure is more than the identified funding.
- 12.63 When the Council strikes the balance and sets the levels of CIL, the amount of funding required will be a material consideration as it may be that the delivery of the Plan is threatened in the absence of CIL to pay for infrastructure. However, it should be stressed that CIL should be set with regard to the effect of CIL on development viability.
- 12.64 There is no expectation that CIL should pay for all of the infrastructure requirements in an area. There are a range of other sources as set out above that are taken into account.
- 12.65 The Council will need to consider the total amount of money that may be received through the consequence of development; from CIL, from s106 payments, and from the New Homes Bonus when striking the balance as to their level of CIL.
- 12.66 Bearing in mind the requirements of paragraph 8, and as set out above, it is best practice (and may become a requirement if the change suggested in the consultation on the CIL Regulations is implemented) that the 123 List is prepared and set out for at the time of the Consultation on the Preliminary Draft Charging Schedule. We recommend that the Council sets out those items of infrastructure that are vital to the delivery of the Development Plan in a draft 123 List and consults stakeholders on its content. In this regard KL&WN should set out the other available sources of funding, the role CIL will play, and how these items of infrastructure will enable the Plan to be delivered.
- 12.67 When setting out the costs and other sources of funding, the Council will need to note that not all this CIL will be available to fund infrastructure. The Council will retain 5% to cover administration and collection costs. In addition the Council is required to pass 15% of the CIL to local communities where is no Neighbourhood Development Plan and 25% of the CIL to local communities where there is a Neighbourhood Development Plan in place.

Instalment Policy

- 12.68 CIL Regulation 69 sets out when CIL is payable. This is summarised as follows:

Equal to or greater than £40,000	Four equal instalments at the end of the periods of 60, 120, 180 and 240 days from commencement
£20,000 and less than £40,000	Three equal instalments at the end of the periods of 60, 120 and 180 days from commencement
£10,000 and less than £20,000	Two equal instalments at the end of the periods of 60 and 120 days from commencement
less than £10,000	In full at the end of the period of 60 days from commencement

Source: CIL Regulations

12.69 The 2011 amendment to the CIL Regulations³⁶ introduced, at 69B, the ability for Charging Authorities to adopt an Instalment Policy. If an Instalment Policy is not adopted then payment is due as set out in the table above. To require payment, particularly on large schemes in line with the above, could have a dramatic and serious impact on the delivery of projects. It is our firm recommendation that the Council introduces an instalment policy. Not to do so could put the Development Plan at serious risk.

A Strategy for Setting CIL

12.70 In setting CIL, the Council will need to weigh up a wide range of information – including the viability evidence. Our recommended strategy for setting CIL is to set CIL well within the limits of viability and develop a limited Regulation 123 List. This will reflect the current uncertain market. Importantly, this will also allow the developers to maintain control of the delivery of infrastructure for large sites – thus giving more certainty of delivery.

12.71 The limited Regulation 123 List will enable the Council to develop and implement a strategy of further site specific s106 payments.

12.72 This advice is pragmatic and will ensure that the Development Plan is delivered. The ability of the Council to achieve its affordable housing target is varied; if a higher rate of CIL was charged, then less affordable housing would be delivered, thus putting the Development Plan at risk.

12.73 This approach will maximise the overall contribution of developers but allow the flexibility to negotiate on a site-by-site basis. CIL will be paid on all viable sites, and then the Council will be able to ensure that each site contributes to the maximum possible extent – be that through s106 payments, or through the delivery of affordable housing.

³⁶ SI 2011 No. 987 COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES The Community Infrastructure Levy (Amendment) Regulations 2011. Made 28th March 2011 Coming into force 6th April 2011



Review and revision

- 12.74 Due to the uncertain market, we recommend that any rates of CIL are reviewed every three years or if house prices change by more than 10% from the date of this study.
- 12.75 Further we stress that this study has been carried out on the basis that the units will be built to Part L of the current Building Regulations and to CfSH Level 4. There is uncertainty about the increase in these levels. Should these be increased it will be necessary to review these rates.

Recommended Rates

- 12.76 The final part of this study is to recommend rates of CIL. The essential test that will be applied at the CIL examination is whether the rates of CIL *'threaten delivery of the plan as a whole'*. Any level of CIL will render some development unviable, but some development is already unviable in the current market, on some sites, without any costs imposed by the Council. In addition the Council should be able to demonstrate that CIL will facilitate the delivery of the Plan.
- 12.77 The recommended rates are set out below. They are a consultant's view and have been put forward without regard to the infrastructure requirements or to the Council's other sources of funding.
- 12.78 The following rates are based on a professional judgment informed by the analysis and information set out in this report. These are proposed at a level that development sites will continue to be required to meet their own, site specific, infrastructure and mitigation costs, but at a level where the Council will achieve the full implementation of its affordable housing targets.

Table 12.11 Recommended rates of CIL	
Development Type	Maximum Rate of CIL
Residential – KL&WNBC area excluding the un-parished area of King's Lynn	£60/m ²
Sheltered/Retirement Housing (C3) KL&WNBC area excluding the un-parished area of King's Lynn.	£60/m ²
Supermarkets, Retail Warehouse and Hotels	£100/m ²
All other chargeable development (including residential within the un-parished area of King's Lynn)	£10/m ²

Source: KL&WNBC Viability Study (HDH 2013)

- 12.79 The rates include a 'base rate' of £10/m² across all types of development other than those specifically mentioned above. We do not believe that a charge, that would equate to less than 2% of total development costs, would have a significant bearing on the development coming forward, and certainly will not put the Development Plan at risk.

- 12.80 The recommended rates for older peoples' housing are based on a simplified model of development which we acknowledge is not fully representative of the development in this sector that is expected over the plan period. As the development types are clarified it may be necessary to revisit this aspect of the viability evidence and the conclusions based on it.
- 12.81 Rates will be set to ensure that the Development Plan is not threatened. The rates have been set to ensure the continued development of residential property and, most importantly (as the Council puts considerable weight on its importance), that the development of employment space is not deterred in any way.

Next Steps

- 12.82 The recommendations in this study are 'a consultant's view' and do not reflect the particular priorities and emphasis that KL&WN may put on different parts of its Development Plan. The above suggested rates are supported by the evidence – however there is considerable scope for the Council to strike a different balance.

Appendix 1 s106 Track Record

<i>Planning Application No.</i>	<i>Location</i>	<i>S.106 Date</i>	<i>Details of Obligations</i>	<i>Contributions</i>	<i>Paid</i>
02/91/0677/F	The Willows, Gayton, King's Lynn	NA	POS (Capitalised Maintenance for 15 years at 2007-08 values)	£28,765.00	£28,765.00
2/98/0630/F; 2/02/2164/F	Meadowfields/Parkfields, Downham Market	10/12/1998	POS (Capitalised Maintenance for 15 years at 2007-08 values)	£95,942.20	£95,942.20
2/93/1118/F	Springfields, Phase 14, Downham Market	NA	POS (Capitalised Maintenance for 15 years at 2007-08 values)	£1,862.72	£1,862.72
08/01646/F; 2/88/399/D	Land at East of 26 Orchard Drive, West Walton	NA	Play Equipment Refurbishment	£6,942.79	£6,942.79
10/00269/FM	181 St Peters Road, West Lynn, King's Lynn	26/05/2010	Public Open Space/Play Area Contribution and Interest	£34,000.00	£35,802.00
2/00/0779/F; 2/94/1914/F	The Howards, North Wootton	30/08/2000	POS (Capitalised Maintenance for 15 years at 2006-07 values)	£11,149.75	£11,149.75
2/01/1126/F	Land off Bennett Street, Downham Market	06/12/2002	Public Open Space Contribution (one-off payment within Section 106 Agreement)	£16,000.00	£16,000.00
2/02/1018/O	Adjacent The Hollies, Town Street, Upwell, Wisbech	22/12/2004	Play Equipment (Capitalised Maintenance for 15 years at 2008-09 values; but, also covers POS sum as is small area, a LAP)	£3,226.30	£3,226.30
2/02/2201/F	Construction of 149 dwellings together with associated roads, drainage, open space and landscaping Gap Farm, Grimston Road, South Wootton	07/04/2004	POS and Play Equipment (Capitalised Maintenance for 15 years at 2008-09 values).	£46,000.00	£47,250.00
2/03/1963/O;	Land at Clenchwarton Road, West Lynn,	NA	Two LAPs, installed and capitalised maintenance for 15	£22,489.01	£32,284.36
06/00838/RMM	King's Lynn (Phase 2: Taylor Wimpey)		years at 2009-10 values		
2/87/2426/F	Templemead, Reffley Lane, King's Lynn	NA	POS (Capitalised Maintenance for 15 years at 2008-09 values)	£23,936.68	£23,936.98
2/89/0463/O	King's Chase off Civray Ave, Downham Market (Phase 1, 2 & 3; or A and B)	08/08/1997	POS (Capitalised Maintenance for 15 years at 2006-07 values)	£70,673.80	£70,673.80
2/89/0463/O;	Land off Civray Avenue, Downham Market	08/08/1997	POS (Capitalised Maintenance for 15 years at 2008-09 values); Play Equipment at 2008-09 values.	£105,828.92	£105,828.92
2/00/0896/D; 2/01/1452/D	(Areas C, D and E)				
2/91/0591/O	Land between Strickland Avenue, Station Road and By-Pass, Snettisham	22/01/1993	POS and Play Equipment maintenance, for 15 years at 2008-09 values	£111,162.48	£111,162.48
2/93/0461/F	Sandringham View, off Mountbatten Road, Dersingham	NA	Public Open Space (Capitalised Maintenance for 15 years at 2008-09 values)	£65,000.00	£65,000.00
2/93/0958/F; 2/95/1447/F	Bishops Park, Winston Churchill Drive, Fairstead	NA	POS (Capitalised Maintenance for 15 years at 2008-09 values)	106,333.30	£129,401.26
2/93/1118/F	Land on the north east side of Kingfisher Road, Downham Market	NA	POS (Capitalised Maintenance for 15 years at 2007-08 values)	£586.00	£586.00
2/99/0477/O;	Land between Lynn Road and Bexwell Road,	NA	LAP provision and capitalised maintenance for 15 years	£14,244.50	£14,244.50



2/03/2065/F; 04/00790/RM 2/99/0490/F	Downham Market Land off Nursery Lane, South Wootton, King's Lynn	 16/06/2000; 12/02/2009	at 2009-10 values POS (Capitalised Maintenance for 15 years at 2008-09 values); Play Equipment at 2008-09 values; Provision of LAP - sum to be held as a Trust, then paid directly to Parish Council	 £58,286.21	 £58,286.21
2/99/1607/F	Land off Nursery Drive, Hunstanton	NA	POS (Capitalised Maintenance for 15 years at 2008-09 values); Play Equipment at 2008-09 values	£60,156.96	£40,000.00
2/01/1515/D;06/02139/R MM; 2/99/1367/O	Land South of Winston Churchill Drive and Parkway and East of A149, King's Lynn (King's Reach, Phases 1 and 2)	15/09/2001	NEAP Off-Site Contribution and Interest	£66,950.00	£66,950.00
04/01590/F	Land at Town Street, Upwell	13/04/2005	Affordable Housing Contribution, to be spent on provision within the villages of Outwell or Upwell (with Interest)	£260,000.00	£262,973.29
05/00107/F	Townsend Farm, Church Road, Walpole St Peter	08/08/2006	The developer to pay the LPA £100,000 in installment, to be utilised for the construction of Affordable Housing in the area of Walpole St Peter or Walpole Highway (Clauses 6.1 and 6.2)	£100,000.00	£100,000.00
05/01935/FM	Development at Old Hunstanton Holiday Park, Old Hunstanton - demolition of 36 chalets and erection of 20 dwellings	20/12/2007	Affordable Housing Commuted Sum and Interest	£258,000.00	£265,740.00
08/02162/F	Land South of Picea Lodge, Outwell	11/11/2008	The developer to pay towards providing either Sporting or Children Recreational Facilities	£60,000.00	£62,208.00
2/00/0779/F	Land adjacent The Howards, Priory Lane, North Wootton	30/08/2000	Affordable Housing Contribution	£150,000.00	£150,000.00
2/01/1126/F 2/01/2030/O	Land of Bennett Street, Downham Market Land off Clenchwarton Road, West Lynn	13/07/2006 12/08/2003	Affordable Housing Contribution Public Transport Contribution and Interest - Ferry Improvement Contribution	£1,094,466.00 £29,689.49	£1,094,466.00 £29,689.49
2/02/1018/O	Development of land adjoining The Hollies, Town Street, Upwell	25/02/2007	Deed of Variation - Extra Affordable House, 8 in total across total site (Variation 4.7); £30,000 towards 'new play equipment to be installed at the Upwell Village Playing Field and/or for the refurbishment of a sports pavilion at the Upwell Village Playing Field (Variation 4.5)(contribution to be transferred to the Upwell Village Playing Fields Committee)	£30,000.00	£33,617.69
2/04/0351/F	Relating to Land to the West of John Kennedy Road, King's Lynn	02/12/2009	Developer to pay contribution towards signage and/or toilet provision within the Borough Council (Deed of Variation)	£36,150.00	£36,150.00
2/97/1191/O	Retail development, Southend Road, Hunstanton (Tesco Stores Limited)	15/05/1998	Footpath Improvement Contribution, £10,000	£10,000.00	£10,000.00
2/99/1607/F 08/02353/FM	Land off Nursery Drive, Hunstanton Land at Gaywood (Tesco Stores Limited),	01/02/2001 11/08/2009	Affordable Housing Contribution King's Lynn town Centre Contribution	£200,000.00 £50,000.00	£200,000.00 £50,000.00



2/01/1985/F	King's Lynn, Norfolk Former Anglia Cannery Site, Edward Benefer Way, King's Lynn	23/07/2002	Environment Improvements	£10,000.00	£10,000.00
11/00156/F	Relating to land at St Faiths Drive, Gaywood, King's Lynn (Tesco Stores Limited)	05/10/2011	King's Lynn Town Centre Contribution	£50,000.00	£50,000.00
2/02/1439/D	Residential development at Bexwell Road and Lynn (Field) Road, Downham Market	NA	Commuted Maintenance Sum	£44,712.42	£44,712.42
2/99/1367/O	Residential development at King's Reach, Fairstead, King's Lynn (Phase 1 and 2)	15/09/2001	Commuted Maintenance Sum	£223,136.62	£223,136.62
06/00484/OM	Land at Bennett Street, Downham Market	12/10/2006	Commuted Maintenance Sum	£50,596.33	£50,596.33
11/00240/F	Land at Beech House, Snape Road, Downham Market	07/07/2011	Commuted Maintenance Sum	£37,331.84	£37,331.84
2/00/0904/F	Land off Leete Way, West Winch - Construction of 22 dwellinghouses including means of access, car parking provision and ancillary works	NA	Commuted Maintenance Sum	£20,000.00	£20,000.00
2/96/0212/O; 2/00/900/O	Residential development – Stone Close to Langridge Circle area, Watlington	05/06/2001	Commuted Maintenance Sum	£70,000.00	£70,000.00
12/00951/OM	Retail - Tesco Stores, Campbell's Meadow, Hardwick, King's Lynn	05/02/2013	Various Financial Obligations (Sum includes £1,000 Monitoring Charge)	£1,044,675.27	£1,044,675.27
09/00216/OM	Retail - Sainsburys Supermarket, Land On the South East Side of Scania Way, Hardwick, King's Lynn	11/10/2010	Various Financial Obligations (Sum includes £1,000 Monitoring Charge)	£883,730.60	£883,730.60



Appendix 2 Consultees



Appendix 3 Consultation presentation





**Kings Lynn & West Norfolk
CIL Viability Study**

First Consultation Event
Assumptions, Appraisals and Findings

22nd January 2013

Agenda

- CIL - What is CIL
- Viability Evidence
- Main Assumptions
- The use of evidence
- House Prices
- Affordable Housing
- Non-residential prices
- Development costs
- The Viability Test
- Developers profit
- Infrastructure Evidence
- Moving Forward



Key issues

- **How much** – will CIL deter development so much as to prejudice the Development Plan or will the absence of CIL prejudice the Development Plan ?
- **When** should it be payable?



What is CIL?



What is CIL?

Local authorities can choose to charge on new developments to support development by funding infrastructure.

Charged per m² on new net development over 100m² and new dwellings

Must be fixed against a schedule of the infrastructure that is required to support new development.

The local authority must strike the balance between deterring development and raising CIL through having regard to viability and delivering the development plan.

Must be approved by an Examiner.

In the future s106 contributions will not be able to be 'pooled'.



Regulations and Guidance

6



Regulations

Regulation 14 - Setting rates

- (1) In setting rates (including differential rates) in a charging schedule, a charging authority must aim to strike what appears to the charging authority to be an appropriate balance between—
 - (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and
 - (b) **the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.**
- (2)

7



March 2010 CIL Guidance (10)

The examiner should not use the CIL examination to question a charging authority's choice in terms of 'the appropriate balance', unless the evidence available to the examination shows that the proposed rate (or rates) will put the overall development of the area at serious risk. The examiner should be ready to modify or reject the draft charging schedule if it puts at serious risk the overall development of the area. In considering whether the overall development of the area has been put at serious risk, the examiner will want to consider the implications for the priorities that the authority has identified in its Development Plan (for example planned targets for housing supply and affordable housing), or in the case of the Mayor's CIL, the implications for the London Plan. In considering whether the Development Plan and its targets have been put at serious risk, the examiner should only be concerned with whether the proposed CIL rate will make a material or significant difference to the level of that risk. It may be that the Development Plan and its targets would be at serious risk in the absence of CIL.



8

NPPF 174

Ensuring viability and deliverability

Local planning authorities should set out their policy on local standards in the Local Plan, including requirements for affordable housing. They should assess the likely cumulative impacts on development in their area of all existing and proposed local standards, supplementary planning documents and policies that support the development plan, when added to nationally required standards. In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at **serious risk**, and **should facilitate development throughout the economic cycle**. Evidence supporting the assessment should be proportionate, using only appropriate available evidence.

9



December 2012 CIL Guidance (9)

9. The independent examiner should establish that:
- the charging authority has complied with the requirements set out in Part 11 of the Planning Act 2008 and the Community Infrastructure Levy Regulations
 - the charging authority's draft charging schedule is supported by background documents containing appropriate available evidence
 - the proposed rate or rates are informed by and consistent with, the evidence on economic viability across the charging authority's area; and
 - evidence has been provided that shows the proposed rate (or rates) would not threaten delivery of the relevant Plan as a whole.

10. The examiner should be ready to recommend modification or rejection of the draft charging schedule if it threatens delivery of the relevant Plan as a whole.

Refers to 173 of NPPF



10

NPPF 173

Ensuring viability and deliverability

Pursuing sustainable development requires careful attention to viability and costs in plan-making and decision-taking. Plans should be deliverable. Therefore, the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, **provide competitive returns** to a willing land owner and willing developer to enable the development to be deliverable.

11



December 2012 CIL Guidance (8)

By providing additional infrastructure to support development of an area, the levy is expected to have a positive economic effect on development across an area. In deciding the rate(s) of the levy for inclusion in its draft charging schedule, a key consideration is the balance between securing additional investment for infrastructure to support development and the potential economic effect of imposing the levy upon development across their area. The Community Infrastructure Levy regulations place this balance of considerations at the centre of the charge-setting process. In meeting the requirements of regulation 14(1), charging authorities should show and explain how their proposed levy rate (or rates) will contribute towards the implementation of their relevant Plan and support the development of their area. As set out in the National Planning Policy Framework in England, the ability to develop viably the sites and the scale of development identified in the Local Plan should not be threatened.



12

CIL, s106, 123 List and other sources of funding

88. Where the regulation 123 list includes a generic item (such as education or transport), section 106 contributions should not normally be sought on any specific projects in that category' Such site-specific contributions should only be sought where this can be justified with reference to the underpinning evidence on infrastructure planning made publicly available at examination.



13

Significant Changes

will put the overall development of the area at serious risk

v

threaten delivery of the relevant Plan as a whole

... charging authorities should show and explain how their proposed levy rate (or rates) will contribute towards the implementation of their relevant Plan and support the development of their area.

Be explicit about CIL / s106 relationship



14

Regulations

The Community Infrastructure Levy Regulations 2010 Regulation 13 - Differential rates

- (1) A charging authority may set differential rates—
 - (a) for different zones in which development would be situated;
 - (b) by reference to different intended uses of development.
- (2) In setting differential rates, a charging authority may set supplementary charges, nil rates, increased rates or reductions.



15

December 2012 CIL Guidance

34. Charging authorities may want to consider setting differential rates as a way of dealing with different levels of economic viability within the same charging area (see regulation 13). This is a powerful facility that makes the levy more flexible to local conditions. Differences in rates need to be justified by reference to the economic viability of development. Charging authorities can set differential levy rates for different geographical zones provided that those zones are defined by reference to the economic viability of development within them. In some cases, charging authorities could treat a major strategic site as a separate geographical zone where it is supported by robust evidence on economic viability.

37. Charging authorities that plan to set differential levy rates should seek to avoid undue complexity, and limit the permutations of different charges that they set within their area. However, resulting charging schedules should not impact disproportionately on particular sectors of specialist forms of development and charging authorities should consider views of developers at an early stage.



16

Viability Testing

17



Viability Tests

CIL Regulation 14

Assess impact of viability on delivery

NPPF

Plan deliverability (was PPS3 Paragraph 29 Affordable Housing Target to be broadly deliverable)

SHLAA

Deliverability

Site Specific

s106 negotiations etc

Guidance: LGA/HBF (Harman), RICS Guidance, PAS, HCA and others.

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Viability Testing - Guidance

THERE IS NO STATUTORY GUIDANCE

NPPF says:

'Evidence supporting the assessment should be proportionate, using only appropriate available evidence'.

The CIL guidance says

'The legislation (section 212 (4) (b)) requires a charging authority to use 'appropriate available evidence' to inform their draft charging schedule. It is recognised that the available data is unlikely to be fully comprehensive or exhaustive. Charging authorities need to demonstrate that their proposed CIL rate or rates are informed by 'appropriate available' evidence and consistent with that evidence across their area as a whole'.



Consultation

Viability considerations should already form part of the strategic housing land availability assessment (SHLAA) process. Good quality information provided by landowners/site promoters at this stage is vital to assist the testing of plan policy viability. The approach to assessing plan viability should therefore seek to maximise the use of relevant SHLAA information.

Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.

Harman Guidance – Page 23



Consultation

46. Charging authorities must consult on their proposed levy rates in a **preliminary draft charging schedule**. This should go beyond broad proposals for the Community Infrastructure Levy and the Government encourages authorities to prepare a draft charging schedule that is evidence based and that will reduce the need for subsequent modifications, so speeding up the process of introducing the levy.

49. Early engagement with local developers and others in the property industry is clearly good practice and should help the charging schedule consultation and examination process run more smoothly. The extent to which charging authorities can do this will depend on the level of engagement from local developers.

December 2012 CIL Guidance



Large Sites

.....In some cases, charging authorities could treat a major strategic site as a separate geographical zone where it is supported by robust evidence on economic viability.

CIL Guidance (34)

Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage..... This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.

Harman Guidance – Page 23



Methodology

23



Standard Viability Test

Gross Development Value

(The combined value of the complete development)

LESS

Cost of creating the asset, including PROFIT

(Construction + fees + finance charges)

=

RESIDUAL VALUE

Residual Value v Existing / Alternative Use Value

24



CIL – Additional Profit

Gross Development Value
 (The combined value of the complete development
 Including X% affordable housing)

LESS

Cost of creating the asset
 (land* + construction + fees + finance charges +
 developers profit)

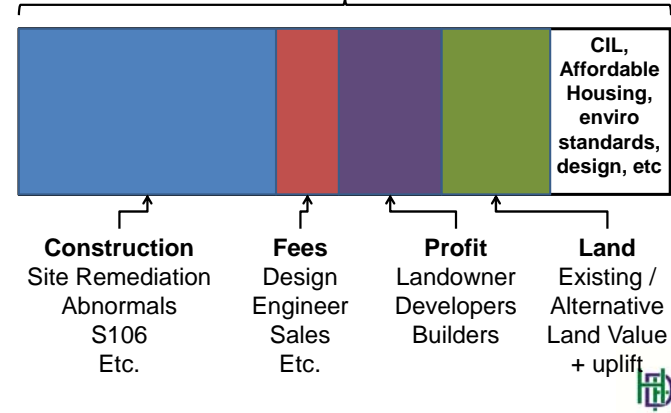
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Scope for CIL

* Where 'land' is the Alternative Use Value and uplift



Gross Development Value All income from a Scheme



Modelling

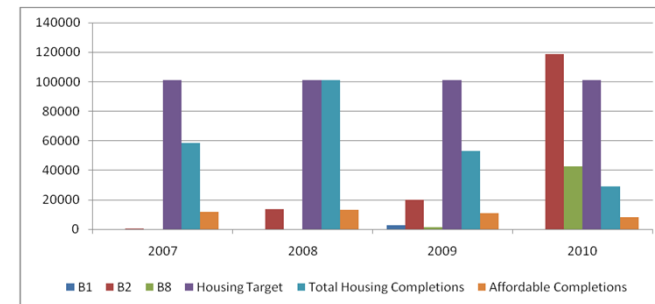
Residential Update of KLWN AHVS

Commercial Industrial
 Office
 Retail
 Hotel

Not community



Completed Development (m2)

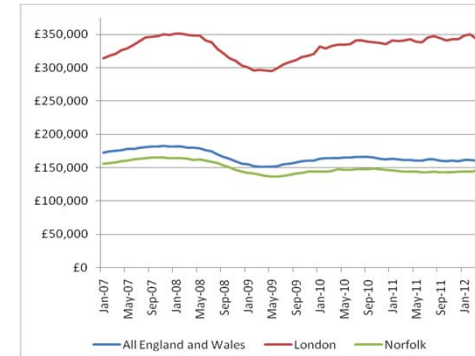


Key Assumptions

29



Average House Prices



30



Site	Place	Developer / Agent	Scheme	Price Range	Typical
Kings Lynn					
Kings Reach	Kings Lynn	Taylor Wimpy	1, 2 and 3 bed flats and houses	1450 to 2270	2,000
Riverside Gardens	Kings Lynn	Persimmon	Mainly 3 and 4 bed houses	1700 to 2100	2,000
London Road	Kings Lynn	William H Brown	3 bed		2,201
North					
Sandringham Grove	Old Hunstanton	Sowerbys	4 bed	3425 to 3465	3,450
Brenda Collinson Close	Dersingham	Rounse and Evans	4 bed		2,730
Hunstanton	Ship Lane Thornham	Bidwells sales	5 bed houses	3025 to 4545	3,500
Syderstone	Wicken Pond	Bedfords sales	5 bed		2,680
Thornham	Haymans Lodge	Bedfords sales	4 bed		3,135
	Watlington	William H Brown	4 and 6 bed		2,390
South					
Martingales	Watlington	Persimmon	2, 3 and 4 bed houses	1430 to 1900	1,800
Windmill Chase	Downham Market	Taylor Wimpy	3, 4 bed houses and 2 bed flats	1345 to 1750	1,700
Holmewood	Littleport	Persimmon	4 and 5 bed houses	1715 to 2050	1,850
Hayfields	Downham Market	Bennett	Mix of mainly smaller units	1430 to 2740	2,050
Railway Road	Downham Market	Ben Bailey	2 and 3 bed houses	1975 to 2580	2,150
The Hatchery	Swaffham	Abel Homes	2, 3 and 4 bed houses	1320 to 2030	1,900
The Springs	Wereham	Bennett	2, 3 and 4 bed houses	2435 to 2580	2,520
St Leonards Mead	Mundford	Bennett	3 and 4 bed houses	1670 to 2110	2,010
	North Creake	Sowerbys	3 bed	3910 to 4016	3,950
	Snettisham	Sowerbys	3 Bed		3,490
Main road	Fincham	William H Brown	4 bed		1,505

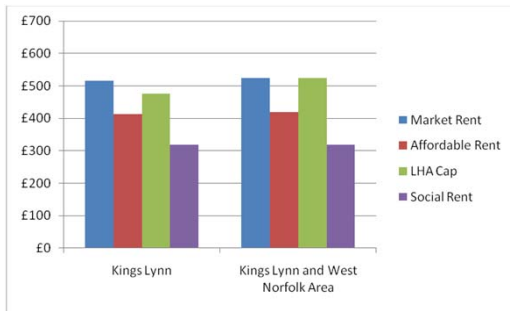
Table 4.9 Price bands for viability appraisals (£/m²)

		2008 AHVS	2012 Survey
1	College Playing Fields King's Lynn NE	2,010	2,000
	NEW Kings Lynn		2,000
2	College Campus King's Lynn N Central	2,130	2,000
	NEW Downham Market		2100
3	Factory Site Stoke Ferry	2,010	2,100
4	Austin St King's Lynn Central	2,325	2,200
	NEW Hunstanton		2,500
5	Sedgeford	2,375	2,500
6	Hunstanton	2,395	2,750
7	Southery	1,945	2,050
	NEW Dersingham		3,100
8	Waterloo St King's Lynn Central	2,420	2,300
A	Methwold	1,990	2,000
B	Castle Acre	2,365	2,500
C	Gayton	2,330	2,500

32



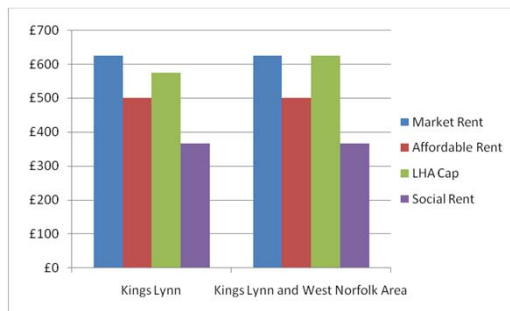
Rents, 2 Bedrooms, £/month



33



Rents, 3 Bedrooms, £/month



34



Affordable Rent

- Rent 80% of median rent / LHA Cap
- Management 10%
- Voids 4%
- Repairs 6%
- Yield 5.5% (18 YP)

35



Affordable Rent

		Affordable rent	Value	
		£/month	£	£/m2
Kings Lynn	2 Bed	412	71,913	922
	3 Bed	500	87,273	1,027
Kings Lynn and West Norfolk Borough	2 Bed	420	73,309	940
	3 Bed	500	87,273	1,027

Kings Lynn £950/m²
Wider KL&WN £975/m²

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Affordable Assumptions

- Social rent House £850/m² (2 bed +/- £60k)
Flat £975/m²
- Intermediate 70% of market value
- Historic Grant Was typically £35,000/social rent
Now zero
- Grant, recycled grant, Right-to-buy receipts,
Social to affordable rent conversions?

37



NON Residential rents £/m²/year

	North	Kings Lynn	South
Large industrial	40	45	35
Small industrial	65	60	45
Large office	85	105	100
Small office	100	110	100
Large retail - Food	180		
Large retail - Non food	100	120	70
Medium retail	100	120	70
Small retail (Shop)	200	220	150

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Non- Residential Values £/m²

	North	Kings Lynn	South
Large industrial	530	600	500
Small industrial	860	800	600
Large office	1,100	1,400	1,300
Small office	1,300	1,450	1,300
Large retail - Food	2,400		
Large retail - Non food	1,300	1,600	900
Medium retail	1,300	1,600	900
Small retail (Shop)	2,500	2,900	2,000

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Alternative Use Value

- 1. Agricultural** £25,000 /ha
- 2. Paddock** £50,000 /ha
- 3. Residential** £750,000 /ha
- 4. Industrial**
 - Rural £284,000/ha
 - Urban £380,000/ha

40



Development Costs

- 1. Construction** BCIS
- 2. Infrastructure** 10% - 15%
- 3. Abnormals** 15% Brownfield
- 4. Fees** 10%
- 5. Contingencies** 2.5% to 5%
- 6. Additional s106** £1,000/unit (ALL)
- 7. Interest** 7%
- 8. Profit** 20% (on Cost)

41



Non- Residential Build Costs - BCIS Base Cost £/m²

Large industrial	503
Small industrial	717
Large office	1,227
Small office	1,227
Large retail warehouse	503
Supermarkets	853
Small retail	1,014
Shop	710
Leisure (hotel)	929
Public Houses	1,451

42



Table 4.12 Market Pace

		No of dwgs	qtrly compls
1	College Plg fields King's Lynn NE	333	15
2	College Campus	148	14
K	Gaywood KL	150	14
M	Downham Market	124	12
3	Factory, St Ferry	70	9
4	Austin St KL	53	8
H	Manor Rd Hunstanton	39	10
5	Sedgeford	35	6
6	Hunstanton	22	6
7	Southery	18	4
D	Dersingham	13	3
8	Waterloo St King's Lynn Central	8	3
A	Methwold	8	3
B	Castle Acre	6	2
C	Gayton	4	2

43



Table 4.13 Developer Contributions Assumptions from AHVS

Site	No of dwgs	Contribution per dwg
1	327	£11,400
2	148	£12,600
3	72	£8,800
4	53	£9,400
5	35	£9,600
6	22	£6,300
7	18	£3,300
8	8	£1,100
A	8	£3,500
B	6	£3,500
C	4	£3,100

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Table 4.14 Current Developer Contributions

Infrastructure/Service Area	Cost per Dwelling (£)
Education	6,436
Libraries	310
Adult Social Services	To be negotiated
Fire Hydrant	16.04
Household Waste Recycling Facilities	To be negotiated
Highways and Transport	To be negotiated
Other Items (relating to Green Infrastructure, Historic Environment and Climate Change)	To be negotiated
Monitoring Charge – where appropriate	£300 per obligation
Total	7,062 (plus monitoring charge and other items to be negotiated)

45

Viable or not?

46

Standard Viability Test

Gross Development Value
(The combined value of the complete development)

LESS

Cost of creating the asset, including PROFIT
(Construction + fees + finance charges)

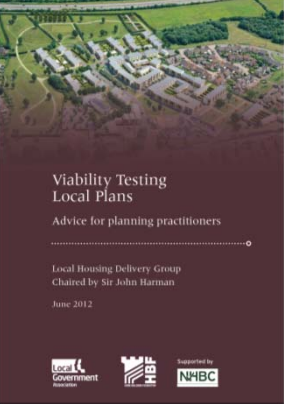
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RESIDUAL VALUE


Residual Value v Existing / Alternative Use Value

47

Harman / RICS

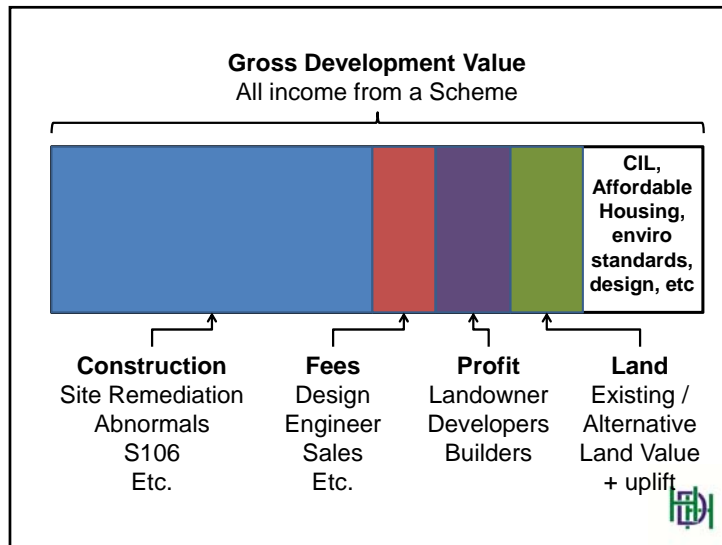


Local Government
Supported by
NHBC



RICS Professional Guidance, England
Financial viability in planning
1st edition, guidance note
RICS
rics.org/standards

48



The big question

- For a site to be viable, by how much must the Residual Value exceed the EUV?
- What does 'competitive return' (para 173 of the NPPF) mean?

A Pragmatic Viability Test

We are NOT trying to replicate a particular business model
Test should be broadly representative

'Existing use value plus'
– reality checked against market value

- Will EUV Plus provide competitive returns?
- Land owner's have expectations (*life changing?*)
- Will land come forward?

Infrastructure Evidence

Infrastructure Requirements


Costs of Infrastructure required to support new development

LESS

Committed Funding

=

Funding Gap




53

Infrastructure Requirements


Use existing infrastructure evidence base Nationally Significant Infrastructure Projects (NSIP's)

There is a funding gap



54

Moving Forward




55

Setting CIL

- Viability Evidence
- Funding Gap
- Consultations

- Striking the Balance



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TO BE CLEAR

The Council understands:

1. That affordable housing, CIL, additional standards and s106 are 'paid' from the same pot – and that pot is not bottomless
2. The development market is difficult and uncertain.
3. That developers need to know that site specific infrastructure will be delivered.



57

Striking the Balance

Regulation 14 sets out the context for setting the rates of CIL

Setting rates

- (1) In setting rates (including differential rates) in a charging schedule, a charging authority must aim to strike what appears to the charging authority to be an appropriate balance between—
- (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and
 - (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.
- (2) In setting rates in a charging schedule, a charging authority may also have regard to actual and expected administrative expenses in connection with CIL to the extent that those expenses can be funded from CIL in accordance with regulation 61.



58

Striking the Balance

9. The independent examiner should establish that:
 - the charging authority has complied with the requirements set out in Part 11 of the Planning Act 2008 and the Community Infrastructure Levy Regulations
 - the charging authority's draft charging schedule is supported by background documents containing appropriate available evidence
 - the proposed rate or rates are informed by and consistent with, the evidence on economic viability across the charging authority's area; and
 - evidence has been provided that shows the proposed rate (or rates) would not threaten delivery of the relevant Plan as a whole. 5
10. The examiner should be ready to recommend modification or rejection of the draft charging schedule if it threatens delivery of the relevant Plan as a whole.



59

The Reasonable CIL band

CIL should not would not threaten delivery of the relevant Plan as a whole

Maximum – development becomes unviable so the development plan is not delivered

Key Question – What parts of the plan are fundamental to the delivery of the development plan? Housing Target, Regeneration, Rural Development, Town Centre Renewal, Retail offer etc

Minimum – To fund infrastructure (with other funding sources) REQUIRED to allow development to proceed

Key Questions – What infrastructure is an absolute requirement and how will it be funded? What other sources of funding are there and how vital is CIL? Central and Local Gov funding, NHB, s106, HCA etc



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Matters to Weigh Up

1. Regulation and Guidance
2. Differential Rates
3. CIL v s106
4. Infrastructure Delivery (RISK)
5. Uncertain Market
6. Neighbouring Authorities
7. S106 History
8. Costs of Infrastructure and Sources of Funding
9. CIL Setting Strategy



61

Payment of CIL

Payment of CIL	
Equal to or greater than £40,000	Four equal instalments at the end of the periods of 60, 120, 180 and 240 days from commencement
£20,000 and less than £40,000	Three equal instalments at the end of the periods of 60, 120 and 180 days from commencement
£10,000 and less than £20,000	Two equal instalments at the end of the periods of 60 and 120 days from commencement
less than £10,000	In full at the end of the period of 60 days from commencement



62

Other Matters

Spending CIL
S106 payments
The '123 List'



63

Appendix 4 New homes for sale

Site	Place	Developer / Agent	Scheme	Price Range	Typical
King's Lynn					
King's Reach	King's Lynn	Taylor Wimpy	1, 2 and 3 bed flats and houses	1450 to 2270	2,000
Riverside Gardens	King's Lynn	Persimmon	Mainly 3 and 4 bed houses	1700 to 2100	2,000
London Road	King's Lynn	William H Brown	3 bed		2,201
North					
Sandringham Grove Brenda Collinson Close	Old Hunstanton	Sowerbys	4 bed	3425 to 3465	3,450
Hunstanton	Dersingham	Rounse and Evans	4 bed		2,730
Syderstone	Ship Lane Thornham	Bidwells sales	5 bed houses	3025 to 4545	3,500
Thornham	Wicken Pond	Bedfords sales	5 bed		2,680
	Haymans Lodge	Bedfords sales	4 bed		3,135
	Watlington	William H Brown	4 and 6 bed		2,390
South					
Martingales	Watlington	Persimmon	2, 3 and 4 bed houses 3, 4 bed houses and 2 bed flats	1430 to 1900	1,800
Windmill Chase	Downham Market	Taylor Wimpy	4 and 5 bed houses	1345 to 1750	1,700
Holmewood	Littleport	Persimmon	Mix of mainly smaller units	1715 to 2050	1,850
Hayfields	Downham Market	Bennett	2 and 3 bed houses	1430 to 2740	2,050
Railway Road	Downham Market	Ben Bailey	2, 3 and 4 bed houses	1975 to 2580	2,150
The Hatchery	Swaffham	Abel Homes	2, 3 and 4 bed houses	1320 to 2030	1,900
The Springs	Wereham	Bennett	2, 3 and 4 bed houses	2435 to 2580	2,520
St Leonards Mead	Mundford	Bennett	3 and 4 bed houses	1670 to 2110	2,010
	North Creake	Sowerbys	3 bed	3910 to 4016	3,950
	Snettisham	Sowerbys	3 Bed		3,490
Main road	Fincham	William H Brown	4 bed		1,505



Appendix 5 Commercial space to let and for sale

Office – Over 250 m2

[Campbells Meadow, King's Lynn, Norfolk](#)

Size: 2152 - 8608 sq ft

Date Updated: 03/02/2011

Description: Campbell's Meadow Business Park is located off the Hardwick Road in King's Lynn. The Business Park will be constructed to the rear of the new Tesco superstore in a prominent location with good accessibility to the Hardwick Road roundabout and connections to the A10, A4...

[Clipbush Business Park, Clipbush Lane, Fakenham, Norfolk](#)

Price: POA

Size: 2.7400 Acres

Date Updated: 21/11/2010

Description: Fakenham is a busy North Norfolk market town located approx 25 miles north west of Norwich and 20 miles east of King's Lynn. The towns employment base comprises principally manufacturing and food production with main employers including Gilchrist Confectionary, Marston &...



[Clipbush Business Park, Fakenham, Norfolk](#)

Price: POA

Size: 2.7400 Acres

Date Updated: 10/05/2011

Description: UNDER OFFER The Business Park extends to approximately 2.79 hectares (6.9 acres) in total. Design and build opportunities are available on either a leasehold or freehold basis for office, industrial, motor trad, builders merchant or traditional light industrial units.T...

[Bergen Way, 3 Regis Place, North Lynn Industrial Estate, King's Lynn, Norfolk](#)

Price: Price on Application

Size: 8180 sq ft

Date Updated: 18/02/2012

Description: PHASE 2 OFFERS DESIGN & BUILD OF:ONE UNIT UP TO 8,180SQFT OR TWO SEMI DETACHED UNITS Regis Place is situated within the North Lynn Business area, at the junction of Hamburg Way and Bergen Way. The estate is directly off the northern by-pass (Edward Benefer Way. King's...



[Phase 2, Regis Place, King's Lynn, Norfolk](#)

Price: POA

Size: 8180 sq ft

Date Updated: 21/11/2010

Description: Phase 2 Artisan (UK) Developments Ltd is proud to introduce 'Regis Place' - a brand new, purpose-built office development located on a prominent corner site within the popular North Lynn area of King's Lynn. Each building offers the following features as standard:- air c...



[Unit 5, North Lynn Business Village, Bergen Way, King's Lynn, Norfolk](#)

Rent: £19800 / Annum

Size: 1271.00

Date Updated: 09/05/2012

Description: Modern Office Building In Popular Location With Adjacent Parking Space



[Nelson House, North Lynn Industrial Estate, King's Lynn, Norfolk](#)

Price: POA

Size: 248.00 - 4355.00

Date Updated: 09/05/2012

Description: GROUND and SECOND FLOOR OFFICES and SUITE ACCOMMODATION Occupying a high profile position and having undergone extensive re-furbishment With on-site parking TO LET From 23sm (248sf)



[Office Suites, Hamburg Way, King's Lynn, Norfolk](#)

Size: 101.00 - 1216.00

Date Updated: 09/05/2012

Description: Good Quality Office Suites Available Individually or as a Whole From 9.4m2 (101sf) Total available 187m2 (2,017sf)



[Nelson House, Bergen Way, King's Lynn, Norfolk](#)

Rent: 0.00 - 125760.00

Size: 245.00 - 2620.00

Date Updated: 09/05/2012

Description: Nelson House comprises a modern 3 storey office building providing part open plan and part cellular office accommodation. There is generous visitor parking immediately outside the office and further dedicated staff parking is available. Internally the offices are full...



[Brampton House 50, Bergen Way, King's Lynn, Norfolk](#)

Price: POA

Rent: £56985 / Annum

Size: 3799.00

Date Updated: 09/05/2012

Description: The property comprises a modern two storey office building of clear span construction providing part open plan, part cellular ground floor offices and ancillary kitchen and male and female cloakrooms together with cellular first floor offices and conference room. The a...



[4, London Road, King's Lynn, Norfolk](#)

Price: £145,000.00

Size: 464.00 - 1162.00

Date Updated: 09/05/2012

Description: WELL ESTABLISHED TAKEAWAY PREMISES WITH FLAT ABOVE BUSY LONDON ROAD LOCATION FOR SALE/TO LET



[Regis Place, Bergen Way](#)

Size: 1516.00 - 11504.00

Date Updated: 09/05/2012

Description: In the popular North Lynn area of King's Lynn, sited on a prominent corner site, Regis Place is an exciting new, purpose built office development by Artisan (UK) Developments Ltd. Design and Build opportunities now released for Phase 2. Option 1 Single unit of 8,180 sq ...

[Utility Savings Centre, USC House, Choseley Road, Docking, Norfolk](#)

Rent: £85.00 / sq m

Size: 2,314 - 5,836 sq ft

Date Added: 09/06/2011

Description:



[7, King Street, King's Lynn, Norfolk](#)

Price: £85,000.00

Size: 738.00

Date Updated: 09/05/2012

Description: Rare Opportunity to acquire a self contained freehold property in King Street With ground floor presence and dedicated car parking



[Unit 9, North Lynn Business Village, King's Lynn, Norfolk](#)

Price: POA

Size: 605.00 - 1271.00

Date Updated: 09/05/2012

Description: THIS PROPERTY IS AVAILABLE AS A WHOLE ON IN SUITES Modern Office Building In Popular Location With Adjacent Parking As a whole or can be sub-divided TO LET



[St George's Chambers 27, King Street, King's Lynn, Norfolk](#)

Size: 325.00 - 1877.00

Date Updated: 09/05/2012

Description: Superb Period Offices in Historic Centre of Town, TO LET. As a Whole or in Suites.



[47, Bergen Way, King's Lynn, Norfolk](#)

Rent: £11520 / Annum

Size: 1201.00

Date Updated: 09/05/2012

Description: Former Driving Test Centre Currently Used As Cafe Situated On The Busy Bergen Way Suitable For A Variety Of Alternative Uses (subject to Planning) Including Commercial/Office/ Sales/Display Retail/Showroom/Community



[St Nicholas' Court, Church Lane, King's Lynn, Norfolk](#)

Rent: £13750 / Annum

Size: 399.00

Date Updated: 09/05/2012

Description: A rarely available opportunity: High quality, self-contained Medical facility/Office premises Existing Professional, Medical and Clinic Occupiers 1,100sf (102.2sm) Self Contained Premises Superb refurbishment of original barn High quality flexible accommodat...



[78 and 79, High Street, King's Lynn, Norfolk](#)

Rent: £8000 / Annum

Size: 1580.00

Date Updated: 09/05/2012

Description: Centrally located refurbished offices to let 8,000pax 146.8sm (1,580sqft).



[16, Tuesday Market Place, King's Lynn, Norfolk](#)

Rent: £14400 / Annum

Size: 962.00

Date Updated: 09/05/2012

Description: Ground and First Floor Office Accommodation Prestigious Location on Tuesday Market Place Close to Town Centre



[Former Connexions 5-9, Chapel Street, King's Lynn, Norfolk](#)

Rent: £32400 / Annum

Size: 2669.00

Date Updated: 09/05/2012

Description: Self Contained Ground and First Floor Office Suit Open Plan and Cellular Accommodation



[107, High Street, King's Lynn, Norfolk](#)

Rent: £19200 / Annum

Size: 1484.00

Date Updated: 09/05/2012

Description: Prominently situated High Street premises, To Let, 16,000 pax 138sm (1,484sf).



[5a, St James Street, King's Lynn, Norfolk](#)

Rent: £7200 / Annum

Size: 869.00

Date Updated: 09/05/2012

Description: Flexible Town Centre Premises with Dedicated Parking Space, To Let, 81sm (869sf).



[Over 5-9, Chapel Street, King's Lynn, Norfolk](#)

Rent: £12000 / Annum

Size: 1436.00

Date Updated: 09/05/2012

Description: Self Contained Office Suite Well Located Close to Town Centre



[8, Tuesday Market Place, King's Lynn, Norfolk](#)

Price: POA

Size: 751.00 - 1521.00

Date Updated: 09/05/2012

Description: AVAILABLE AS A WHOLE OR IN SUITES Prestige Self Contained Office Building 141sm (1,521sft) plus Ancillary TO LET



[Office above Laydons, East Winch Road, King's Lynn, Norfolk](#)

Price: POA

Size: 850.00

Date Updated: 09/05/2012

Description: First Floor Self Contained Office Suite 500 PCM TO LET 79sm (850sf)



[99, High Street, King's Lynn, Norfolk](#)

Size: 630.00

Date Updated: 09/05/2012

Description: 99 High Street comprises a ground floor retail unit with rear servicing and shoppers car park to the rear, with separate ground-floor entrance from High Street to first and second floor offices complete with cloakrooms, kitchens etc.



[14, Tuesday Market Place, King's Lynn, Norfolk](#)

Size: 260.00 - 738.00

Date Updated: 09/05/2012

Description: 14 Tuesday Market Place is a distinctive Grade II Listed Building occupying an imposing corner position at the junction with St Nicholas Street, the main entrance into the Market Place from the North.



[Second Floor Offices 21, Tuesday Market Place, King's Lynn, Norfolk](#)

Rent: £14400 - £40200 / Annum

Size: 935.00 - 2662.00

Date Updated: 09/05/2012

Description: THE PROPERTIES ARE AVAILABLE SEPERATELY OR AS A WHOLE
Currently Undergoing refurbishment to a high standard, quality office suites in historic market place. TO LET available in suites or as a whole



[St Ann's House, St Ann's Street, King's Lynn, Norfolk](#)

Price: POA

Size: 275.00 - 1700.00

Date Updated: 09/05/2012

Description: THIS PROPERTY IS AVAILABLE IN INDIVIDUAL SUITES Superb Period Offices on Edge of Town Centre with Parking Flexible Space on Flexible Terms Offices from 306 - 854sq ft (28.4 - 79.3 sq m)



[33, Railway Road, King's Lynn, Norfolk](#)

Price: POA

Size: 850.00 - 2255.00

Date Updated: 09/05/2012

Description: Substantial And Adaptable Space Suitable for Variety of Uses Prominently Located Opposite Bus Station/Vancouver Quarter Close To Railway Station TO LET



[Former Unipart, Hamlin Way, King's Lynn, Norfolk](#)

Rent: £50400 / Annum

Size: 7641.00

Date Updated: 17/02/2012

Description: Detached Trade Counter Premises TO LET Set in Good Sized Plot On Prominent Corner Site Detached Trade Counter Premises With offices 710sm 7,641sf



[33-39, Tower Street, King's Lynn, Norfolk](#)

Rent: £14400 / Annum

Size: 1867.00

Date Updated: 17/02/2012

Description: Ground and First Floor Offices TO LET 173.5m (1,867ft)



[Chamber 20, Scania Way, King's Lynn, Norfolk](#)

Price: POA

Size: 50000 sq ft

Date Updated: 19/04/2011

Description: Situated off Scania Way on the Hardwick Industrial Estate 500 metres to the south of the Hardwick flyover which serves the A47, A10, A149 and A147. The property comprises flexible office and warehouse accommodation with yard and car parking. Major occupiers sited withi...



[24A, Enterprise Way, King's Lynn, Norfolk](#)

Rent: £10800 / Annum

Size: 2600.00

Date Updated: 25/02/2012

Description: Flexible Working Space Current offices/storage Additional Parking



[4, St Andrews Court, King's Lynn, Norfolk](#)

Size: 2461.00 - 5081.00

Date Updated: 25/02/2012

Description: High Quality Business Unit providing Offices and Warehouse/Production Space. Ample parking. To Let. 472m (5,081ft).



[27 Barrington Gate, Spalding, Lincolnshire](#)

Price: £75,000.00 (Offers in excess of)

Size: 3008 - 3008 sq ft

Date Updated: 02/08/2011

Description: Holbeach is a small town located in the South Holland District of Lincolnshire approximately 20 miles west of King's Lynn and 7.9 miles east of Spalding connected by the A17. The property is located within a predominantly residential area approximately 150 metres from t...

[Campbells Meadow, King's Lynn, Norfolk](#)

Size: 2152 - 8608 sq ft

Date Updated: 03/02/2011

Description: Campbell's Meadow Business Park is located off the Hardwick Road in King's Lynn. The Business Park will be constructed to the rear of the new Tesco superstore in a

prominent location with good accessibility to the Hardwick Road roundabout and connections to the A10, A4...

[Bergen Way, 3 Regis Place, North Lynn Industrial Estate, King's Lynn, Norfolk](#)

Price: Price on Application

Size: 8180 sq ft

Date Updated: 18/02/2012

Description: PHASE 2 OFFERS DESIGN & BUILD OF: ONE UNIT UP TO 8,180SQFT
ORTWO SEMI DETACHED UNITS Regis Place is situated within the North Lynn Business area, at the junction of Hamburg Way and Bergen Way. The estate is directly off the northern by-pass (Edward Benefer Way. King's...



[Nelson House, Bergen Way, King's Lynn, Norfolk](#)

Price: POA

Size: 248.00 - 4355.00

Date Updated: 09/05/2012

Description: GROUND and SECOND FLOOR OFFICES and SUITE ACCOMMODATION
Occupying a high profile position and having undergone extensive re-furbishment With on-site parking TO LET From 23sm (248sf)



[Office Suites, Hamburg Way, King's Lynn, Norfolk](#)

Size: 101.00 - 1216.00

Date Updated: 09/05/2012

Description: Good Quality Office Suites Available Individually or as a Whole From 9.4m2
(101sft) Total available 187m2 (2,017sft)



[Nelson House, Bergen Way, King's Lynn, Norfolk](#)

Rent: 0.00 - 125760.00

Size: 245.00 - 2620.00

Date Updated: 09/05/2012

Description: Nelson House comprises a modern 3 storey office building providing part open plan and part cellular office accommodation. There is generous visitor parking immediately outside the office and further dedicated staff parking is available. Internally the offices are full...

[106 High Street, King's Lynn, Norfolk](#)

Rent: £25000 / Annum

Size: 1024 - 1977 sq ft

Date Updated: 28/02/2012

Description:

[Utility Savings Centre, USC House, Choseley Road, Docking, Norfolk](#)

Rent: £85.00 / sq m

Size: 2,314 - 5,836 sq ft

Date Added: 09/06/2011

Description:



[15, Tuesday Market Place, King's Lynn, Norfolk](#)

Rent: £3000 / Annum

Size: 226.00

Date Updated: 09/05/2012

Description: First Floor Office Accommodation, Prestigious Location on Tuesday Market Place, Close to Town Centre. To Let. 21sm (226sf).

[Austin Fields, King's Lynn, Norfolk](#)

Rent: £11000 / Annum

Size: 1663 sq ft

Date Updated: 28/02/2012

Description:

Large Industrial over 500m2

[Campbells Meadow, King's Lynn, Norfolk](#)

Size: 2422 - 24112 sq ft

Date Added: 25/11/2010

Description: Campbell's Meadow Business Park is located off the Hardwick Road in King's Lynn. The Business Park will be constructed to the rear of the new Tesco superstore in a prominent location with good accessibility to the Hardwick Road roundabout and connections to the A10, A4...

[St Hilary Park, Hardwick Road, King's Lynn](#)

Size: 4500 - 38000 sq ft

Date Added: 27/04/2011

Description: King's Lynn has an unusually large catchment population given the distance to competing centres such as Norwich and Peterborough. The premises have main road frontage to Hardwick Road opposite the proposed new Tesco Extra and Sainsbury Supermarkets. The property consi...

[Clipbush Business Park, Clipbush Lane, Fakenham, Norfolk](#)

Price: POA

Size: 2.7400 Acres

Date Updated: 21/11/2010

Description: Fakenham is a busy North Norfolk market town located approx 25 miles north west of Norwich and 20 miles east of King's Lynn. The towns employment base comprises principally manufacturing and food production with main employers including Gilchrist Confectionary, Marston &...



[Serviced Industrial Land Telford Way, Thetford, Norfolk](#)

Price: £500,000.00

Rent: 40000.00 / Annum

Size: 1.3600 Acres

Date Updated: 22/09/2010

Description: The premises are located on Telford Way, one of the smaller established industrial estates in Thetford which is accessed off the A1066 Munford Road off which also which lie the Fison Way and Brunel Way industrial estates. It is a short drive from the Thetford bypass and...



[Nelson Business Centre, Edward Benefer Way, King's Lynn, Norfolk](#)

Price: POA

Size: 1365 - 76440 sq ft

Date Added: 08/02/2011

Description: The property benefits from a secure site serviced off Bergen Way, comprising of a steel portal frame warehouse complex (clear height 4m/13ft) constructed in the late 1960's early 1970. There are extensive concrete and tarmac yards principally to the east and south of t...



[Clipbush Business Park, Fakenham, Norfolk](#)

Price: POA

Size: 2.7400 Acres

Date Updated: 10/05/2011

Description: UNDER OFFER The Business Park extends to approximately 2.79 hectares (6.9 acres) in total. Design and build opportunities are available on either a leasehold or freehold basis for office, industrial, motor trad, builders merchant or traditional light industrial units.T...



[Unit 30-32, Clenchwarton Road, King's Lynn, Norfolk](#)

Rent: £25200 / Annum

Size: 4185.00

Date Updated: 09/05/2012

Description: Factory/Warehouse Premises - To Let As a whole or individual units Large Secure Yard Estate covered by CCTV system Excellent communication links to A17, A47 and A10 (to M11) 3.88.8sm (4,185sf) Total Available



[Unit 22, Clenchwarton Road, King's Lynn, Norfolk](#)

Rent: £9240 / Annum

Size: 1395.00

Date Updated: 09/05/2012

Description: Factory/Warehouse Premises - To Let Large Secure Yard Estate covered by CCTV system Excellent communication links to A17, A47 and A10 (to M11) 129.6sm (1,395sf)



[Unit 40, Clenchwarton Road, King's Lynn, Norfolk](#)

Rent: £25200 / Annum

Size: 4206.00

Date Updated: 09/05/2012

Description: Factory/Warehouse premises - To Let. Newly Built Estate covered by CCTV system Excellent communication links to A17, A47 and A10 (to M11) 390.8sm (4,206sf)



[MAP 51, Bergen Way, King's Lynn, Norfolk](#)

Price: £795,000.00

Size: 17143.00

Date Updated: 09/05/2012

Description: The property is of clear span steel portal frame design with twin recessed service doors to the service yard. The unit has profiled sheet cladding to elevations and roof and lightweight blockwork walling internally. The roof is lined and insulated with good natural li...



[3,5,6,7 and 8, Merchants Close, King's Lynn, Norfolk](#)

Rent: £12600 - £93600 / Annum

Size: 2170.00 - 16770.00

Date Updated: 09/05/2012

Description: High Bay Warehouse/Factory Units To Let Located on Premier Estate Available Individually or as a Whole Warehouse/Factory/Office with Yard Space/Parking



[19, Denny Road, King's Lynn, Norfolk](#)

Rent: £24000 / Annum

Size: 4351.00

Date Updated: 09/05/2012

Description: Factory/Warehouse Unit TO LET With Offices Ample Parking 404sm (4,351sf)



[Boughton Road, King's Lynn, Norfolk](#)

Rent: £7800 - £16500 / Annum

Size: 2317.00 - 5922.00

Date Updated: 09/05/2012

Description: Engineering workshop and store TO LET Workshop building With Adjoining store Good Clear Height Available individually or as a whole Ample yard space



[Saddlebow Road, King's Lynn, Norfolk](#)

Rent: £21600 / Annum

Size: 5493.00

Date Updated: 09/05/2012

Description: Well located 5 Bay Workshop Good Eaves Height (16FT) All Set in Site of 0.9acres Portacabin Offices



[Unit 12, Denney Road, King's Lynn, Norfolk](#)

Rent: £24000 / Annum

Size: 4351.00

Date Updated: 09/05/2012

Description: Factory/Warehouse Unit With Offices And Ample Parking To Let



[Unit 11, Denney Road, King's Lynn, Norfolk](#)

Rent: £26400 / Annum

Size: 6746.00

Date Updated: 09/05/2012

Description: Factory/Warehouse Unit With Offices and Mezzanine Floor Ample Parking



[Secure yard, Garage Lane, King's Lynn, Norfolk](#)

Rent: £18000 / Annum

Size: 3045.00

Date Updated: 09/05/2012

Description: Hard Surfaced Secure Yard With Workshop Premises TO LET 282.88sm (3,045sft)

[Unit 4, Waterford Industrial Estate, Mill Lane, King's Lynn, Norfolk](#)

Price: £200,000.00

Size: 6616 sq ft

Date Updated: 28/02/2012

Description:



[Former Unipart, Hamlin Way, King's Lynn, Norfolk](#)

Rent: £50400 / Annum

Size: 7641.00

Date Updated: 17/02/2012

Description: Detached Trade Counter Premises TO LET Set in Good Sized Plot On Prominent Corner Site Detached Trade Counter Premises With offices 710sm 7,641sf



[Factory Premises, Larch Road, King's Lynn, Norfolk](#)

Price: £785,000.00

Size: 12383.00

Date Updated: 18/02/2012

Description: High Quality Detached Factory Premises with Gantry and Expansion Land. For Sale.



[Chamber 20, Scania Way, King's Lynn, Norfolk](#)

Price: POA

Size: 50000 sq ft

Date Updated: 19/04/2011

Description: Situated off Scania Way on the Hardwick Industrial Estate 500 metres to the south of the Hardwick flyover which serves the A47, A10, A149 and A147. The property comprises flexible office and warehouse accommodation with yard and car parking. Major occupiers sited withi...



[24A, Enterprise Way, King's Lynn, Norfolk](#)

Rent: £10800 / Annum

Size: 2600.00

Date Updated: 25/02/2012

Description: Flexible Working Space Current offices/storage Additional Parking

[Utility Savings Centre, Choseley Road, Docking, Norfolk](#)

Price: £450,000.00 (OIRO)

Size: 12,962 sq ft

Date Added: 09/06/2011

Description:



[52, Bergen Way, King's Lynn, Norfolk](#)

Rent: £72000 / Annum

Size: 14209.00

Date Updated: 09/05/2012

Description: Factory/Warehouse Premises TO LET Prominent Showrooms with Offices Over Secure Factory/Warehouse Premises Extensive Yard and External Display Space
1,320sm/14,200sf 0.3 hectares/0.75 acres Additional Land May be Available



[Trade Counter NBC, Bergen Way, King's Lynn, Norfolk](#)

Price: POA

Size: 2730.00 - 10920.00

Date Updated: 09/05/2012

Description: THE PROPERTIES ARE AVAILABLE SEPERATELY OR AS A WHOLE Four High Profile Units 253.6sqm to 1,014.5sqm (2,730sf to 10,920sf) with forecourt parking/display units to shell specification and further space available by negotiation TO LET



[Nelson Business Centre, Edward Benefer Way, King's Lynn, Norfolk](#)

Price: POA

Size: 1365.00 - 76440.00

Date Updated: 09/05/2012

Description: Warehouse and Yard Premises with adjacent offices Well-Situated Off Edwards Benefer Way TO LET Units Available from 1,365sq ft (127sq m) - 76,440sq ft (7,101sq m)



[15, Common Road, King's Lynn, Norfolk](#)

Rent: £37200 / Annum

Size: 15488.00

Date Updated: 09/05/2012

Description: Well established Secure Commercial Yard, Warehouse, Workshop facilities and Offices TO LET Steel portal framed high bay warehouse Brick and Steel frame workshop Close to A47



[Magnet, Maple Road, King's Lynn, Norfolk](#)

Price: POA

Size: 15365.00

Date Updated: 09/05/2012

Description: A well positioned unit occupying a generous corner site on the popular Saddlebow trading estate, neighboring businesses including W H Smith Wholesale, Jewsons Builders Merchants, Palm Paper and R G Carter.



[Valingers Road/Friars Street, King's Lynn, Norfolk](#)

Price: POA

Size: 698.00 - 6048.00

Date Updated: 09/05/2012

Description: IN THE HEART OF THE FRIARS Within Walking Distance of Town Centre SPACIOUS AND FLEXIBLE ACCOMMODATION 561.8ms (6,048 sf) (may divide) Suitable for Variety of Alternative Business, Commercial, Showroom, Retail, Community, Social/Leisure or Other Uses (stp) Availa...



[Winnolds Farm Buildings, Wereham, King's Lynn, Norfolk](#)

Price: POA

Size: 1600.00

Date Updated: 09/05/2012

Description: Competitively Priced Open and Covered Storage Space A134/A1122 less than 2 miles TO LET Mix of Buildings Providing 16,000sq ft / 1,486sq ft on 0.8 acres (0.323 ha)



[Nelson Business Centre, Edward Benefer Way, King's Lynn](#)

Price: POA

Size: 2730 - 10920 sq ft

Date Updated: 19/11/2010

Description: The architects impression shows how the units could be converted to offer new trade counter/showroom accommodation. Our clients would be prepared to divide the units to suit individual needs. Externally there is a substantial tarmacadam forecourt running through to E...



[33, Railway Road, King's Lynn, Norfolk](#)

Price: POA

Size: 850.00 - 2255.00

Date Updated: 09/05/2012

Description: Substantial And Adaptable Space Suitable for Variety of Uses Prominently Located Opposite Bus Station/Vancouver Quarter Close To Railway Station TO LET

[Units 3 & 4, Main Road, King's Lynn, Norfolk](#)

Rent: £22500 / Annum

Size: 7981 sq ft

Date Updated: 28/02/2012

Description:



[Unit 53 - Hardwick Industrail Estate, Oldmedow Road, Norfolk](#)

Size: 7285.00 sq m

Date Added: 17/08/2011

Description: Established industrial estate. Factory and warehouse space constructed in the late 1960's with additional extensions in the 1970's and 1990's. Brochure to follow shortly.



[Unit 53 - Hardwick Industrial Estate, Oldmedow Road, Norfolk](#)

Size: 7300 sq m

Date Added: 16/12/2010

Description: Established industrial estate. Factory and warehouse space constructed in the late 1960's with additional extensions in the 1970's and 1990's. Brochure to follow shortly.



[Factory Premises, Parker Drive, Fakenham, Norfolk](#)

Price: POA

Size: 9712.00 sq m

Date Updated: 17/08/2011

Description: The market town of Fakenham is situated approximately 25 miles north-west of Norwich and 22 miles east of King's Lynn. The property itself is located at the end of Parker Drive, approximately 3/4 mile west of the town centre. The property comprises a number of interlin...

Small Industrial 100m2 to 500m2

[Campbells Meadow, King's Lynn, Norfolk](#)

Size: 2422 - 24112 sq ft

Date Added: 25/11/2010

Description: Campbell's Meadow Business Park is located off the Hardwick Road in King's Lynn. The Business Park will be constructed to the rear of the new Tesco superstore in a prominent location with good accessibility to the Hardwick Road roundabout and connections to the A10, A4...

[St Hilary Park, Hardwick Road, King's Lynn](#)

Size: 4500 - 38000 sq ft

Date Added: 27/04/2011

Description: King's Lynn has an unusually large catchment population given the distance to competing centres such as Norwich and Peterborough. The premises have main road frontage to Hardwick Road opposite the proposed new Tesco Extra and Sainsbury Supermarkets. The property consi...

[Units 1 - 7, Lubeck Road, King's Lynn, Norfolk](#)

Price: on application

Rent: £7800 - £17500 / Annum

Size: 1118 - 2800 sq ft

Date Updated: 18/01/2011

Description: A range of new trade counter and warehouse units constructed with steel portal frame having a king span roof and wall system with decorative cedar paneling to the elevations. WC and kitchen facilities will be provided to each unit and there will be an eaves height of 6...



[Nelson Business Centre, Edward Benefer Way, King's Lynn, Norfolk](#)

Price: POA

Size: 1365 - 76440 sq ft

Date Added: 08/02/2011

Description: The property benefits from a secure site serviced off Bergen Way, comprising of a steel portal frame warehouse complex (clear height 4m/13ft) constructed in the late 1960's early 1970. There are extensive concrete and tarmac yards principally to the east and south of t...

[Unit 1 Austin Fields, King's Lynn, Norfolk](#)

Price: £210,000.00

Rent: £15500 / Annum

Size: 2808 sq ft

Date Updated: 28/02/2012

Description:



[Nelson Business Centre, Edward Benefer Way, King's Lynn](#)

Price: POA

Size: 2730 - 10920 sq ft
Date Updated: 19/11/2010

Description: The architects impression shows how the units could be converted to offer new trade counter/showroom accommodation. Our clients would be prepared to divide the units to suit individual needs. Externally there is a substantial tarmacadam forecourt running through to E...



[27 Barrington Gate, Spalding, Lincolnshire](#)

Price: £75,000.00 (Offers in excess of)

Size: 3008 - 3008 sq ft

Date Updated: 02/08/2011

Description: Holbeach is a small town located in the South Holland District of Lincolnshire approximately 20 miles west of King's Lynn and 7.9 miles east of Spalding connected by the A17. The property is located within a predominantly residential area approximately 150 metres from t...

[Austin Fields, King's Lynn, Norfolk](#)

Rent: £11000 / Annum

Size: 1663 sq ft

Date Updated: 28/02/2012

Description:



[Former Royal Mail Road Transport Workshop \(RTW\), Austin Fields](#)

Size: 447.68 sq m

Date Added: 17/08/2011

Description: LocationThe property occupies a prominent position just to the north east of King's Lynn town centre, close to the junction with Austin Street.**Description**The property consists of a motor vehicle workshop with ancillary areas, a separate storage unit at the front, two ga...



[Unit 4B Henry Crabbe Road Industrial Estate, Littleport, Near Ely, Cambridgeshire](#)

Size: 137.86 sq m

Date Added: 17/08/2011

Description: LOCATIONLittleport is an expanding town 6 miles north of Ely, 15 miles from Cambridge and 15 miles from downham Market. There is a regular bus service to Ely and a mainline railway station on the King's Lynn to King's Cross line. Littleport to King's Cross is approximately...

Retail 100m2 to 500m2



[83 High Street, King's Lynn, Norfolk](#)

Price: GBP

Rent: £45000 / Annum

Size: 1273 sq ft

Date Updated: 08/02/2012

Description: Retail premises to let in this busy trading location. The accommodation comprises of the following approximate dimensions: Ground Floor Retail: 1,273 sq ft First Floor Storage: 461 sq ft Second Floor Storage: 564 sq ft Third Floor Storage: 385 sq ft Gross Frontag...



[4, London Road, King's Lynn, Norfolk](#)

Price: £145,000.00

Size: 464.00 - 1162.00

Date Updated: 09/05/2012

Description: WELL ESTABLISHED TAKEAWAY PREMISES WITH FLAT ABOVE BUSY LONDON ROAD LOCATION FOR SALE/TO LET



[Nelson Business Centre, Edward Benefer Way, King's Lynn, Norfolk](#)

Price: POA

Size: 1365 - 76440 sq ft

Date Added: 08/02/2011

Description: The property benefits from a secure site serviced off Bergen Way, comprising of a steel portal frame warehouse complex (clear height 4m/13ft) constructed in the late 1960's early 1970. There are extensive concrete and tarmac yards principally to the east and south of t...

[106 High Street, King's Lynn, Norfolk](#)

Rent: £25000 / Annum

Size: 1024 - 1977 sq ft

Date Updated: 28/02/2012

Description:



[Former Post Office, King's Lynn, Norfolk](#)

Size: 5000 - 7500 sq ft

Date Added: 05/03/2012

Description: Highly prominent, stand alone building located in an excellent trading position within the town centre close to the Vancouver Shopping Centre and within walking of the towns train station.



[Kellard Place, Nar Ouse Way / Hardwick Road, King's Lynn, Norfolk](#)

Size: 3930 sq ft

Date Added: 19/01/2012

Description: A single storey retail unit (suitable for A1, A2 or A3 use) with potential for a full cover mezzanine in a highly prominent roadside location on Hardwick Road, King's Lynn (the principal location for out of town retailing in the town) with easy access to major road conne...

[120 High Street, King's Lynn, Norfolk](#)

Rent: £10000 / Annum

Size: 1222 sq ft

Date Updated: 28/02/2012

Description:



[27 Barrington Gate, Spalding, Lincolnshire](#)

Price: £75,000.00 (Offers in excess of)

Size: 3008 - 3008 sq ft

Date Updated: 02/08/2011

Description: Holbeach is a small town located in the South Holland District of Lincolnshire approximately 20 miles west of King's Lynn and 7.9 miles east of Spalding connected by the A17. The property is located within a predominantly residential area approximately 150 metres from t...

Retail 500m2 to 2500m2



[4, London Road, King's Lynn, Norfolk](#)

Price: £145,000.00

Size: 464.00 - 1162.00

Date Updated: 09/05/2012

Description: WELL ESTABLISHED TAKEAWAY PREMISES WITH FLAT ABOVE BUSY LONDON ROAD LOCATION FOR SALE/TO LET



[33, Railway Road, King's Lynn, Norfolk](#)

Price: POA

Size: 850.00 - 2255.00

Date Updated: 09/05/2012

Description: Substantial And Adaptable Space Suitable for Variety of Uses Prominently Located Opposite Bus Station/Vancouver Quarter Close To Railway Station TO LET



[Norfolk House, High Street, King's Lynn, Norfolk](#)

Rent: £6240 / Annum

Size: 638.00

Date Updated: 09/05/2012

Description: Ground Floor Lock Up Salon Premises, Ready for Occupation, To Let.



[107, High Street, King's Lynn, Norfolk](#)

Rent: £19200 / Annum

Size: 1484.00

Date Updated: 09/05/2012

Description: Prominently situated High Street premises, To Let, 16,000 pax 138sm (1,484sf).



[Valingers Road/Friars Street, King's Lynn, Norfolk](#)

Price: POA

Size: 698.00 - 6048.00

Date Updated: 09/05/2012

Description: IN THE HEART OF THE FRIARS Within Walking Distance of Town Centre SPACIOUS AND FLEXIBLE ACCOMMODATION 561.8ms (6,048 sf) (may divide) Suitable for Variety of Alternative Business, Commercial, Showroom, Retail, Community, Social/Leisure or Other Uses (stp) Availa...



[Nelson Business Centre, Edward Benefer Way, King's Lynn, Norfolk](#)

Price: POA

Size: 1365 - 76440 sq ft

Date Added: 08/02/2011

Description: The property benefits from a secure site serviced off Bergen Way, comprising of a steel portal frame warehouse complex (clear height 4m/13ft) constructed in the late 1960's early 1970. There are extensive concrete and tarmac yards principally to the east and south of t...



[Former Post Office, King's Lynn, Norfolk](#)

Size: 5000 - 7500 sq ft

Date Added: 05/03/2012

Description: Highly prominent, stand alone building located in an excellent trading position within the town centre close to the Vancouver Shopping Centre and within walking of the towns train station.



[47, Bergen Way, King's Lynn, Norfolk](#)

Rent: £11520 / Annum

Size: 1201.00

Date Updated: 09/05/2012

Description: Former Driving Test Centre Currently Used As Cafe Situated On The Busy Bergen Way Suitable For A Variety Of Alternative Uses (subject to Planning) Including Commercial/Office/ Sales/Display Retail/Showroom/Community



[32, Norfolk Street, King's Lynn, Norfolk](#)

Rent: £12000 / Annum

Size: 1905.00

Date Updated: 09/05/2012

Description: Lock Up Shop Premises With Ample Storage Over TO LET 177m (1,905ft)



[135, Norfolk Street, King's Lynn, Norfolk](#)

Rent: £22800 / Annum

Size: 1063.00

Date Updated: 09/05/2012

Description: Double fronted lock up shop In prime shopping area TO LET 47sm (511sft) Sales Plus Ancillary

Retail Over 2500m2

[Clipbush Business Park, Clipbush Lane, Fakenham, Norfolk](#)

Price: POA

Size: 2.7400 Acres

Date Updated: 21/11/2010

Description: Fakenham is a busy North Norfolk market town located approx 25 miles north west of Norwich and 20 miles east of King's Lynn. The towns employment base comprises principally manufacturing and food production with main employers including Gilchrist Confectionary, Marston &...



[Trade Counter NBC, Bergen Way, King's Lynn, Norfolk](#)

Price: POA

Size: 2730.00 - 10920.00

Date Updated: 09/05/2012

Description: THE PROPERTIES ARE AVAILABLE SEPERATELY OR AS A WHOLE Four High Profile Units 253.6sqm to 1,014.5sqm (2,730sf to 10,920sf) with forecourt parking/display units to shell specification and further space available by negotiation TO LET



[Magnet, Maple Road, King's Lynn, Norfolk](#)

Price: POA

Size: 15365.00

Date Updated: 09/05/2012

Description: A well positioned unit occupying a generous corner site on the popular Saddlebow trading estate, neighboring businesses including W H Smith Wholesale, Jewsons Builders Merchants, Palm Paper and R G Carter.



[Valingers Road/Friars Street, King's Lynn, Norfolk](#)

Price: POA

Size: 698.00 - 6048.00

Date Updated: 09/05/2012

Description: IN THE HEART OF THE FRIARS Within Walking Distance of Town Centre SPACIOUS AND FLEXIBLE ACCOMMODATION 561.8ms (6,048 sf) (may divide) Suitable for Variety of Alternative Business, Commercial, Showroom, Retail, Community, Social/Leisure or Other Uses (stp) Availa...



[Nelson Business Centre, Edward Benefer Way, King's Lynn, Norfolk](#)

Price: POA

Size: 1365 - 76440 sq ft

Date Added: 08/02/2011

Description: The property benefits from a secure site serviced off Bergen Way, comprising of a steel portal frame warehouse complex (clear height 4m/13ft) constructed in the late 1960's early 1970. There are extensive concrete and tarmac yards principally to the east and south of t...



[Former Unipart, Hamlin Way, King's Lynn, Norfolk](#)

Rent: £50400 / Annum

Size: 7641.00

Date Updated: 17/02/2012

Description: Detached Trade Counter Premises TO LET Set in Good Sized Plot On Prominent Corner Site Detached Trade Counter Premises With offices 710sm 7,641sf

Leisure



[Former Glendevon 49-52, Railway Road, King's Lynn, Norfolk](#)

Price: £194,950.00

Size: 5511.17

Date Updated: 09/05/2012

Description: Existing Facilities comprise:- Restaurant and Kitchen, Guest House/Letting Rooms plus owners/managers accommodation Redevelopment/Conversion Potential Landmark Corner Site on main thoroughfare



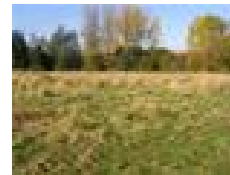
[The Sandboy, Gayton Road, King's Lynn, Norfolk](#)

Rent: £50400 / Annum

Size: 3000.00

Date Updated: 09/05/2012

Description: Public House and Function Room TO LET Unexpectedly Available Well Located Popular Local Landmark Public House Function Room and Beer Garden Landlords Accommodation Over



[Land West of , Sandy Lane, King's Lynn, Norfolk](#)

Price: £375,000.00

Size: 0 - 5.5 Acres

Date Added: 23/05/2011

Description: Blackborough End is a rural village well positioned for the Norfolk coast with excellent access to the nearby A10 and A47 and is only 5 miles from the town of King's

Lynn. The site has the benefit of full planning permission for 10 holiday chalets as well as an administra...



[4, London Road, King's Lynn, Norfolk](#)

Price: £145,000.00

Size: 464.00 - 1162.00

Date Updated: 09/05/2012

Description: WELL ESTABLISHED TAKEAWAY PREMISES WITH FLAT ABOVE BUSY LONDON ROAD LOCATION FOR SALE/TO LET



[Kellard Place, Nar Ouse Way / Hardwick Road, King's Lynn, Norfolk](#)

Size: 3930 sq ft

Date Added: 19/01/2012

Description: A single storey retail unit (suitable for A1, A2 or A3 use) with potential for a full cover mezzanine in a highly prominent roadside location on Hardwick Road, King's Lynn (the principal location for out of town retailing in the town) with easy access to major road conne...



[7, King Street, King's Lynn, Norfolk](#)

Price: £85,000.00

Size: 738.00

Date Updated: 09/05/2012

Description: Rare Opportunity to acquire a self contained freehold property in King Street With ground floor presence and dedicated car parking



[47, Bergen Way, King's Lynn, Norfolk](#)

Rent: £11520 / Annum

Size: 1201.00

Date Updated: 09/05/2012

Description: Former Driving Test Centre Currently Used As Cafe Situated On The Busy Bergen Way Suitable For A Variety Of Alternative Uses (subject to Planning) Including Commercial/Office/ Sales/Display Retail/Showroom/Community

[54-55, London Road, King's Lynn, Norfolk](#)

Size: 586.00 - 1752.00

Date Updated: 09/05/2012

Description: Newly refurbished and extended A5 Take Away premises with rear servicing. To Let. 162.48



[Valingers Road/Friars Street, King's Lynn, Norfolk](#)

Price: POA

Size: 698.00 - 6048.00

Date Updated: 09/05/2012

Description: IN THE HEART OF THE FRIARS Within Walking Distance of Town Centre SPACIOUS AND FLEXIBLE ACCOMMODATION 561.8ms (6,048 sf) (may divide) Suitable for Variety of Alternative Business, Commercial, Showroom, Retail, Community, Social/Leisure or Other Uses (stp) Availa...



[33, Railway Road, King's Lynn, Norfolk](#)

Price: POA

Size: 850.00 - 2255.00



Date Updated: 09/05/2012

Description: Substantial And Adaptable Space Suitable for Variety of Uses Prominently Located Opposite Bus Station/Vancouver Quarter Close To Railway Station TO LET



[14, High Street, King's Lynn, Norfolk](#)

Rent: £18000 / Annum

Size: 1688.00

Date Updated: 17/02/2012

Description: Former Four Seasons Bistro, the property occupies a good position on the busy High Street. The wide entrance leads directly to the main dining area with access to the good sized conservatory and bar to the rear. This area can also be accessed directly form the rear ca...



[Former Little Chef, Walton Highway, WISBECH, Cambridgeshire](#)

Rent: £35000 / Annum

Size: 3553 sq ft

Date Updated: 04/05/2012

Description: Prominent purpose built restaurant Direct access from A47 between Wisbech and King's Lynn Accommodation extending to 330 sq m (3,553 sq ft) Large site including car park for approximately 45 vehicles



[27 Barrington Gate, Spalding, Lincolnshire](#)

Price: £75,000.00 (Offers in excess of)

Size: 3008 - 3008 sq ft

Date Updated: 02/08/2011

Description: Holbeach is a small town located in the South Holland District of Lincolnshire approximately 20 miles west of King's Lynn and 7.9 miles east of Spalding connected by the A17. The property is located within a predominantly residential area approximately 150 metres from t...



[83 High Street, King's Lynn, Norfolk](#)

Price: GBP

Rent: £45000 / Annum

Size: 1273 sq ft

Date Updated: 08/02/2012

Description: Retail premises to let in this busy trading location. The accommodation comprises of the following approximate dimensions: Ground Floor Retail: 1,273 sq ft First Floor Storage: 461 sq ft Second Floor Storage: 564 sq ft Third Floor Storage: 385 sq ft Gross Frontag...

LAND



[Land West of, Sandy Lane, King's Lynn, Norfolk](#)

Price: £375,000.00

Size: 0 - 5.5 Acres

Date Added: 23/05/2011

Description: Blackborough End is a rural village well positioned for the Norfolk coast with excellent access to the nearby A10 and A47 and is only 5 miles from the town of King's Lynn. The site has the benefit of full planning permission for 10 holiday chalets as well as an administra...



[Former Glendevon 49-52, Railway Road, King's Lynn, Norfolk](#)

Price: £194,950.00

Size: 5511.17

Date Updated: 09/05/2012

Description: Existing Facilities comprise:- Restaurant and Kitchen, Guest House/Letting Rooms plus owners/managers accommodation Redevelopment/Conversion Potential Landmark Corner Site on main thoroughfare



[The Sandboy, Gayton Road, King's Lynn, Norfolk](#)

Rent: £50400 / Annum

Size: 3000.00

Date Updated: 09/05/2012

Description: Public House and Function Room TO LET Unexpectedly Available Well Located Popular Local Landmark Public House Function Room and Beer Garden Landlords Accommodation Over

[Clipbush Business Park, Clipbush Lane, Fakenham, Norfolk](#)

Price: POA

Size: 2.7400 Acres

Date Updated: 21/11/2010

Description: Fakenham is a busy North Norfolk market town located approx 25 miles north west of Norwich and 20 miles east of King's Lynn. The towns employment base comprises principally manufacturing and food production with main employers including Gilchrist Confectionary, Marston &...



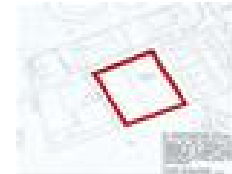
[Clipbush Business Park, Fakenham, Norfolk](#)

Price: POA

Size: 2.7400 Acres

Date Updated: 10/05/2011

Description: UNDER OFFER The Business Park extends to approximately 2.79 hectares (6.9 acres) in total. Design and build opportunities are available on either a leasehold or freehold basis for office, industrial, motor trad, builders merchant or traditional light industrial units.T...



[Serviced Industrial Land Telford Way, Thetford, Norfolk](#)

Price: £500,000.00

Rent: 40000.00 / Annum

Size: 1.3600 Acres

Date Updated: 22/09/2010

Description: The premises are located on Telford Way, one of the smaller established industrial estates in Thetford which is accessed off the A1066 Munford Road off which also which lie the Fison Way and Brunel Way industrial estates. It is a short drive from the Thetford bypass and...



[7, King Street, King's Lynn, Norfolk](#)

Price: £85,000.00

Size: 738.00

Date Updated: 09/05/2012

Description: Rare Opportunity to acquire a self contained freehold property in King Street With ground floor presence and dedicated car parking



[4, London Road, King's Lynn, Norfolk](#)

Price: £145,000.00

Size: 464.00 - 1162.00

Date Updated: 09/05/2012

Description: WELL ESTABLISHED TAKEAWAY PREMISES WITH FLAT ABOVE BUSY LONDON ROAD LOCATION FOR SALE/TO LET



[27 Barrington Gate, Spalding, Lincolnshire](#)

Price: £75,000.00 (Offers in excess of)

Size: 3008 - 3008 sq ft

Date Updated: 02/08/2011

Description: Holbeach is a small town located in the South Holland District of Lincolnshire approximately 20 miles west of King's Lynn and 7.9 miles east of Spalding connected by the A17. The property is located within a predominantly residential area approximately 150 metres from t...



[Kellard Place, Nar Ouse Way / Hardwick Road, King's Lynn, Norfolk](#)

Size: 3930 sq ft

Date Added: 19/01/2012

Description: A single storey retail unit (suitable for A1, A2 or A3 use) with potential for a full cover mezzanine in a highly prominent roadside location on Hardwick Road, King's Lynn (the principal location for out of town retailing in the town) with easy access to major road conne...



[83 High Street, King's Lynn, Norfolk](#)

Price: GBP

Rent: £45000 / Annum

Size: 1273 sq ft

Date Updated: 08/02/2012

Description: Retail premises to let in this busy trading location. The accommodation comprises of the following approximate dimensions: Ground Floor Retail: 1,273 sq ft First Floor Storage: 461 sq ft Second Floor Storage: 564 sq ft Third Floor Storage: 385 sq ft Gross Frontag...



[47, Bergen Way, King's Lynn, Norfolk](#)

Rent: £11520 / Annum

Size: 1201.00

Date Updated: 09/05/2012

Description: Former Driving Test Centre Currently Used As Cafe Situated On The Busy Bergen Way Suitable For A Variety Of Alternative Uses (subject to Planning) Including Commercial/Office/ Sales/Display Retail/Showroom/Community



[MAP 51, Bergen Way, King's Lynn, Norfolk](#)

Price: £795,000.00

Size: 17143.00

Date Updated: 09/05/2012

Description: The property is of clear span steel portal frame design with twin recessed service doors to the service yard. The unit has profiled sheet cladding to elevations and roof and lightweight blockwork walling internally. The roof is lined and insulated with good natural li...



[Saddlebow Road, King's Lynn, Norfolk](#)

Rent: £21600 / Annum

Size: 5493.00

Date Updated: 09/05/2012

Description: Well located 5 Bay Workshop Good Eaves Height (16FT) All Set in Site of 0.9acres Portacabin Offices



[Storage Site, Saddlebow Road, King's Lynn, Norfolk](#)

Rent: £24000 / Annum

Size: 62726.40

Date Updated: 09/05/2012

Description: Open Storage Yard/Site with Good Links to A47 TO LET 0.59 ha (1.44 ac)

[54-55, London Road, King's Lynn, Norfolk](#)

Size: 586.00 - 1752.00

Date Updated: 09/05/2012

Description: Newly refurbished and extended A5 Take Away premises with rear servicing. To Let. 162.48



[Land, Rollesby Road, King's Lynn, Norfolk](#)

Price: £285,000.00

Size: 54885.60

Date Updated: 09/05/2012

Description: PRIME DEVELOPMENT LAND OPPOSITE DENNEY ROAD INDUSTRIAL ESTATE FOR SALE 0.511 hectares (1.26acres)



[Secure yard, Garage Lane, King's Lynn, Norfolk](#)

Rent: £18000 / Annum

Size: 3045.00

Date Updated: 09/05/2012

Description: Hard Surfaced Secure Yard With Workshop Premises TO LET 282.88sm (3,045sft)



[St Andrews Road, King's Lynn, Norfolk](#)

Price: £195,000.00

Size: 0 sq ft

Date Updated: 09/05/2012

Description: The land is located to the rear of the modern St Andrews Court development on the Rollesby Road, Hardwick Industrial Estate. The Estate is situated on the southern edge of the town and provides excellent access to all main routes (A47, A10, A17, A148, A149) via the Har...



[Secure Storage Yard, Scania Way, King's Lynn, Norfolk](#)

Rent: £7500 / Annum

Size: 0 sq ft

Date Updated: 09/05/2012

Description: The property comprises a secure yard set back off Scania Way and offering good secure storage area with easy access.



[Valingers Road/Friars Street, King's Lynn, Norfolk](#)

Price: POA

Size: 698.00 - 6048.00

Date Updated: 09/05/2012

Description: IN THE HEART OF THE FRIARS Within Walking Distance of Town Centre SPACIOUS AND FLEXIBLE ACCOMMODATION 561.8ms (6,048 sf) (may divide) Suitable for Variety of Alternative Business, Commercial, Showroom, Retail, Community, Social/Leisure or Other Uses (stp) Availa...



[33, Railway Road, King's Lynn, Norfolk](#)

Price: POA

Size: 850.00 - 2255.00

Date Updated: 09/05/2012

Description: Substantial And Adaptable Space Suitable for Variety of Uses Prominently Located Opposite Bus Station/Vancouver Quarter Close To Railway Station TO LET



[14, High Street, King's Lynn, Norfolk](#)

Rent: £18000 / Annum

Size: 1688.00

Date Updated: 17/02/2012

Description: Former Four Seasons Bistro, the property occupies a good position on the busy High Street. The wide entrance leads directly to the main dining area with access to the good sized conservatory and bar to the rear. This area can also be accessed directly form the rear ca...



[Former Little Chef, Walton Highway, WISBECH, Cambridgeshire](#)

Rent: £35000 / Annum

Size: 3553 sq ft

Date Updated: 04/05/2012

Description: Prominent purpose built restaurant Direct access from A47 between Wisbech and King's Lynn Accommodation extending to 330 sq m (3,553 sq ft) Large site including car park for approximately 45 vehicles



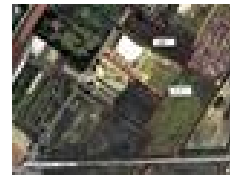
[Factory Premises, Parker Drive , Fakenham, Norfolk](#)

Price: POA

Size: 9712.00 sq m

Date Updated: 17/08/2011

Description: The market town of Fakenham is situated approximately 25 miles north-west of Norwich and 22 miles east of King's Lynn. The property itself is located at the end of Parker Drive, approximately 3/4 mile west of the town centre. The property comprises a number of interlin...



[Development Land, Cromwell Road, Wisbech, Cambridgeshire](#)

Size: 2.7 - 7.05 Acres

Date Added: 10/02/2011

Description: Wisbech is situated on the A47 at the junction with the A110 approximately 23 miles east of Peterborough and 15 miles west of King's Lynn. The properties are situated within the principle employment and out of town retail area of Wisbech. Nearby occupiers include Nestle ...

Other

[Clipbush Business Park, Clipbush Lane, Fakenham, Norfolk](#)

Price: POA

Size: 2.7400 Acres

Date Updated: 21/11/2010

Description: Fakenham is a busy North Norfolk market town located approx 25 miles north west of Norwich and 20 miles east of King's Lynn. The towns employment base comprises principally manufacturing and food production with main employers including Gilchrist Confectionary, Marston &...



[Clipbush Business Park, Fakenham, Norfolk](#)

Price: POA

Size: 2.7400 Acres

Date Updated: 10/05/2011

Description: UNDER OFFER The Business Park extends to approximately 2.79 hectares (6.9 acres) in total. Design and build opportunities are available on either a leasehold or freehold basis for office, industrial, motor trad, builders merchant or traditional light industrial units.T...

[Bergen Way, 3 Regis Place, North Lynn Industrial Estate, King's Lynn, Norfolk](#)

Price: Price on Application

Size: 8180 sq ft

Date Updated: 18/02/2012

Description: PHASE 2 OFFERS DESIGN & BUILD OF:ONE UNIT UP TO 8,180SQFT OR TWO SEMI DETACHED UNITS Regis Place is situated within the North Lynn Business area, at the junction of Hamburg Way and Bergen Way. The estate is directly off the northern by-pass (Edward Benefer Way. King's...

[Utility Savings Centre, USC House, Choseley Road, Docking, Norfolk](#)

Rent: £85.00 / sq m

Size: 2,314 - 5,836 sq ft

Date Added: 09/06/2011

Description:



[27 Barrington Gate, Spalding, Lincolnshire](#)

Price: £75,000.00 (Offers in excess of)

Size: 3008 - 3008 sq ft

Date Updated: 02/08/2011

Description: Holbeach is a small town located in the South Holland District of Lincolnshire approximately 20 miles west of King's Lynn and 7.9 miles east of Spalding connected by the A17. The property is located within a predominantly residential area approximately 150 metres from t...



[47, Bergen Way, King's Lynn, Norfolk](#)

Rent: £11520 / Annum

Size: 1201.00

Date Updated: 09/05/2012

Description: Former Driving Test Centre Currently Used As Cafe Situated On The Busy Bergen Way Suitable For A Variety Of Alternative Uses (subject to Planning) Including Commercial/Office/ Sales/Display Retail/Showroom/Community

[Former Hyundai Premises, Bergen Way, King's Lynn, Norfolk](#)

Rent: £30000 / Annum

Size: 5911.00

Date Updated: 09/05/2012

Description: Workshop, And Former MOT Testing Facility TO LET With range of Garage Equipment



[Showroom Premises, Valingers Road, King's Lynn, Norfolk](#)

Size: 2479.00

Date Updated: 09/05/2012

Description: Extensive High Quality Former Showroom Premises Suitable for a Variety of Uses TO LET 230.31m (2,479ft)



[Valingers Road/Friars Street, King's Lynn, Norfolk](#)

Price: POA

Size: 698.00 - 6048.00

Date Updated: 09/05/2012

Description: IN THE HEART OF THE FRIARS Within Walking Distance of Town Centre SPACIOUS AND FLEXIBLE ACCOMMODATION 561.8ms (6,048 sf) (may divide) Suitable for Variety of Alternative Business, Commercial, Showroom, Retail, Community, Social/Leisure or Other Uses (stp) Availa...



[Nelson Business Centre, Edward Benefer Way, King's Lynn, Norfolk](#)

Price: POA

Size: 1365 - 76440 sq ft

Date Added: 08/02/2011

Description: The property benefits from a secure site serviced off Bergen Way, comprising of a steel portal frame warehouse complex (clear height 4m/13ft) constructed in the late 1960's early 1970. There are extensive concrete and tarmac yards principally to the east and south of t...

[106 High Street, King's Lynn, Norfolk](#)

Rent: £25000 / Annum

Size: 1024 - 1977 sq ft

Date Updated: 28/02/2012

Description:



[Former Unipart, Hamlin Way, King's Lynn, Norfolk](#)

Rent: £50400 / Annum

Size: 7641.00

Date Updated: 17/02/2012

Description: Detached Trade Counter Premises TO LET Set in Good Sized Plot On Prominent Corner Site Detached Trade Counter Premises With offices 710sm 7,641sf



[Nelson Business Centre, Edward Benefer Way, King's Lynn](#)

Price: POA

Size: 2730 - 10920 sq ft

Date Updated: 19/11/2010

Description: The architects impression shows how the units could be converted to offer new trade counter/showroom accommodation. Our clients would be prepared to divide the units to suit individual needs. Externally there is a substantial tarmacadam forecourt running through to E...

Appendix 6 Residential appraisal results





Number	1	Units	NET Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality Kings Lynn	Green	Brown Amenity Lar	Native Use
Marsh Lane		153	4.50	34.00	99	15,113	3,358	12,078,013	799.18				

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	810	0
Det 2	3		100.00	0.00	810	0
Det 3	4		92.00	0.00	810	0
Det 4	4	25	130.00	3,250.00	810	2,632,500
Det 5	5	25	150.00	3,750.00	810	3,037,500
Det 6 Small Sc	4		105.00	0.00	1,192	0
Det 7 Small Sc	4		111.00	0.00	1,192	0
Det 8 Single	5		130.00	0.00	1,192	0
Semi 1	2		69.00	0.00	763	0
Semi 2	2		75.00	0.00	763	0
Semi 3	3	12	85.00	1,020.00	763	778,260
Semi 4	3	24	100.00	2,400.00	763	1,831,200
Semi 5	4		125.00	0.00	763	0
Ter 1	2		59.00	0.00	793	0
Ter 2	2	35	67.00	2,345.00	793	1,859,585
Ter 3	3	20	76.00	1,520.00	793	1,205,360
Ter 4	3		86.00	0.00	793	0
Flat 1	1		61.00	0.00	886	0
Flat 2	2	12	69.00	828.00	886	733,608
Flat 3	3		72.00	0.00	886	0
Flat 1 High	1		61.00	0.00	1,091	0
Flat 2 High	2		74.00	0.00	1,091	0
Flat 3 High	3		90.00	0.00	1,091	0

Beds		
1	0	0%
2	47	31%
3	56	37%
4	25	16%
5	25	16%
	153	100%

Number	2	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality Kings Lynn	Green	Brown Mixed, playi	Native Use
Lynnsport		437	14.00	31.21	99	43,235	3,088	34,177,205	790.50				

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	810	0
Det 2	3		100.00	0.00	810	0
Det 3	4		110.00	0.00	810	0
Det 4	4	90	130.00	11,700.00	810	9,477,000
Det 5	5	45	150.00	6,750.00	810	5,467,500
Det 6 Small Sc	4		105.00	0.00	1,192	0
Det 7 Small Sc	4		111.00	0.00	1,192	0
Det 8 Single	5		130.00	0.00	1,192	0
Semi 1	2		69.00	0.00	763	0
Semi 2	2		75.00	0.00	763	0
Semi 3	3	76	85.00	6,460.00	763	4,928,980
Semi 4	3	76	100.00	7,600.00	763	5,798,800
Semi 5	4		125.00	0.00	763	0
Ter 1	2		59.00	0.00	793	0
Ter 2	2	75	67.00	5,025.00	793	3,984,825
Ter 3	3	75	76.00	5,700.00	793	4,520,100
Ter 4	3		86.00	0.00	793	0
Flat 1	1		61.00	0.00	886	0
Flat 2	2		69.00	0.00	886	0
Flat 3	3		72.00	0.00	886	0
Flat 1 High	1		61.00	0.00	1,091	0
Flat 2 High	2		74.00	0.00	1,091	0
Flat 3 High	3		90.00	0.00	1,091	0

Beds		
1	0	0%
2	75	17%
3	227	52%
4	90	21%
5	45	10%
	437	100%



Number	3	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality West Lynn	Green/Brown	Native Use Cleared
Bankside		200	3.00	66.67	75	15,050	5,017	12,432,950	826.11			

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	810	0
Det 2	3		100.00	0.00	810	0
Det 3	4		110.00	0.00	810	0
Det 4	4		130.00	0.00	810	0
Det 5	5		150.00	0.00	810	0
Det 6 Small Sc	4		105.00	0.00	1,192	0
Det 7 Small Sc	4		111.00	0.00	1,192	0
Det 8 Single	5		130.00	0.00	1,192	0
Semi 1	2		69.00	0.00	763	0
Semi 2	2		75.00	0.00	763	0
Semi 3	3	25	85.00	2,125.00	763	1,621,375
Semi 4	3	25	100.00	2,500.00	763	1,907,500
Semi 5	4		125.00	0.00	763	0
Ter 1	2		59.00	0.00	793	0
Ter 2	2	25	67.00	1,675.00	793	1,328,275
Ter 3	3	25	76.00	1,900.00	793	1,506,700
Ter 4	3		86.00	0.00	793	0
Flat 1	1	25	61.00	1,525.00	886	1,351,150
Flat 2	2	25	69.00	1,725.00	886	1,528,350
Flat 3	3	50	72.00	3,600.00	886	3,189,600
Flat 1 High	1		61.00	0.00	1,091	0
Flat 2 High	2		74.00	0.00	1,091	0
Flat 3 High	3		90.00	0.00	1,091	0

Beds		
1	25	13%
2	50	25%
3	125	63%
4	0	0%
5	0	0%
	200	100%

Number	4	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality Downham	Green	Native Use Agricultural
NE Downham Mkt		150	5.00	30.00	101	15,200	3,040	12,033,850	791.70			

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	810	0
Det 2	3		100.00	0.00	810	0
Det 3	4		110.00	0.00	810	0
Det 4	4	25	130.00	3,250.00	810	2,632,500
Det 5	5	25	150.00	3,750.00	810	3,037,500
Det 6 Small Sc	4		105.00	0.00	1,192	0
Det 7 Small Sc	4		111.00	0.00	1,192	0
Det 8 Single	5		130.00	0.00	1,192	0
Semi 1	2		69.00	0.00	763	0
Semi 2	2		75.00	0.00	763	0
Semi 3	3	25	85.00	2,125.00	763	1,621,375
Semi 4	3	25	100.00	2,500.00	763	1,907,500
Semi 5	4		125.00	0.00	763	0
Ter 1	2		59.00	0.00	793	0
Ter 2	2	25	67.00	1,675.00	793	1,328,275
Ter 3	3	25	76.00	1,900.00	793	1,506,700
Ter 4	3		86.00	0.00	793	0
Flat 1	1		61.00	0.00	886	0
Flat 2	2		69.00	0.00	886	0
Flat 3	3		72.00	0.00	886	0
Flat 1 High	1		61.00	0.00	1,091	0
Flat 2 High	2		74.00	0.00	1,091	0
Flat 3 High	3		90.00	0.00	1,091	0

Beds		
1	0	0%
2	25	17%
3	75	50%
4	25	17%
5	25	17%
	150	100%



Number	5	Units	Area ha	Density Units/ha	verage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality Downham	Green/Brown Industrial	Native Use
S Railway Rd		150	4.40	34.09	93	14,000	3,182	10,987,600	784.83			

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	810	0
Det 2	3		100.00	0.00	810	0
Det 3	4		110.00	0.00	810	0
Det 4	4	10	130.00	1,300.00	810	1,053,000
Det 5	5	10	150.00	1,500.00	810	1,215,000
Det 6 Small Sc	4		105.00	0.00	1,192	0
Det 7 Small Sc	4		111.00	0.00	1,192	0
Det 8 Single	5		130.00	0.00	1,192	0
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Semi 2	2		75.00	0.00	763	0
Semi 3	3		85.00	0.00	763	0
Semi 4	3	24	100.00	2,400.00	763	1,831,200
Semi 5	4	24	125.00	3,000.00	763	2,289,000
Ter 1	2		59.00	0.00	793	0
Ter 2	2	48	67.00	3,216.00	793	2,550,288
Ter 3	3	34	76.00	2,584.00	793	2,049,112
Ter 4	3		86.00	0.00	793	0
Flat 1	1		61.00	0.00	886	0
Flat 2	2		69.00	0.00	886	0
Flat 3	3		72.00	0.00	886	0
Flat 1 High	1		61.00	0.00	1,091	0
Flat 2 High	2		74.00	0.00	1,091	0
Flat 3 High	3		90.00	0.00	1,091	0

Beds		
1	0	0%
2	48	32%
3	58	39%
4	34	23%
5	10	7%
	150	100%

Number	6	Units	Area ha	Density Units/ha	verage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality Hunstanton	Green Agricultural	Native Use
NE Hunstanton		100	3.10	32.26	99	9,888	3,190	7,838,744	792.75			

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	810	0
Det 2	3		100.00	0.00	810	0
Det 3	4		110.00	0.00	810	0
Det 4	4	16	130.00	2,080.00	810	1,684,800
Det 5	5	16	150.00	2,400.00	810	1,944,000
Det 6 Small Sc	4		105.00	0.00	1,192	0
Det 7 Small Sc	4		111.00	0.00	1,192	0
Det 8 Single	5		130.00	0.00	1,192	0
Semi 1	2		69.00	0.00	763	0
Semi 2	2		75.00	0.00	763	0
Semi 3	3	12	85.00	1,020.00	763	778,260
Semi 4	3	16	100.00	1,600.00	763	1,220,800
Semi 5	4		125.00	0.00	763	0
Ter 1	2		59.00	0.00	793	0
Ter 2	2	28	67.00	1,876.00	793	1,487,668
Ter 3	3	12	76.00	912.00	793	723,216
Ter 4	3		86.00	0.00	793	0
Flat 1	1		61.00	0.00	886	0
Flat 2	2		69.00	0.00	886	0
Flat 3	3		72.00	0.00	886	0
Flat 1 High	1		61.00	0.00	1,091	0
Flat 2 High	2		74.00	0.00	1,091	0
Flat 3 High	3		90.00	0.00	1,091	0

Beds		
1	0	0%
2	28	28%
3	40	40%
4	16	16%
5	16	16%
	100	100%



Number	7	Units	Area ha	Density Units/ha	verage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	een/Brown	rnative Use
Manor Road		39	0.68	57.35	79	3,089	4,543	2,493,164	807.11	Hunstanton	Brown	Industrial

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	810	0
Det 2	3		100.00	0.00	810	0
Det 3	4		110.00	0.00	810	0
Det 4	4		130.00	0.00	810	0
Det 5	5		150.00	0.00	810	0
Det 6 Small Sc	4		105.00	0.00	1,192	0
Det 7 Small Sc	4		111.00	0.00	1,192	0
Det 8 Single	5		130.00	0.00	1,192	0
Semi 1	2		69.00	0.00	763	0
Semi 2	2		75.00	0.00	763	0
Semi 3	3		85.00	0.00	763	0
Semi 4	3	4	100.00	400.00	763	305,200
Semi 5	4	4	125.00	500.00	763	381,500
Ter 1	2		59.00	0.00	793	0
Ter 2	2	10	67.00	670.00	793	531,310
Ter 3	3	10	76.00	760.00	793	602,680
Ter 4	3		86.00	0.00	793	0
Flat 1	1		61.00	0.00	886	0
Flat 2	2	11	69.00	759.00	886	672,474
Flat 3	3		72.00	0.00	886	0
Flat 1 High	1		61.00	0.00	1,091	0
Flat 2 High	2		74.00	0.00	1,091	0
Flat 3 High	3		90.00	0.00	1,091	0

Beds		
1	0	0%
2	21	54%
3	14	36%
4	4	10%
5	0	0%
	39	100%

Number	8	Units	Area ha	Density Units/ha	verage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	een/Brown	rnative Use
Wisbech Fringe		550	18.70	29.41	100	54,919	2,937	43,458,367	791.32	Wisbech	Green	Agricultural

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	810	0
Det 2	3		100.00	0.00	810	0
Det 3	4		110.00	0.00	810	0
Det 4	4	120	130.00	15,600.00	810	12,636,000
Det 5	5	60	150.00	9,000.00	810	7,290,000
Det 6 Small Sc	4		105.00	0.00	1,192	0
Det 7 Small Sc	4		111.00	0.00	1,192	0
Det 8 Single	5		130.00	0.00	1,192	0
Semi 1	2		69.00	0.00	763	0
Semi 2	2		75.00	0.00	763	0
Semi 3	3	92	85.00	7,820.00	763	5,966,660
Semi 4	3	92	100.00	9,200.00	763	7,019,600
Semi 5	4		125.00	0.00	763	0
Ter 1	2		59.00	0.00	793	0
Ter 2	2	93	67.00	6,231.00	793	4,941,183
Ter 3	3	93	76.00	7,068.00	793	5,604,924
Ter 4	3		86.00	0.00	793	0
Flat 1	1		61.00	0.00	886	0
Flat 2	2		69.00	0.00	886	0
Flat 3	3		72.00	0.00	886	0
Flat 1 High	1		61.00	0.00	1,091	0
Flat 2 High	2		74.00	0.00	1,091	0
Flat 3 High	3		90.00	0.00	1,091	0

Beds		
1	0	0%
2	93	17%
3	277	50%
4	120	22%
5	60	11%
	550	100%



Number	9	Units	Area ha	Density Units/ha	verage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality Green/Brown	native Use
Hall Lane		300	10.00	30.00	100	30,080	3,008	23,808,500	791.51	South Wool	Agricultural

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	810	0
Det 2	3		100.00	0.00	810	0
Det 3	4		110.00	0.00	810	0
Det 4	4	66	130.00	8,580.00	810	6,949,800
Det 5	5	34	150.00	5,100.00	810	4,131,000
Det 6 Small Sc	4		105.00	0.00	1,192	0
Det 7 Small Sc	4		111.00	0.00	1,192	0
Det 8 Single	5		130.00	0.00	1,192	0
Semi 1	2		69.00	0.00	763	0
Semi 2	2		75.00	0.00	763	0
Semi 3	3	50	85.00	4,250.00	763	3,242,750
Semi 4	3	50	100.00	5,000.00	763	3,815,000
Semi 5	4		125.00	0.00	763	0
Ter 1	2		59.00	0.00	793	0
Ter 2	2	50	67.00	3,350.00	793	2,656,550
Ter 3	3	50	76.00	3,800.00	793	3,013,400
Ter 4	3		86.00	0.00	793	0
Flat 1	1		61.00	0.00	886	0
Flat 2	2		69.00	0.00	886	0
Flat 3	3		72.00	0.00	886	0
Flat 1 High	1		61.00	0.00	1,091	0
Flat 2 High	2		74.00	0.00	1,091	0
Flat 3 High	3		90.00	0.00	1,091	0

Beds	No	%
1	0	0%
2	50	17%
3	150	50%
4	66	22%
5	34	11%
	300	100%

Number	10	Units	Area ha	Density Units/ha	verage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality Green/Brown	native Use
South East KL		1600	50.00	32.00	96	153,400	3,068	121,145,210	789.73	Kings Lynn	Agricultural

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	810	0
Det 2	3		100.00	0.00	810	0
Det 3	4		110.00	0.00	810	0
Det 4	4	200	130.00	26,000.00	810	21,060,000
Det 5	5	200	150.00	30,000.00	810	24,300,000
Det 6 Small Sc	4		105.00	0.00	1,192	0
Det 7 Small Sc	4		111.00	0.00	1,192	0
Det 8 Single	5		130.00	0.00	1,192	0
Semi 1	2		69.00	0.00	763	0
Semi 2	2	40	75.00	3,000.00	763	2,289,000
Semi 3	3	260	85.00	22,100.00	763	16,862,300
Semi 4	3	260	100.00	26,000.00	763	19,838,000
Semi 5	4	30	125.00	3,750.00	763	2,861,250
Ter 1	2		59.00	0.00	793	0
Ter 2	2	400	67.00	26,800.00	793	21,252,400
Ter 3	3	180	76.00	13,680.00	793	10,848,240
Ter 4	3		86.00	0.00	793	0
Flat 1	1		61.00	0.00	886	0
Flat 2	2	30	69.00	2,070.00	886	1,834,020
Flat 3	3		72.00	0.00	886	0
Flat 1 High	1		61.00	0.00	1,091	0
Flat 2 High	2		74.00	0.00	1,091	0
Flat 3 High	3		90.00	0.00	1,091	0

Beds	No	%
1	0	0%
2	470	29%
3	700	44%
4	230	14%
5	200	13%
	1600	100%



Number	11	Units	Area ha	Density Units/ha	verage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality Green/Brown rnative Use
Northern Coastal	16	0.50	32.00	89	1,429	2,858	1,129,967	790.74	Brancaster Green Paddock	

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	810	0
Det 2	3		100.00	0.00	810	0
Det 3	4		110.00	0.00	810	0
Det 4	4	2	130.00	260.00	810	210,600
Det 5	5	1	150.00	150.00	810	121,500
Det 6 Small Sc	4		105.00	0.00	1,192	0
Det 7 Small Sc	4		111.00	0.00	1,192	0
Det 8 Single	5		130.00	0.00	1,192	0
Semi 1	2		69.00	0.00	763	0
Semi 2	2		75.00	0.00	763	0
Semi 3	3	4	85.00	340.00	763	259,420
Semi 4	3		100.00	0.00	763	0
Semi 5	4		125.00	0.00	763	0
Ter 1	2		59.00	0.00	793	0
Ter 2	2	5	67.00	335.00	793	265,655
Ter 3	3		76.00	0.00	793	0
Ter 4	3	4	86.00	344.00	793	272,792
Flat 1	1		61.00	0.00	886	0
Flat 2	2		69.00	0.00	886	0
Flat 3	3		72.00	0.00	886	0
Flat 1 High	1		61.00	0.00	1,091	0
Flat 2 High	2		74.00	0.00	1,091	0
Flat 3 High	3		90.00	0.00	1,091	0

Beds		
1	0	0%
2	5	31%
3	8	50%
4	2	13%
5	1	6%
	16	100%

Number	12	Units	Area ha	Density Units/ha	verage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality Green/Brown rnative Use
Rural East	6	0.23	26.09	127	760	3,304	615,600	810.00	Castle Acre Brown Industrial	

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	810	0
Det 2	3		100.00	0.00	810	0
Det 3	4	2	110.00	220.00	810	178,200
Det 4	4	3	130.00	390.00	810	315,900
Det 5	5	1	150.00	150.00	810	121,500
Det 6 Small Sc	4		105.00	0.00	1,192	0
Det 7 Small Sc	4		111.00	0.00	1,192	0
Det 8 Single	5		130.00	0.00	1,192	0
Semi 1	2		69.00	0.00	763	0
Semi 2	2		75.00	0.00	763	0
Semi 3	3		85.00	0.00	763	0
Semi 4	3		100.00	0.00	763	0
Semi 5	4		125.00	0.00	763	0
Ter 1	2		59.00	0.00	793	0
Ter 2	2		67.00	0.00	793	0
Ter 3	3		76.00	0.00	793	0
Ter 4	3		86.00	0.00	793	0
Flat 1	1		61.00	0.00	886	0
Flat 2	2		69.00	0.00	886	0
Flat 3	3		72.00	0.00	886	0
Flat 1 High	1		61.00	0.00	1,091	0
Flat 2 High	2		74.00	0.00	1,091	0
Flat 3 High	3		90.00	0.00	1,091	0

Beds		
1	0	0%
2	0	0%
3	0	0%
4	5	83%
5	1	17%
	6	100%



Number	13	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality Dersingham	Green/Brown Bungalows	Native Use
Northern Village	13		0.42	30.95	115	1,493	3,555	1,202,989	805.75			

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	810	0
Det 2	3		100.00	0.00	810	0
Det 3	4		110.00	0.00	810	0
Det 4	4	4	130.00	520.00	810	421,200
Det 5	5	4	150.00	600.00	810	486,000
Det 6 Small Sc	4		105.00	0.00	1,192	0
Det 7 Small Sc	4		111.00	0.00	1,192	0
Det 8 Single	5		130.00	0.00	1,192	0
Semi 1	2		69.00	0.00	763	0
Semi 2	2		75.00	0.00	763	0
Semi 3	3		85.00	0.00	763	0
Semi 4	3		100.00	0.00	763	0
Semi 5	4		125.00	0.00	763	0
Ter 1	2		59.00	0.00	793	0
Ter 2	2	3	67.00	201.00	793	159,393
Ter 3	3		76.00	0.00	793	0
Ter 4	3	2	86.00	172.00	793	136,396
Flat 1	1		61.00	0.00	886	0
Flat 2	2		69.00	0.00	886	0
Flat 3	3		72.00	0.00	886	0
Flat 1 High	1		61.00	0.00	1,091	0
Flat 2 High	2		74.00	0.00	1,091	0
Flat 3 High	3		90.00	0.00	1,091	0

Beds		
1	0	0%
2	3	23%
3	2	15%
4	4	31%
5	4	31%
	13	100%

Number	14	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality Stoke Ferry	Green/Brown Industrial	Native Use
SE Village	14		1.76	39.77	85	5,931	3,370	4,649,283	783.90			

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	810	0
Det 2	3		100.00	0.00	810	0
Det 3	4		110.00	0.00	810	0
Det 4	4		130.00	0.00	810	0
Det 5	5		150.00	0.00	810	0
Det 6 Small Sc	4		105.00	0.00	1,192	0
Det 7 Small Sc	4		111.00	0.00	1,192	0
Det 8 Single	5		130.00	0.00	1,192	0
Semi 1	2		69.00	0.00	763	0
Semi 2	2		75.00	0.00	763	0
Semi 3	3		85.00	0.00	763	0
Semi 4	3	8	100.00	800.00	763	610,400
Semi 5	4	8	125.00	1,000.00	763	763,000
Ter 1	2		59.00	0.00	793	0
Ter 2	2	27	67.00	1,809.00	793	1,434,537
Ter 3	3		76.00	0.00	793	0
Ter 4	3	27	86.00	2,322.00	793	1,841,346
Flat 1	1		61.00	0.00	886	0
Flat 2	2		69.00	0.00	886	0
Flat 3	3		72.00	0.00	886	0
Flat 1 High	1		61.00	0.00	1,091	0
Flat 2 High	2		74.00	0.00	1,091	0
Flat 3 High	3		90.00	0.00	1,091	0

Beds		
1	0	0%
2	27	39%
3	35	50%
4	8	11%
5	0	0%
	70	100%



Number	15	Units	Area ha	Density Units/ha	verage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality Green/Brown Paddock
Northern Village	35	1.00	35.00	105	3,675	3,675	2,869,745	780.88	Sedgeford Green Paddock	

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	810	0
Det 2	3		100.00	0.00	810	0
Det 3	4	2	110.00	220.00	810	178,200
Det 4	4	3	130.00	390.00	810	315,900
Det 5	5	2	150.00	300.00	810	243,000
Det 6 Small Sc	4		105.00	0.00	1,192	0
Det 7 Small Sc	4		111.00	0.00	1,192	0
Det 8 Single	5		130.00	0.00	1,192	0
Semi 1	2		69.00	0.00	763	0
Semi 2	2		75.00	0.00	763	0
Semi 3	3		85.00	0.00	763	0
Semi 4	3	10	100.00	1,000.00	763	763,000
Semi 5	4	8	125.00	1,000.00	763	763,000
Ter 1	2		59.00	0.00	793	0
Ter 2	2	5	67.00	335.00	793	265,655
Ter 3	3		76.00	0.00	793	0
Ter 4	3	5	86.00	430.00	793	340,990
Flat 1	1		61.00	0.00	886	0
Flat 2	2		69.00	0.00	886	0
Flat 3	3		72.00	0.00	886	0
Flat 1 High	1		61.00	0.00	1,091	0
Flat 2 High	2		74.00	0.00	1,091	0
Flat 3 High	3		90.00	0.00	1,091	0

Beds	Green	Paddock	Use
1	0	0	0%
2	5	5	14%
3	15	15	43%
4	13	13	37%
5	2	2	6%
	35	35	100%

Number	16	Units	Area ha	Density Units/ha	verage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality Green/Brown Paddock
South Village	18	0.45	40.00	95	1,708	3,796	1,311,244	767.71	Southery Green Paddock	

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	810	0
Det 2	3		100.00	0.00	810	0
Det 3	4		110.00	0.00	810	0
Det 4	4		130.00	0.00	810	0
Det 5	5		150.00	0.00	810	0
Det 6 Small Sc	4		105.00	0.00	1,192	0
Det 7 Small Sc	4		111.00	0.00	1,192	0
Det 8 Single	5		130.00	0.00	1,192	0
Semi 1	2		69.00	0.00	763	0
Semi 2	2		75.00	0.00	763	0
Semi 3	3	4	85.00	340.00	763	259,420
Semi 4	3	6	100.00	600.00	763	457,800
Semi 5	4	4	125.00	500.00	763	381,500
Ter 1	2		59.00	0.00	793	0
Ter 2	2	4	67.00	268.00	793	212,524
Ter 3	3		76.00	0.00	793	0
Ter 4	3		86.00	0.00	793	0
Flat 1	1		61.00	0.00	886	0
Flat 2	2		69.00	0.00	886	0
Flat 3	3		72.00	0.00	886	0
Flat 1 High	1		61.00	0.00	1,091	0
Flat 2 High	2		74.00	0.00	1,091	0
Flat 3 High	3		90.00	0.00	1,091	0

Beds	Green	Paddock	Use
1	0	0	0%
2	4	4	22%
3	10	10	56%
4	4	4	22%
5	0	0	0%
	18	18	100%

**ZBase Adj Area and GIA
For Apps**



			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
Location			Kings Lynn	Kings Lynn	West Lynn	ham Market	ham Market	Hunstanton	Hunstanton	Wisbech	uth Wootton	Kings Lynn	Brancaster	Castle Acre	Dersingham	Stoke Ferry	Sedgeford	Southery
Green/brown field Use			Green	Green	Brown	Cleared	Agricultural	Industrial	Agricultural	Industrial	Agricultural	Agricultural	Paddock	Industrial	Bungalow	Industrial	Paddock	Paddock
Site Area	Gross	ha	5.30	23.00	3.20	8.30	4.40	5.10	0.68	18.70	16.00	83.00	0.50	0.23	0.42	1.90	1.00	0.45
	Net	ha	4.50	14.00	3.00	5.00	4.40	3.10	0.68	18.70	10.00	50.00	0.50	0.23	0.42	1.76	1.00	0.45
	Units		153	437	200	150	150	100	39	550	300	1,600	16	6	13	70	35	18
Average Unit Size	Size	m2	98.78	98.94	75.25	101.33	93.33	98.88	79.21	99.85	100.27	95.88	89.31	126.67	114.85	84.73	105.00	94.89
Mix	Intermediate to Buy		3.56%	3.56%	3.56%	4.80%	4.80%	4.80%	4.80%	4.80%	4.80%	3.56%	4.80%	4.80%	4.80%	4.80%	4.80%	4.80%
	Affordable Rent		8.30%	8.30%	8.30%	11.20%	11.20%	11.20%	11.20%	11.20%	11.20%	8.30%	11.20%	11.20%	11.20%	11.20%	11.20%	11.20%
	Social Rent																	
Price	Market	£/m2	2,000	2,000	1,950	2,100	2,100	2,750	2,750	2,300	2,450	2,250	3,100	2,300	3,100	2,050	2,500	2,050
	Intermediate	£/m2	1,400	1,400	1,365	1,470	1,470	1,925	1,925	1,610	1,715	1,575	2,170	1,610	2,170	1,435	1,750	1,435
	Affordable	£/m2	950	950	950	975	975	975	975	975	975	950	975	975	975	975	975	975
	Social Ren	£/m2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and	Intermedi	£/unit																
	Affordable	£/unit																
	Social Ren	£/unit																
Sales per Quarter			12	18	10	12	10	6	4	10	18	24	2	1	2	7	3	2
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value	£/ha		50,000	200,000	380,000	25,000	284,000	25,000	284,000	25,000	25,000	25,000	50,000	284,000	950,000	284,000	50,000	50,000
Up Lift %	%		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Additional Uplift	£/ha		300,000			300,000		300,000		300,000		300,000					300,000	300,000
Easements etc	£		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	% land		1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning F <50	£/unit		385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385
>50	£/unit		115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115
Architects	%		6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
QS / PM	%		0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Consultants	%		1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Professional	%		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Build Cost - BCIS Base	£/m2		799	790	826	792	785	793	807	791	792	790	791	810	806	784	781	768
CfSH	%		2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Energy	£/m2		10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10
Design	£/m2																	
Lifetime	£/m2																	
Flood	£/m2		15	15		15												
Over-extra 4	£/m2																	
Infrastructure	%		20%	20%	15%	20%	20%	20%	15%	20%	20%	20%	10%	10%	10%	10%	15%	15%
Pre CIL s106	£/Unit				5,000	5,000	5,000	5,000	5,000			5,000	5,000	5,000	5,000	5,000	5,000	5,000
Post CIL s106	£/Unit		2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
	£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	%		2.50%	2.50%	5.00%	2.50%	5.00%	2.50%	5.00%	2.50%	2.50%	2.50%	2.50%	5.00%	2.50%	5.00%	2.50%	2.50%
Abnormals	%				10.00%			10.00%						10.00%		10.00%		
	£/site		2,300,000	2,560,000	1,000,000		140,000			500,000	250,000	3,500,000			60,000	300,000		
FINANCE	Fees	£	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Interest	%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
	Legal and	£	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
	Misc.	£	25,000	25,000	25,000	25,000	25,000	25,000	10,000	25,000	25,000	25,000	10,000	10,000	10,000	25,000	10,000	10,000
Developer	% of costs (before interest)			0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	% of GDV		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%

70.00%



SITE NAME Site 2						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	98.9	88%	385	2,000	76,214,658	38,107
Shared Ownership	98.9	4%	16	1,400	2,154,832	1,539
Affordable Rent	98.9	8%	36	950	3,409,080	3,589
Social Rent	98.9	0%	0	0	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	14.00 ha		31	/ha	81,778,570	43,235
SITE AREA - Gross	23.00 ha		19	/ha		

Sales per Quarter 18
Unit Build Time 3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	6,893,915	492,422	289,258
Alternative Use Value	4,630,000	200,000	
Uplift	20%	920,000	40,000
Plus /ha	0	0	0
Viability Threshold	5,520,000		240,000

Additional Profit 3,592,258 94

RUN Residual MACRO ctrlr Closing balance = 0

RUN CIL MACRO ctrlr Closing balance = 0

Check on phasing diagr nos correct

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	15,776	6,893,915
Stamp Duty		344,696
Easements etc.		0
Legals Acquisition	1.50%	103,409
448,104		
PLANNING		
Planning Fee		193,500
Architects	6.00%	2,784,390
QS / PM	0.50%	232,032
Planning Consultants	1.00%	464,065
Other Professional	2.50%	1,160,162
4,834,149		
CONSTRUCTION		
Build Cost - BCIS Based	989	42,777,065
s106 CIL		0
Contingency	2.50%	1,069,427
Abnormals		2,560,000
46,406,492		
FINANCE		
Fees		10,000
Interest	7.00%	7,500
Legal and Valuation		7,500
17,500		
SALES		
Agents	3.0%	2,453,357
Legals	0.5%	408,893
Misc.		25,000
2,887,250		
61,487,410		
Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	16,355,714

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	437		
No dwgs unde	387	385	148,995
No dwgs over	387	115	44,505
Total			193,500

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			344,696

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			276,000

Pre CIL s106 0 £/ Unit (all)
Total 0

Post CIL s106 2,000 £/ Unit (all)
CIL 0 £/ m2
Total 874,000

Build Cost /m2	
BCIS	790
CFSH	16
Energy	10
Over-extra 1	0
Over-extra 2	0
Over-extra 3	15
Over-extra 4	0
Infrastructure	158
989	

INCOME	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
UNITS Started	10	20	30	50	72	72	72	50	50	11														
Market Housing		1,744,043	3,488,085	5,232,128	8,720,213	12,557,106	12,557,106	12,557,106	8,720,213	8,720,213	1,918,447	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		49,310	98,619	147,929	246,548	355,030	355,030	355,030	246,548	246,548	54,241	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		78,011	156,022	234,033	390,055	561,679	561,679	561,679	390,055	390,055	85,812	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	1,871,363	3,742,726	5,614,089	9,356,816	13,473,815	13,473,815	13,473,815	9,356,816	9,356,816	2,058,499	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty		344,696																						
Easements etc.		0																						
Legals Acquisition		103,409																						
Planning Fee		193,500																						
Architects		2,784,390																						
QS		232,032																						
Planning Consultants		464,065																						
Other Professional		1,160,162																						
Build Cost - BCIS Base		978,880	1,957,760	2,936,641	4,894,401	7,047,937	7,047,937	7,047,937	4,894,401	4,894,401	1,076,768	0	0	0	0	0	0	0	0	0	0	0	0	0
s106 CIL		0																						
Contingency		24,472	48,944	73,416	122,360	176,198	176,198	176,198	122,360	122,360	26,919	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		58,581	117,162	175,744	292,906	421,785	421,785	421,785	292,906	292,906	64,439	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		10,000																						
Legal and Valuation		7,500																						
Agents		0	56,141	112,282	168,423	280,704	404,214	404,214	280,704	280,704	61,755	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	9,357	18,714	28,070	46,784	67,369	67,369	46,784	46,784	10,292	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.		0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND	5,299,754	1,127,431	2,279,862	3,382,293	5,637,156	8,117,504	8,117,504	8,117,504	5,637,156	5,637,156	1,240,174	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Value																								
Land		6,893,915																						
Interest		853,557	861,231	819,116	720,229	510,268	171,045	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								16,355,714
Cash Flow	-12,193,668	-109,625	601,633	1,412,680	2,999,431	4,846,042	5,185,265	5,356,310	3,719,660	3,719,660	818,325	0	0	0	0	0	0	0	0	0	0	0	0	-16,355,714
Opening Bal	0																							
Closing Bal	-12,193,668	-12,303,293	-11,701,660	-10,288,980	-7,289,549	-2,443,507	2,741,758	8,098,069	11,817,729	15,537,389	16,355,714	16,355,714	16,355,714	16,355,714	16,355,714	16,355,714	16,355,714	16,355,714	16,355,714	16,355,714	16,355,714	16,355,714	16,355,714	0

INCOME	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
As Above																								
INCOME	0	1,871,363	3,742,726	5,614,089	9,356,816	13,473,815	13,473,815	13,473,815	9,356,816	9,356,816	2,058,499	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land		5,520,000																						
Stamp Duty		276,000																						
Easements etc.		0																						
Legals Acquisition		82,800																						
Planning Fee		193,500																						
Architects		2,784,390																						
QS		232,032																						
Planning Consultants		464,065																						
Other Professional		1,160,162																						



SITE NAME Site 3						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	75.3	88%	176	1,950	25,866,887	13,265
Shared Ownership	75.3	4%	7	1,365	731,340	536
Affordable Rent	75.3	8%	17	950	1,186,693	1,249
Social Rent	75.3	0%	0	0	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	3.00 ha		67	/ha	27,784,919	15,050
SITE AREA - Gross	3.20 ha		63	/ha		

Sales per Quarter	10
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-584,659	-194,886	-182,700
Alternative Use Value	1,216,000	390,000	
Uplift	20%	243,200	76,000
Plus /ha	0	0	0
Viability Threshold	1,459,200	456,000	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing diag. nos
correct

Additional Profit	-1,483,974	-112
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DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	-2,923	-584,659
Stamp Duty	0	0
Easements etc.	0	0
Legals Acquisition	1.50%	-8,770
PLANNING		
Planning Fee		75,000
Architects	6.00%	1,134,097
QS / PM	0.50%	94,508
Planning Consultants	1.00%	189,016
Other Professional	2.50%	472,540
		1,965,161
CONSTRUCTION		
Build Cost - BCIS Based	977	14,697,052
s106 CIL	5,000	1,000,000
Contingency	5.00%	734,853
Abnormals		2,469,705
		18,901,609
FINANCE		
Fees		10,000
Interest	7.00%	
Legal and Valuation		7,500
		17,500
SALES		
Agents	3.0%	833,548
Legals	0.5%	136,825
Misc.		25,000
		997,472
		21,288,313
Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	5,556,984

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	200		
No dwgs under	150	385	57,750
No dwgs over	150	115	17,250
		Total	75,000

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	-584,659

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	1,459,200

Pre CIL s106	5,000 £/Unit (all)	
		Total 1,000,000

Post CIL s106	2,000 £/Unit (all)	
CIL	0 £/m2	
		Total 400,000

Build Cost /m2	
BCIS	826
CFSH	17
Energy	10
Over-extra 1	0
Over-extra 2	0
Over-extra 3	0
Over-extra 4	0
Infrastructure	124
	977

RESIDUAL CASH FLOW FOR INTEREST

INCOME	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started			5	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	3				
Market Housing			0	0	0	0	646,672	1,552,013	1,552,013	1,552,013	1,552,013	1,552,013	1,552,013	1,552,013	1,552,013	1,552,013	1,552,013	1,552,013	1,552,013	1,552,013	1,552,013	1,552,013	1,552,013	388,003
Shared Ownership			0	0	0	0	18,283	43,880	43,880	43,880	43,880	43,880	43,880	43,880	43,880	43,880	43,880	43,880	43,880	43,880	43,880	43,880	43,880	10,970
Affordable Rent			0	0	0	0	29,667	71,202	71,202	71,202	71,202	71,202	71,202	71,202	71,202	71,202	71,202	71,202	71,202	71,202	71,202	71,202	71,202	17,890
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	694,623	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	416,774
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-8,770																							
Planning Fee	75,000																							
Architects	567,048			567,048																				
QS	47,254			47,254																				
Planning Consultants	94,508			94,508																				
Other Professional	236,270			236,270																				
Build Cost - BCIS Base	0	122,475	416,416		710,357	881,823	881,823	881,823	881,823	881,823	881,823	881,823	881,823	881,823	881,823	881,823	881,823	881,823	881,823	661,367	367,426	73,485	0	0
s106 CIL	0	1,000,000			1,000,000				1,000,000				1,000,000				1,000,000				1,000,000			
Contingency	0	6,124	20,821		35,518	44,091	44,091	44,091	44,091	44,091	44,091	44,091	44,091	44,091	44,091	44,091	44,091	44,091	44,091	33,068	18,371	3,674	0	0
Abnormals	0	20,581	69,975		119,369	148,182	148,182	148,182	148,182	148,182	148,182	148,182	148,182	148,182	148,182	148,182	148,182	148,182	148,182	111,137	61,743	12,349	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	20,839	50,013	50,013	50,013	50,013	50,013	50,013	50,013	50,013	50,013	50,013	50,013	50,013	50,013	50,013	50,013	50,013	12,503
Legals	0	0	0	0	0	0	3,473	8,335	8,335	8,335	8,335	8,335	8,335	8,335	8,335	8,335	8,335	8,335	8,335	8,335	8,335	8,335	8,335	2,084
Misc.	0	0	0	0	0	0	25,000																	
COSTS BEFORE LAND INT AND	1,028,811	0	2,119,261	507,212	865,244	1,074,097	1,098,408	1,132,445	1,132,445	1,132,445	1,132,445	1,132,445	1,132,445	1,132,445	1,132,445	1,132,445	1,132,445	1,132,445	1,132,445	863,921	505,889	147,856	58,348	14,587
For Residual Value																								
Land	-584,659																							
Interest		7,773	7,909	45,134	54,800	70,901	90,938	99,596	91,983	84,236	76,354	68,334	60,173	51,870	43,421	34,824	26,078	17,177	8,122	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-444,151	-7,773	-2,127,169	-552,346	-920,045	-1,144,998	-494,724	435,054	442,688	450,414	458,297	466,317	474,477	482,781	491,229	499,826	508,573	517,473	526,529	803,174	1,161,207	1,519,239	1,608,747	-5,154,797
Opening Bal																								
Closing Bal	-444,151	-451,924	-2,579,093	-3,131,440	-4,051,484	-5,196,482	-5,691,206	-5,256,151	-4,813,484	-4,363,070	-3,904,773	-3,438,456	-2,963,979	-2,481,198	-1,989,969	-1,490,143	-981,571	-464,098	62,431	865,605	2,026,812	3,546,050	5,154,797	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

INCOME	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
As Above																								
INCOME	0	0	0	0	0	0	694,623	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	1,667,095	416,774
EXPENDITURE																								
Land	1,459,200																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0											



SITE NAME Site 5						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	93.3	84%	126	2,100	24,696,000	11,760
Shared Ownership	93.3	5%	7	1,470	987,840	672
Affordable Rent	93.3	11%	17	975	1,528,800	1,568
Social Rent	93.3	0%	0	0	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	4.40 ha		34	/ha	27,212,640	14,000
SITE AREA - Gross	4.40 ha		34	/ha		

Sales per Quarter	10
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	2,481,230	563,916	563,916
Alternative Use Value	1,249,600	294,000	
Uplift	20%	249,920	56,800
Plus /ha	0	0	0
Viability Threshold	1,499,520		340,800

Additional Profit	£/m2	134
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing diagr nos
correct

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	16,542	2,481,230
Stamp Duty		124,061
Easements etc.		0
Legals Acquisition	1.50%	37,218
161,280		
PLANNING		
Planning Fee		50,000
Architects	6.00%	906,727
QS / PM	0.50%	75,561
Planning Consultants	1.00%	151,121
Other Professional	2.50%	377,803
1,561,212		
CONSTRUCTION		
Build Cost - BCIS Based	967	13,544,872
s106 CIL	5,000	750,000
Contingency	5.00%	677,244
Abnormals		140,000
15,112,116		
FINANCE		
Fees		10,000
Interest	7.00%	7,500
Legal and Valuation		7,500
17,500		
SALES		
Agents	3.0%	816,379
Legals	0.5%	136,063
Misc.		25,000
977,442		
20,310,779		
Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	5,442,528

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	150		
No dwgs under	100	385	38,500
No dwgs over	100	115	11,500
		Total	50,000

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	124,061

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	74,976

Pre CIL s106	5,000 £/ Unit (all)	
		Total
		750,000

Post CIL s106	2,000 £/ Unit (all)	
CIL	0 £/m2	
		Total
		300,000

Build Cost /m2	
BCIS	785
CFSH	16
Energy	10
Over-extra 1	0
Over-extra 2	0
Over-extra 3	0
Over-extra 4	0
Infrastructure	157
	967

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started	5 10				10 10 10 10				10 10 10 10				10 10 10 10				10 5				1,646,400 1,646,400 1,646,400 1,646,400			
Market Housing	0				823,200 1,646,400				1,646,400 1,646,400 1,646,400				1,646,400 1,646,400 1,646,400 1,646,400				1,646,400 1,646,400 1,646,400 1,646,400							
Shared Ownership	0				32,928 65,856				65,856 65,856 65,856 65,856				65,856 65,856 65,856 65,856				65,856 65,856 65,856 65,856							
Affordable Rent	0				50,960 101,920				101,920 101,920 101,920 101,920				101,920 101,920 101,920 101,920				101,920 101,920 101,920 101,920							
Social Rent	0				0				0				0				0							
Grant and Subsidy	0				0				0				0				0							
INCOME	0				907,088 1,814,176				1,814,176 1,814,176 1,814,176 1,814,176				1,814,176 1,814,176 1,814,176 1,814,176				1,814,176 1,814,176 1,814,176 1,814,176							
EXPENDITURE																								
Stamp Duty	124,061																							
Easements etc.	0																							
Legals Acquisition	37,218																							
Planning Fee	50,000																							
Architects	453,363				453,363																			
QS	37,780				37,780																			
Planning Consultants	75,561				75,561																			
Other Professional	188,901				188,901																			
Build Cost - BCIS Base	0				150,499 451,496				752,493 902,991 902,991 902,991				902,991 902,991 902,991 902,991				902,991 902,991 902,991 902,991							
s106 CIL	0				750,000				750,000				750,000				750,000				750,000			
Contingency	0				7,525 22,575				37,625 45,150 45,150 45,150				45,150 45,150 45,150 45,150				45,150 45,150 45,150 45,150							
Abnormals	0				1,556 4,667				7,778 9,333 9,333 9,333				9,333 9,333 9,333 9,333				9,333 9,333 9,333 9,333							
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0				0				27,213 54,425				54,425 54,425 54,425 54,425				54,425 54,425 54,425 54,425							
Legals	0				0				4,535 9,071				9,071 9,071 9,071 9,071				9,071 9,071 9,071 9,071							
Misc.	0				25,000																			
COSTS BEFORE LAND INT AND	964,386				1,690,185 478,737				797,895 957,474 989,222 1,020,971				1,020,971 1,020,971 1,020,971 1,020,971				1,020,971 1,020,971 1,020,971 1,020,971							
For Residual Valuation																								
Land	2,481,230																							
Interest	60,648				61,710 92,368				102,362 118,117 136,939 140,773				129,356 117,738 105,918 93,890				81,652 69,200 56,530 43,638				30,521 17,174 800 0			
Profit on Costs	0				0				0				0				0				0			
Profit on GDV	0				0				0				0				0				0			
Cash Flow	-3,465,615				-60,648 -1,751,894 -571,105				-900,257 -1,075,591 -219,074 652,432				663,850 675,467 687,288 689,315				711,553 724,006 736,676 749,567				762,685 935,611 1,271,142 1,591,101			
Opening Bal	0				0				0				0				0				0			
Closing Bal	-3,465,615				-3,526,264 -5,278,158 -5,849,263				-6,749,520 -7,825,111 -8,044,185 -7,391,753				-6,727,903 -6,052,436 -5,365,148 -4,665,833				-3,954,279 -3,230,274 -2,493,598 -1,744,031				-881,346 -45,735 1,225,407 2,816,508			

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0				0				0				0				0				0			
EXPENDITURE																								
Land	1,499,520																							
Stamp Duty	74,976																							
Easements etc.	0																							
Legals Acquisition	22,493																							
Planning Fee	50,000																							
Architects	453,363				453,363																			
QS	37,780				37,780																			
Planning Consultants	75,561				75,561																			
Other Professional	188,901				188,901																			
Build Cost - BCIS Base	0				150,499 451,496				752,493 902,991 902,991 902,991				902,991 902,991 902,991 902,991				902,991 902,991 902,991 902,991							
POTENTIAL CIL	0				1,577,163				20,000 20,000 20,000 20,000				20,000 20,000 20,000 20,000				20,000 20,000 20,000 20,000							
Post CIL s106	0				10,000				10,000 10,000 10,000 10,000				10,000 10,000 10,000 10,000				10,000 10,000 10,000 10,000							
Contingency	0				7,525 22,575				37,625 45,150 45,150 45,150				45,150 45,150 45,150 45,150				45,150 45,150 45,150 45,150							
Abnormals	0				1,556 4,667				7,778 9,333 9,333 9,333				9,333 9,333 9,333 9,333				9,333 9,333 9,333 9,333							
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0				0				27,213 54,425				54,425 54,425 54,425 54,425				54,425 54,425 54,425 54,425							
Legals	0				0				4,535 9,071				9,071 9,071 9,071 9,071				9,071 9,071 9,071 9,071							
Misc.	0				25,000																			
COSTS BEFORE LAND INT AND	2,420,095				2,517,348 478,737				807,895 977,474 1,009,222 1,040,971				1,040,971 1,040,971 1,040,971 1,040,971				1,040,971 1,040,971 1,040,971 1,040,971							
For CIL calculation																								
Interest	42,352				43,093 87,901				97,817 113,667 132,762 136,872				125,736 114,406 102,877 91,146				79,210 67,065 54,708 42,134				29,340 16,322 284 0			
Profit on cost	0				0				0				0				0				0			
Profit on GDV	0				0				0				0				0				0			
Cash Flow	-2,420,095				-42,352 -2,560,441 -566,638				-905,712 -1,091,141 -234,896 636,333				647,469 658,800 670,329 682,059				693,996 706,140 718,498 731,072				743,865 916,462 1,251,658 1,581,101			
Opening Bal	0				0				0				0				0				0			
Closing Bal	-2,420,095				-2,462,446 -5,022,887 -5,589,525				-6,495,237 -7,586,378 -7,821,274 -7,184,941				-6,537,471 -5,878,672 -5,208,343 -4,526,284				-3,832,288 -3,126,148 -2,407,650 -1,676,578				-932,713 -16,251 1,235,407 2,816,508			



SITE NAME Site 6						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	98.9	84%	84	2,750	22,841,280	8,306
Shared Ownership	98.9	5%	5	1,925	913,651	475
Affordable Rent	98.9	11%	11	975	1,079,770	1,107
Social Rent	98.9	0%	0	0	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	3.10 ha		32	/ha	24,834,701	9,888
SITE AREA - Gross	5.10 ha		20	/ha		

Sales per Quarter	6
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	5,277,359	1,702,374	1,824,774
Alternative Use Value	127,500		25,000
Uplift	20%	25,500	5,000
Plus /ha	300,000	1,530,000	300,000
Viability Threshold	1,683,000		330,000

Additional Profit	£/m2	4,293,579	517
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CL MACRO ctrl+l
Closing balance = 0

Check on phasing diagr nos
correct

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	52,774	5,277,359
Stamp Duty		263,868
Easements etc.		0
Legals Acquisition	1.50%	79,160
343,028		
PLANNING		
Planning Fee		25,000
Architects	6.00%	624,222
QS / PM	0.50%	52,019
Planning Consultants	1.00%	104,037
Other Professional	2.50%	260,093
1,065,370		
CONSTRUCTION		
Build Cost - BCIS Based	977	9,662,148
s106 CIL	5,000	500,000
Contingency	2.50%	241,554
Abnormals		0
10,403,701		
FINANCE		
Fees		10,000
Interest	7.00%	7,500
Legal and Valuation		7,500
17,500		
SALES		
Agents	3.0%	745,041
Legals	0.5%	124,174
Misc.		25,000
894,215		
18,001,173		
Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	4,966,940

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	100		
No dwgs under	50	385	19,250
No dwgs over	50	115	5,750
		Total	25,000

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	263,868

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	84,150

Pre CIL s106	5,000	£/ Unit (all)	
			500,000
Total			500,000

Post CIL s106	2,000	£/ Unit (all)	
CIL	0	£/m2	
			200,000
Total			200,000

Build Cost /m2	
BCIS	793
CFSH	16
Energy	10
Over-extra 1	0
Over-extra 2	0
Over-extra 3	0
Over-extra 4	0
Infrastructure	159
977	20%

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6
Market Housing	0	0	0	0	1,370,477	1,370,477	1,370,477	1,370,477	1,370,477	1,370,477	1,370,477	1,370,477	1,370,477	1,370,477	1,370,477	1,370,477	1,370,477	1,370,477	1,370,477	1,370,477	1,370,477	1,370,477	1,370,477	1,370,477
Shared Ownership	0	0	0	0	54,819	54,819	54,819	54,819	54,819	54,819	54,819	54,819	54,819	54,819	54,819	54,819	54,819	54,819	54,819	54,819	54,819	54,819	54,819	54,819
Affordable Rent	0	0	0	0	64,786	64,786	64,786	64,786	64,786	64,786	64,786	64,786	64,786	64,786	64,786	64,786	64,786	64,786	64,786	64,786	64,786	64,786	64,786	64,786
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	1,490,082	1,490,082	1,490,082	1,490,082	1,490,082	1,490,082	1,490,082	1,490,082	1,490,082	1,490,082	1,490,082	1,490,082	1,490,082	1,490,082	1,490,082	1,490,082	1,490,082	1,490,082
EXPENDITURE																								
Stamp Duty	263,868	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	79,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	312,111	0	312,111	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	26,009	0	26,009	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	52,019	0	52,019	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	130,046	0	130,046	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	193,243	386,486	579,729	579,729	579,729	579,729	579,729	579,729	579,729	579,729	579,729	579,729	579,729	579,729	579,729	579,729	515,315	322,072	128,829	0	0	0
s106 CIL	500,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	4,831	9,662	14,493	14,493	14,493	14,493	14,493	14,493	14,493	14,493	14,493	14,493	14,493	14,493	14,493	14,493	12,883	8,052	3,221	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	44,702	44,702	44,702	44,702	44,702	44,702	44,702	44,702	44,702	44,702	44,702	44,702	44,702	44,702	44,702	44,702	29,802	0
Legals	0	0	0	0	0	0	7,450	7,450	7,450	7,450	7,450	7,450	7,450	7,450	7,450	7,450	7,450	7,450	7,450	7,450	7,450	7,450	4,967	0
Misc.	0	0	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND	905,713	0	1,243,259	396,148	594,222	594,222	646,375	646,375	646,375	646,375	646,375	646,375	646,375	646,375	646,375	646,375	646,375	646,375	580,350	382,276	184,202	52,153	34,769	0
For Residual Value																								
Land	5,277,359	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest	108,204	110,097	133,781	0	143,055	155,957	169,085	157,279	145,267	133,044	120,608	107,953	95,078	81,977	68,646	55,083	41,282	27,239	12,951	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-6,183,072	-108,204	-1,353,356	-529,929	-737,277	-750,179	674,622	686,428	698,440	710,663	723,099	735,754	748,629	761,730	775,061	788,624	802,425	816,468	896,780	1,107,806	1,305,880	1,437,929	958,619	-4,966,940
Opening Bal	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing Bal	-6,183,072	-6,291,276	-7,644,632	-8,174,561	-8,911,838	-9,662,017	-8,987,396	-8,300,968	-7,602,528	-6,891,865	-6,168,766	-5,433,012	-4,684,383	-3,922,652	-3,147,592	-2,358,967	-1,556,542	-740,075	156,706	1,264,512	2,570,392	4,008,321	4,966,940	0

CASH FLOW FOR CL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	1,490,082	1,490,082	1,490,082															



SITE NAME Site 7						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	79.2	84%	33	2,750	7,135,590	2,595
Shared Ownership	79.2	5%	2	1,925	285,424	148
Affordable Rent	79.2	11%	4	975	337,319	346
Social Rent	79.2	0%	0	0	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.68 ha		57	/ha	7,758,332	3,089
SITE AREA - Gross	0.68 ha		57	/ha		

Sales per Quarter	4
Unit Build Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,374,747	2,821,687
Alternative Use Value	193,120	294,000
Uplift	20%	38,624
Plus /ha	0	0
Viability Threshold	231,744	340,800

Additional Profit	1,385,371	534
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DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	35,250	1,374,747
Stamp Duty		68,737
Easements etc.		0
Legals Acquisition	1.50%	20,621
89,359		
PLANNING		
Planning Fee		15,015
Architects	6.00%	215,105
QS / PM	0.50%	17,925
Planning Consultants	1.00%	35,851
Other Professional	2.50%	89,627
373,523		
CONSTRUCTION		
Build Cost - BCIS Based	854	2,347,892
s106 CIL	5,000	195,000
Contingency	5.00%	147,395
Abnormals		294,789
3,585,076		
FINANCE		
Fees		10,000
Interest	7.00%	7,500
Legal and Valuation		7,500
17,500		
SALES		
Agents	3.0%	232,750
Legals	0.5%	38,792
Misc.		25,000
296,542		
5,736,745		
Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	1,551,666

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	39		
No dwgs unde	39	385	15,015
No dwgs over	0	115	0
Total			15,015

Build Cost /m2	
BCIS	807
CISH	16
Energy	10
Over-extra 1	0
Over-extra 2	0
Over-extra 3	0
Over-extra 4	0
Infrastructure	121
Total	954

Stamp duty calc - Residual			
Land payment			1,374,747
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			68,737

Stamp duty calc - Add Profit			
Land payment			231,744
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			11,587

Pre CIL s106	5,000 £/ Unit (all)	
Total		195,000

Post CIL s106	2,000 £/ Unit (all)	
CIL	0 £/m2	
Total		78,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME																									
UNITS Started	4	4	4	4	4	4	4	4	4	4	4	3													
Market Housing	0	0	0	0	731,855	731,855	731,855	731,855	731,855	731,855	731,855	731,855	731,855	731,855	731,855	548,892	0	0	0	0	0	0	0	0	
Shared Ownership	0	0	0	0	29,274	29,274	29,274	29,274	29,274	29,274	29,274	29,274	29,274	29,274	29,274	21,956	0	0	0	0	0	0	0	0	
Affordable Rent	0	0	0	0	34,597	34,597	34,597	34,597	34,597	34,597	34,597	34,597	34,597	34,597	34,597	25,948	0	0	0	0	0	0	0	0	
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	795,726	795,726	795,726	795,726	795,726	795,726	795,726	795,726	795,726	596,795	0	0	0	0	0	0	0	0	
EXPENDITURE																									
Stamp Duty	68,737																								
Easements etc.	0																								
Legals Acquisition	20,621																								
Planning Fee	15,015																								
Architects	107,552			107,552																					
QS	8,963			8,963																					
Planning Consultants	17,925			17,925																					
Other Professional	44,813			44,813																					
Build Cost - BCIS Base	0	100,783	201,565	302,348	302,348	302,348	302,348	302,348	302,348	302,348	277,152	176,370	75,587	0	0	0	0	0	0	0	0	0	0	0	
s106 CIL	0	195,000																							
Contingency	0	5,039	10,078	15,117	15,117	15,117	15,117	15,117	15,117	15,117	13,858	8,818	3,779	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	10,078	20,157	30,235	30,235	30,235	30,235	30,235	30,235	30,235	27,715	17,637	7,559	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	10,000																								
Legal and Valuation	7,500																								
Agents	0	0	0	0	0	0	23,872	23,872	23,872	23,872	23,872	23,872	23,872	23,872	23,872	17,904	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	3,979	3,979	3,979	3,979	3,979	3,979	3,979	3,979	3,979	2,984	0	0	0	0	0	0	0	0	
Misc.	0	0	0	0	0	0	25,000																		
COSTS BEFORE LAND INT AND	301,127	0	515,154	231,800	347,700	347,700	375,550	375,550	375,550	375,550	375,550	346,575	230,675	114,775	27,850	20,888	0	0	0	0	0	0	0	0	
For Residual Value	Land	1,374,747																							
Interest		29,328	29,841	39,378	44,124	50,981	57,958	51,619	45,169	38,607	31,929	25,135	17,715	8,136	0	0	0	0	0	0	0	0	0	0	
Profit on Costs																									
Profit on GDV																									
Cash Flow	-1,675,874	-29,328	-544,995	-271,178	-391,824	-398,681	-362,218	-368,557	-375,007	-381,569	-388,247	-424,016	-547,336	-672,815	-767,876	-575,907	0	0	0	0	0	0	0	-1,551,666	
Opening Bal	0																								
Closing Bal	-1,675,874	-1,705,202	-2,250,197	-2,521,375	-2,913,199	-3,311,881	-2,949,663	-2,581,106	-2,206,099	-1,824,530	-1,436,283	-1,012,267	-464,931	-207,884	975,759	1,551,666	1,551,666	1,551,666	1,551,666	1,551,666	1,551,666	1,551,666	1,551,666	1,551,666	0

CASH FLOW FOR CL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	795,726	795,726	795,726	795,726	795,726	795,726	795,726	795,726	795,726	596,795	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	231,744																							
Stamp Duty	11,587	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	3,476	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	15,015	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	107,552	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0



SITE NAME Site 9						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	100.3	84%	252	2,450	61,904,640	25,267
Shared Ownership	100.3	5%	14	1,715	2,476,186	1,444
Affordable Rent	100.3	11%	34	975	3,284,736	3,369
Social Rent	100.3	0%	0	0	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	10.00 ha		30	/ha	67,665,562	30,080
SITE AREA - Gross	16.00 ha		19	/ha		

Sales per Quarter 18
Unit Build Time 3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	11,938,292	746,142
Alternative Use Value	400,000	25,000
Uplift	20%	80,000
Plus /ha	300,000	4,800,000
Viability Threshold	5,280,000	330,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CL MACRO ctrl+l
Closing balance = 0

Check on phasing diag. nos
correct

Additional Profit 10,831,282 429

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	39,794	11,938,292
Stamp Duty		596,915
Easements etc.		0
Legals Acquisition	1.50%	179,074
775,989		
PLANNING		
Planning Fee		125,000
Architects	6.00%	1,819,851
QS / PM	0.50%	151,654
Planning Consultants	1.00%	303,308
Other Professional	2.50%	758,271
3,158,085		
CONSTRUCTION		
Build Cost - BCIS Based	976	29,347,170
s106 CIL		0
Contingency	2.50%	733,679
Abnormals		250,000
30,330,849		
FINANCE		
Fees		10,000
Interest	7.00%	7,500
Legal and Valuation		17,500
SALES		
Agents	3.0%	2,029,967
Legals	0.5%	338,328
Misc.		25,000
2,393,295		
48,614,010		
Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	13,533,112

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	300		
No dwgs unde	250	385	96,250
No dwgs over	250	115	28,750
			Total 125,000

Build Cost /m2	
BCIS	792
CFSH	16
Energy	10
Over-extra 1	0
Over-extra 2	0
Over-extra 3	0
Over-extra 4	0
Infrastructure	158
	976

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	11,938,292
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
			Total 596,915

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	5,280,000
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
			Total 264,000

Pre CIL s106 0 £/ Unit (all)
Total 0

Post CIL s106 2,000 £/ Unit (all)
CIL 0 £/ m2
Total 600,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1		Year 2				Year 3				Year 4				Year 5				Year 6					
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME	10	20	30	30	30	30	30	30	30	30	30	30	0	0	0	0	0	0	0	0	0	0	0	0
UNITS Started																								
Market Housing		2,063,488	4,126,976	6,190,464	6,190,464	6,190,464	6,190,464	6,190,464	6,190,464	6,190,464	6,190,464	6,190,464	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	82,540	165,079	247,619	247,619	247,619	247,619	247,619	247,619	247,619	247,619	247,619	247,619	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	108,491	216,982	325,474	325,474	325,474	325,474	325,474	325,474	325,474	325,474	325,474	325,474	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	2,255,519	4,511,037	6,766,556	6,766,556	6,766,556	6,766,556	6,766,556	6,766,556	6,766,556	6,766,556	6,766,556	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	596,915																							
Easements etc.	0																							
Legals Acquisition	179,074																							
Planning Fee	125,000																							
Architects	1,819,851																							
QS	151,654																							
Planning Consultants	303,308																							
Other Professional	758,271																							
Build Cost - BCIS Base		978,239	1,956,478	2,934,717	2,934,717	2,934,717	2,934,717	2,934,717	2,934,717	2,934,717	2,934,717	2,934,717	0	0	0	0	0	0	0	0	0	0	0	0
s106 CIL	0												0	0	0	0	0	0	0	0	0	0	0	0
Contingency		24,456	48,912	73,368	73,368	73,368	73,368	73,368	73,368	73,368	73,368	73,368	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		8,333	16,667	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	67,666	135,331	202,997	202,997	202,997	202,997	202,997	202,997	202,997	202,997	202,997	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	11,278	22,555	33,833	33,833	33,833	33,833	33,833	33,833	33,833	33,833	33,833	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND	3,951,574	1,089,971	2,204,943	3,269,914	3,269,914	3,269,914	3,269,914	3,269,914	3,269,914	3,269,914	3,269,914	3,269,914	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Value																								
Land	11,938,292																							
Interest		1,112,291	1,108,563	1,024,735	851,702	666,556	468,450	256,477	29,665	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								13,533,112
Cash Flow	-15,889,866	53,257	1,197,532	2,471,906	2,644,940	2,830,086	3,028,192	3,240,165	3,466,977	3,496,642	3,496,642	3,496,642	0	0	0	0	0	0	0	0	0	0	0	-13,533,112
Opening Bal	0																							
Closing Bal	-15,889,866	-15,836,610	-14,639,078	-12,167,171	-9,522,232	-6,692,146	-3,663,950	-423,789	3,043,187	6,539,829	10,036,471	13,533,112	13,533,112	13,533,112	13,533,112	13,533,112	13,533,112	13,533,112	13,533,112	13,533,112	13,533,112	13,533,112	13,533,112	0

CASH FLOW FOR CL ADDITIONAL PROFIT	Year 1		Year 2				Year 3				Year 4				Year 5				Year 6					
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME	0	2,255,519	4,511,037	6,766,556	6,766,556	6,766,556	6,766,556	6,766,556	6,766,556	6,766,556	6,766,556	6,766,556	0	0	0	0	0	0	0	0	0	0	0	0
As Above																								
EXPENDITURE																								
Land	5,280,000																							
Stamp Duty	264,000																							
Easements etc.	0																							
Legals Acquisition	79,200																							



SITE NAME Site 11						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	89.3	84%	13	3,100	3,721,116	1,200
Shared Ownership	89.3	5%	1	2,170	148,845	69
Affordable Rent	89.3	11%	2	975	156,047	160
Social Rent	89.3	0%	0	0	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.50 ha		32	/ha	4,026,007	1,429
SITE AREA - Gross	0.50 ha		32	/ha		

Sales per Quarter	2
Unit Build Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,154,822	2,309,644
Alternative Use Value	25,000	50,000
Uplift	20%	5,000
Plus /ha	300,000	150,000
Viability Threshold	180,000	360,000

Additional Profit	£/m2	938
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DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	72,176	1,154,822
Stamp Duty		57,741
Easements etc.		0
Legals Acquisition	1.50%	17,322
PLANNING		
Planning Fee		6,160
Architects	6.00%	83,511
QS / PM	0.50%	6,959
Planning Consultants	1.00%	13,918
Other Professional	2.50%	34,796
CONSTRUCTION		
Build Cost - BCIS Based	896	1,279,853
s106 CIL	5.00%	80,000
Contingency	2.50%	31,996
Abnormals		0
FINANCE		
Fees		10,000
Interest	7.00%	7,500
Legal and Valuation		7,500
SALES		
Agents	3.0%	120,780
Legals	0.5%	20,130
Misc.		10,000
		150,910
		2,935,490
Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	805,201

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	16		
No dwgs unde	16	385	6,160
No dwgs over	0	115	0
			6,160

Build Cost /m2	
BCIS	791
CISH	16
Energy	10
Over-extra 1	0
Over-extra 2	0
Over-extra 3	0
Over-extra 4	0
Infrastructure	79
896	

Stamp duty calc - Residual			
Land payment			1,154,822
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
			57,741

Stamp duty calc - Add Profit			
Land payment			180,000
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
			9,000

Pre CIL s106	5,000 £/ Unit (all)	
		80,000

Post CIL s106	2,000 £/ Unit (all)	
CIL	0 £/m2	
		32,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME																												
UNITS Started	2 2																											
Market Housing	0 0 0 0 465,140																											
Shared Ownership	0 0 0 0 18,606																											
Affordable Rent	0 0 0 0 19,506																											
Social Rent	0 0																											
Grant and Subsidy	0 0																											
INCOME	0	0	0	0	0	0	503,251	503,251	503,251	503,251	503,251	503,251	503,251	503,251	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																												
Stamp Duty	57,741																											
Easements etc.	0																											
Legals Acquisition	17,322																											
Planning Fee	6,160																											
Architects	41,755																											
QS	3,480																											
Planning Consultants	6,959																											
Other Professional	17,398																											
Build Cost - BCIS Base	0 53,327 106,654 159,982 159,982 159,982 159,982 159,982 159,982 159,982 106,654 53,327 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																											
s106 CIL	80,000																											
Contingency	0 1,333 2,666 4,000 4,000 4,000 4,000 4,000 4,000 4,000 2,666 1,333 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																											
Abnormals	0 0																											
Finance Fees	10,000																											
Legal and Valuation	7,500																											
Agents	0 0 0 0 0 0 15,098																											
Legals	0 0 0 0 0 0 2,516																											
Misc.	10,000																											
COSTS BEFORE LAND INT AND	168,316	0	214,253	109,321	163,981	163,981	181,595	181,595	181,595	181,595	126,935	72,274	17,614	17,614	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Value																												
Land	1,154,822																											
Interest	23,155																											
Profit on Costs	23,560																											
Profit on GDV	27,722																											
Cash Flow	-1,323,138																											
Opening Bal	0																											
Closing Bal	-1,323,138																											

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME	As Above																											
INCOME	0	0	0	0	0	0	503,251	503,251	503,251	503,251	503,251	503,251	503,251	503,251	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																												
Land	180,000																											
Stamp Duty	9,000																											
Easements etc.	0																											
Legals Acquisition	2,700																											
Planning Fee	6,160																											
Architects	41,755																											
QS	3,480																											
Planning Consultants	6,959																											
Other Professional	17,398																											
Build Cost - BCIS Base	0 53,327 106,654 159,982 159,982 159,982 159,982 159,982 159,982 159,982 106,654 53,327 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																											
POTENTIAL CIL																												
Post CIL s106	4,000																											
Contingency	0 1,333 2,666 4,000 4,000 4,000 4,000 4,000 4,000 4,000 2,666 1,333 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																											
Abnormals	0 0																											
Finance Fees	10,000																											
Legal and Valuation	7,500																											
Agents	0 0 0 0 0 0 15,098																											
Legals	0 0 0 0 0 0 2,516																											
Misc.	10,000																											
COSTS BEFORE LAND INT AND	284,952	0	1,259,982	109,321	167,981	167,981	185,595	185,595	185,595	185,595	130,935	76,274	17,614	17,614	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																												
Interest	4,987																											
Profit on cost	5,074																											
Profit on GDV	27,212																											
Cash Flow	-284,952																											
Opening Bal	0																											
Closing Bal	-284,952																											



SITE NAME Site 12						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	126.7	84%	5	2,300	1,468,320	638
Shared Ownership	126.7	5%	0	1,610	58,733	36
Affordable Rent	126.7	11%	1	975	82,992	85
Social Rent	126.7	0%	0	0	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.23 ha		26	/ha	1,610,045	760
SITE AREA - Gross	0.23 ha		26	/ha		

Sales per Quarter	1
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	200,020	869,651	869,651
Alternative Use Value	65,320	294,000	
Uplift	20%	13,064	56,800
Plus /ha	0	0	0
Viability Threshold	78,384		340,800

Additional Profit	147,975	232
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RUN Residual MACRO ctrlr
Closing balance = 0

RUN CIL MACRO ctrlr
Closing balance = 0

Check on phasing diagr nos
correct

DEVELOPMENT COSTS			
LAND	Unit or m2	Total	
Land	33,337	200,020	
Stamp Duty		2,000	
Easements etc.		0	
Legals Acquisition	1.50%	3,000	5,000
PLANNING			
Planning Fee		2,310	
Architects	6.00%	49,898	
QS / PM	0.50%	4,158	
Planning Consultants	1.00%	8,316	
Other Professional	2.50%	20,791	85,473
CONSTRUCTION			
Build Cost - BCIS Based	917	697,072	
s106 CIL	5,000	30,000	
Contingency	5.00%	34,854	
Abnormals		69,707	831,633
FINANCE			
Fees		10,000	
Interest	7.00%	7,500	17,500
Legal and Valuation		7,500	
SALES			
Agents	3.0%	48,301	
Legals	0.5%	8,050	
Misc.		10,000	66,352
Developers Profit			1,205,979
% of costs (before interest)	0.00%		0
% of GDV	20.00%		322,009

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	6		
No dwgs unde	6	385	2,310
No dwgs over	0	115	0
Total			2,310

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	200,020
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			2,000

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	78,384
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
Total			784

Pre CIL s106	5,000 £/ Unit (all)	
Total		30,000

Post CIL s106	2,000 £/ Unit (all)	
CIL	0 £/m2	
Total		12,000

Build Cost /m2	
BCIS	810
CISH	16
Energy	10
Over-extra 1	0
Over-extra 2	0
Over-extra 3	0
Over-extra 4	0
Infrastructure	81
Total	917

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		1	1		1	1	1	1																
Market Housing		0	0	0	244,720	244,720	244,720	244,720	244,720	244,720	244,720	244,720	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	9,789	9,789	9,789	9,789	9,789	9,789	9,789	9,789	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	13,832	13,832	13,832	13,832	13,832	13,832	13,832	13,832	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	268,341	268,341	268,341	268,341	268,341	268,341	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	2,000																							
Easements etc.	0																							
Legals Acquisition	3,000																							
Planning Fee	2,310																							
Architects	24,949		24,949																					
QS	2,079		2,079																					
Planning Consultants	4,158		4,158																					
Other Professional	10,395		10,395																					
Build Cost - BCIS Base		0	38,726	77,452	116,179	116,179	116,179	116,179	77,452	38,726	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106 CIL		0	30,000																					
Contingency		0	1,936	3,873	5,809	5,809	5,809	5,809	3,873	1,936	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	3,873	7,745	11,618	11,618	11,618	11,618	7,745	3,873	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	8,050	8,050	8,050	8,050	8,050	8,050	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,342	1,342	1,342	1,342	1,342	1,342	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			10,000																					
COSTS BEFORE LAND INT AND	66,392	0	126,117	89,070	133,605	133,605	142,997	142,997	96,462	53,927	9,392	9,392	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuatk																								
Land	200,020																							
Interest		4,662	4,744	7,034	8,716	11,206	13,741	11,787	9,800	6,999	3,369	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								322,009
Cash Flow	-266,412	-4,662	-130,861	-96,104	-142,321	-144,812	-111,803	-113,556	-160,078	-207,415	-255,580	-258,949	0	0	0	0	0	0	0	0	0	0	0	-322,009
Opening Balan	0																							
Closing Balan	-266,412	-271,074	-401,935	-498,039	-640,360	-785,172	-673,569	-560,013	-399,935	-192,520	63,060	322,009	322,009	322,009	322,009	322,009	322,009	322,009	322,009	322,009	322,009	322,009	322,009	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	268,341	268,341	268,341	268,341	268,341	268,341	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	78,384																							
Stamp Duty	784	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,176	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	2,310	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	24,949	0	24,949	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,079	0	2,079	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,158	0																						



SITE NAME Site 13						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	114.8	84%	11	3,100	3,887,772	1,254
Shared Ownership	114.8	5%	1	2,170	155,511	72
Affordable Rent	114.8	11%	1	975	163,036	167
Social Rent	114.8	0%	0	0	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.42 ha		31	/ha	4,206,318	1,493
SITE AREA - Gross	0.42 ha		31	/ha		

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,147,066	2,731,109	2,731,109
Alternative Use Value	399,000		950,000
Uplift	20%	79,800	190,000
Plus /ha	0	0	0
Viability Threshold	478,800	1,140,000	

Additional Profit	£/m2	620
		778,073

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing diag: nos
correct

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	88,236	1,147,066
Stamp Duty		57,353
Easements etc.		0
Legals Acquisition	1.50%	17,206
74,559		
PLANNING		
Planning Fee		5,005
Architects	6.00%	91,280
QS / PM	0.50%	7,607
Planning Consultants	1.00%	15,213
Other Professional	2.50%	38,033
157,138		
CONSTRUCTION		
Build Cost - BCIS Based	912	1,362,278
s106 CIL	5,000	65,000
Contingency	2.50%	34,057
Abnormals		60,000
1,521,335		
FINANCE		
Fees		10,000
Interest	7.00%	7,500
Legal and Valuation		7,500
17,500		
SALES		
Agents	3.0%	126,190
Legals	0.5%	21,032
Misc.		10,000
157,221		
3,074,819		
Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	841,264

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	13		
No dwgs unde	13	385	5,005
No dwgs over	0	115	0
Total			5,005

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			57,353

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			23,940

Pre CIL s106	5,000 £/ Unit (all)	
Total		65,000

Post CIL s106	2,000 £/ Unit (all)	
CIL	0 £/m2	
Total		26,000

Build Cost /m2	
BCIS	806
CISH	16
Energy	10
Over-extra 1	0
Over-extra 2	0
Over-extra 3	0
Over-extra 4	0
Infrastructure	81
912	

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		1	2		2	2	2	2	2															
Market Housing		0	0	0	0	0	290,059	598,119	598,119	598,119	598,119	598,119	598,119	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	11,962	23,925	23,925	23,925	23,925	23,925	23,925	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	12,641	25,282	25,282	25,282	25,282	25,282	25,282	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	323,563	647,126	647,126	647,126	647,126	647,126	647,126	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	57,353																							
Easements etc.	0																							
Legals Acquisition	17,206																							
Planning Fee	5,005																							
Architects	45,640		45,640																					
QS	3,803		3,803																					
Planning Consultants	7,607		7,607																					
Other Professional	19,017		19,017																					
Build Cost - BCIS Base		0	34,930	104,791	174,651	209,581	209,581	209,581	209,581	139,721	69,860	0	0	0	0	0	0	0	0	0	0	0	0	0
s106 CIL			65,000																					
Contingency		0	873	2,620	4,366	5,240	5,240	5,240	5,240	3,493	1,747	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	1,538	4,615	7,692	9,231	9,231	9,231	9,231	6,154	3,077	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	9,707	19,414	19,414	19,414	19,414	19,414	19,414	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,618	3,236	3,236	3,236	3,236	3,236	3,236	0	0	0	0	0	0	0	0	0	0	0
Misc.			10,000																					
COSTS BEFORE LAND INT AND	173,131	0	188,409	112,026	186,710	224,051	235,376	246,701	246,701	172,017	97,333	22,649	22,649	0	0	0	0	0	0	0	0	0	0	0
For Residual Value																								
Land	1,147,066																							
Interest		23,103	23,508	27,216	29,653	33,439	37,945	37,066	30,707	24,237	16,347	7,012	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-1,320,197	-23,103	-211,916	-139,242	-216,363	-257,491	-50,241	363,359	369,718	450,871	533,446	617,465	624,477	0	0	0	0	0	0	0	0	0	0	-841,264
Opening Bal																								
Closing Bal	-1,320,197	-1,343,300	-1,555,217	-1,694,459	-1,910,821	-2,149,321	-2,108,711	-1,754,712	-1,384,994	-934,123	-400,677	216,787	841,264	841,264	841,264	841,264	841,264	841,264	841,264	841,264	841,264	841,264	841,264	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	323,563	647,126	647,126	647,126	647,126	647,126	647,126	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	478,800																							
Stamp Duty	23,940	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	7,182	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5,005	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	45,640	0	45,640	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,803	0	3,803	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					



SITE NAME Site 14						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	84.7	84%	59	2,050	10,213,182	4,982
Shared Ownership	84.7	5%	3	1,435	408,527	285
Affordable Rent	84.7	11%	8	975	647,665	664
Social Rent	84.7	0%	0	0	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	1.76 ha		40	/ha	11,269,374	5,931
SITE AREA - Gross	1.90 ha		37	/ha		

Sales per Quarter	7
Unit Build Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	532,190	359,199
Alternative Use Value	539,600	294,000
Uplift	20%	107,920
Plus /ha	0	0
Viability Threshold	647,520	340,800

Additional Profit	209,261	42
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DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	9,031	632,190
Stamp Duty		25,288
Easements etc.		0
Legals Acquisition	1.50%	9,483
PLANNING		
Planning Fee		10,000
Architects	6.00%	402,389
QS / PM	0.50%	33,532
Planning Consultants	1.00%	67,065
Other Professional	2.50%	167,662
CONSTRUCTION		
Build Cost - BCIS Based	888	5,266,507
s106 CIL	5,000	350,000
Contingency	5.00%	263,325
Abnormals		826,651
FINANCE		
Fees		10,000
Interest	7.00%	7,500
Legal and Valuation		17,500
SALES		
Agents	3.0%	338,081
Legals	0.5%	56,347
Misc.		25,000
Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	2,253,875

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	70		
No dwgs unde	20	385	7,700
No dwgs over	20	115	2,300
Total 10,000			

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	632,190
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
Total 25,288			

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	647,520
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
Total 25,901			

Pre CIL s106	5,000 £/ Unit (all)	
Total 350,000		

Post CIL s106	2,000 £/ Unit (all)	
CIL	0 £/m2	
Total 140,000		

Build Cost /m2	
BCIS	784
CFSH	16
Energy	10
Over-extra 1	0
Over-extra 2	0
Over-extra 3	0
Over-extra 4	0
Infrastructure	78
Total	888

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	7	7	7	7	7	7	7	7	7	4											
Market Housing			0	0	0	0	437,708	1,021,318	1,021,318	1,021,318	1,021,318	1,021,318	1,021,318	1,021,318	1,021,318	1,021,318	583,610	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	17,508	40,853	40,853	40,853	40,853	40,853	40,853	40,853	40,853	40,853	23,344	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	27,757	64,767	64,767	64,767	64,767	64,767	64,767	64,767	64,767	64,767	37,009	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	482,973	1,126,937	1,126,937	1,126,937	1,126,937	1,126,937	1,126,937	1,126,937	1,126,937	1,126,937	643,964	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	25,288																							
Easements etc.	0																							
Legals Acquisition	9,483																							
Planning Fee	10,000																							
Architects	201,194			201,194																				
QS	16,766			16,766																				
Planning Consultants	33,532			33,532																				
Other Professional	83,831			83,831																				
Build Cost - BCIS Base		0	75,236	250,786	426,336	526,651	526,651	526,651	526,651	526,651	526,651	526,651	451,415	275,865	100,314	0	0	0	0	0	0	0	0	0
s106 CIL				350,000																				
Contingency		0	3,762	12,539	21,317	26,333	26,333	26,333	26,333	26,333	26,333	26,333	22,571	13,793	5,016	0	0	0	0	0	0	0	0	0
Abnormals		0	11,809	39,364	66,919	82,665	82,665	82,665	82,665	82,665	82,665	82,665	70,856	43,301	15,746	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	14,489	33,808	33,808	33,808	33,808	33,808	33,808	33,808	33,808	33,808	19,319	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,415	5,635	5,635	5,635	5,635	5,635	5,635	5,635	5,635	5,635	3,220	0	0	0	0	0	0	0
Misc.				25,000																				
COSTS BEFORE LAND INT AND	397,595	0	801,131	302,690	514,572	635,648	652,552	675,091	675,091	675,091	675,091	675,091	584,284	372,401	160,519	39,443	22,539	0	0	0	0	0	0	0
For Residual Valuation																								
Land	632,190																							
Interest		18,021	18,337	32,677	38,546	48,226	60,194	64,215	57,431	50,529	43,506	36,360	29,089	20,101	7,249	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-1,020,785	-18,021	-819,468	-335,367	-553,119	-683,874	-229,773	387,632	394,415	401,318	408,341	415,487	513,564	734,435	959,170	1,087,495	621,426	0	0	0	0	0	0	2,253,875
Opening Balan	0																							
Closing Balan	-1,020,785	-1,047,806	-1,867,274	-2,202,641	-2,755,759	-3,439,633	-3,669,406	-3,281,774	-2,887,359	-2,486,042	-2,077,701	-1,662,214	-1,148,650	-414,215	544,955	1,632,449	2,253,875	2,253,875	2,253,875	2,253,875	2,253,875	2,253,875	2,253,875	0

CASH FLOW FOR CL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	482,973	1,126,937	1,126,937	1,126,937	1,126,937	1,126,937	1,126,937	1,126,937	1,126,937	1,126,937	643,964	0	0	0	0	0	0	0
EXPENDITURE																								
Land	647,520																							
Stamp Duty	25,901	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	9,713	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	201,194	0	0	201,194	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	16,766	0	0	16,766	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	33,532	0	0	33,532	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional</																								



SITE NAME Site 16						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	94.9	84%	15	2,050	2,941,176	1,435
Shared Ownership	94.9	5%	1	1,435	117,647	82
Affordable Rent	94.9	11%	2	975	186,514	191
Social Rent	94.9	0%	0	0	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.45 ha		40	/ha	3,245,337	1,708
SITE AREA - Gross	0.45 ha		40	/ha		

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	329,193	731,540	731,540
Alternative Use Value	22,500	50,000	
Uplift	20%	4,500	10,000
Plus /ha	300,000	135,000	300,000
Viability Threshold	162,000		360,000

Additional Profit	£/m2	323,772	226
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing diag. nos
correct

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	18,289	329,193
Stamp Duty		9,876
Easements etc.		0
Legals Acquisition	1.50%	4,938
PLANNING		
Planning Fee		6,930
Architects	6.00%	100,801
QS / PM	0.50%	4,200
Planning Consultants	1.00%	16,800
Other Professional	2.50%	42,000
		174,932
CONSTRUCTION		
Build Cost - BCIS Based	908	1,551,235
s106 CIL	5,000	90,000
Contingency	2.50%	38,781
Abnormals		0
		1,680,016
FINANCE		
Fees		10,000
Interest	7.00%	
Legal and Valuation		7,500
		17,500
SALES		
Agents	3.0%	97,360
Legals	0.5%	16,227
Misc.		10,000
		123,587
Developers Profit		2,340,042
% of costs (before interest)	0.00%	0
% of GDV	20.00%	649,067

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	18		
No dwgs unde	18	385	6,930
No dwgs over	0	115	0
Total			6,930

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	329,193
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			9,876

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	162,000
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			4,860

Pre CIL s106	5,000 £/ Unit (all)	
Total		90,000

Post CIL s106	2,000 £/ Unit (all)	
CIL	0 £/m2	
Total		36,000

Build Cost /m2	
BCIS	788
CISH	15
Energy	10
Over-extra 1	0
Over-extra 2	0
Over-extra 3	0
Over-extra 4	0
Infrastructure	115
Total	908

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started	2 2																							
Market Housing	0 0 0 0 326,797 326,797 326,797 326,797 326,797 326,797 326,797 326,797 326,797 326,797 326,797 326,797 0 0 0 0 0 0 0 0																							
Shared Ownership	0 0 0 0 13,072 13,072 13,072 13,072 13,072 13,072 13,072 13,072 13,072 13,072 13,072 13,072 0 0 0 0 0 0 0 0																							
Affordable Rent	0 0 0 0 20,724 20,724 20,724 20,724 20,724 20,724 20,724 20,724 20,724 20,724 20,724 20,724 0 0 0 0 0 0 0 0																							
Social Rent	0 0																							
Grant and Subsidy	0 0																							
INCOME	0 0 0 0 0 0 360,593 360,593 360,593 360,593 360,593 360,593 360,593 360,593 360,593 360,593 0 0 0 0 0 0 0 0																							
EXPENDITURE																								
Stamp Duty	9,876 0																							
Easements etc.	0 0																							
Legals Acquisition	4,938 0																							
Planning Fee	6,930 0																							
Architects	50,400 0 0 0 0 50,400 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																							
QS	4,200 0 0 0 0 4,200 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																							
Planning Consultants	8,400 0 0 0 0 8,400 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																							
Other Professional	21,000 0 0 0 0 21,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																							
Build Cost - BCIS Base	0 0 57,453 114,906 172,359 172,359 172,359 172,359 172,359 172,359 172,359 172,359 114,906 57,453 0 0 0 0 0 0 0 0 0 0																							
s106 CIL	90,000 0 0 0 0 90,000 0 0 0 0 90,000 0 0 0 0 90,000 0 0 0 0 0 0 0 0 0																							
Contingency	0 0 1,436 2,873 4,309 4,309 4,309 4,309 4,309 4,309 4,309 4,309 2,873 1,436 0 0 0 0 0 0 0 0 0 0																							
Abnormals	0 0																							
Finance Fees	10,000 0 0 0 0 10,000 0 0 0 0 10,000 0 0 0 0 10,000 0 0 0 0 0 0 0 0 0																							
Legal and Valuation	7,500 0 0 0 0 7,500 0 0 0 0 7,500 0 0 0 0 7,500 0 0 0 0 0 0 0 0 0																							
Agents	0 0 0 0 0 0 10,818 10,818 10,818 10,818 10,818 10,818 10,818 10,818 10,818 10,818 0 0 0 0 0 0 0 0																							
Legals	0 0 0 0 0 0 1,803 1,803 1,803 1,803 1,803 1,803 1,803 1,803 1,803 1,803 0 0 0 0 0 0 0 0																							
Misc.	0 0 0 0 10,000 0 0 0 0 10,000 0 0 0 0 10,000 0 0 0 0 0 0 0 0 0 0																							
COSTS BEFORE LAND INT AND	123,245 0 242,890 117,779 176,668 176,668 189,289 189,289 189,289 189,289 130,400 71,510 12,621 12,621 0 0 0 0 0 0 0 0 0 0 0																							
For Residual Valuatk																								
Land	329,193 7,818 8,056 12,448 14,727 18,076 21,494 18,862 16,195 13,480 10,718 7,908 4,018 0 0 0 0 0 0 0 0 0 0 0																							
Interest	0 0																							
Profit on Costs	0 0																							
Profit on GDV	0 649,067																							
Cash Flow	-452,438 -7,918 -250,947 -130,227 -191,395 -194,745 149,820 152,441 155,109 157,823 160,585 222,285 285,065 347,972 347,972 0 0 0 0 0 0 0 -649,067																							
Opening Balan	0 0																							
Closing Balan	-452,438 -460,355 -711,302 -841,529 -1,032,924 -1,227,668 -1,077,849 -925,408 -770,298 -612,475 -451,890 -229,604 55,460 403,432 751,405 751,405 751,405 751,405 751,405 751,405 751,405 751,405 751,405 0																							

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0 0 0 0 0 0 360,593 360,593 360,593 360,593 360,593 360,593 360,593 360,593 360,593 360,593 0 0 0 0 0 0 0 0																							
EXPENDITURE																								
Land	162,000 0																							
Stamp Duty	4,860 0																							
Easements etc.	0 0																							
Legals Acquisition	2,430 0																							
Planning Fee	6,930 0																							
Architects	50,400 0 0 0 0 50,400 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																							
QS	4,200 0 0 0 0 4,200 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																							
Planning Consultants	8,400 0 0 0 0 8,400 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																							
Other Professional	21,000 0 0 0 0 21,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																							
Build Cost - BCIS Base	0 0 57,453 114,906 172,359 172,359 172,359 172,359 172,359 172,359 172,359 172,359 114,906 57,453 0 0 0 0 0 0 0 0 0 0																							
POTENTIAL CIL	0 0																							
Post CIL s106	4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 0 0 0 0 0 0 0 0																							
Contingency	0 0 1,436 2,873 4,309 4,309 4,309 4,309 4,309 4,309 4,309 4,309 2,873 1,436 0 0 0 0 0 0 0 0 0 0																							
Abnormals	0 0																							
Finance Fees	10,000 0 0 0 0 10,000 0 0 0 0 10,000 0 0 0 0 10,000 0 0 0 0 0 0 0 0 0																							
Legal and Valuation	7,500 0 0 0 0 7,500 0 0 0 0 7,500 0 0 0 0 7,500 0 0 0 0 0 0 0 0 0																							
Agents	0 0 0 0 0 0 10,818 10,818 10,818 10,818 10,818 10,818 10,818 10,818 10,818 10,818 0 0 0 0 0 0 0 0																							
Legals	0 0 0 0 0 0 1,803 1,803 1,803 1,803 1,803 1,803 1,803 1,803 1,803 1,803 0 0 0 0 0 0 0 0																							
Misc.	0 0 0 0 10,000 0 0 0 0 10,000 0 0 0 0 10,000 0 0 0 0 0 0 0 0 0 0																							
COSTS BEFORE LAND INT AND	277,721 0 476,662 117,779 180,668 180,668 193,289 193,289 193,289 193,289 134,400 75,510 12,621 12,621 0 0 0 0 0 0 0 0 0 0																							
For CIL calculation																								
Interest	4,860 4,945 13,373 15,668 19,104 22,600 20,068 17,491 14,870 12,202 9,488 5,696 806 0 0 0 0 0 0 0 0 0 0 0																							
Profit on cost	0 0																							
Profit on GDV	0 649,067																							
Cash Flow	-277,721 -4,860 -481,607 -131,152 -196,337 -199,773 144,703 147,236 149,812 152,434 155,102 216,705 279,387 347,166 347,972 0 0 0 0 0 0 0 -649,067																							
Opening Balan	0 0																							
Closing Balan	-277,721 -282,581 -764,188 -895,340 -1,091,677 -1,291,450 -1,146,747 -999,511 -849,699 -697,265 -542,163 -325,458 -46,071 301,095 649,067 649,067 649,067 649,067 649,067 649,067 649,067 649,067 649,067 0																							

			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Location			Kings Lynn	Kings Lynn	West Lynn	Market	Market	Hunstanton	Hunstanton	Wisbech	South Wootton	Kings Lynn	Brancaster	Castle Acre	Dersingham	Stoke Ferry	Sedgeford	Southery
Green/brown field Use			Green	Green	Brown	Green	Brown	Green	Brown	Green	Green	Green	Green	Brown	Brown	Brown	Green	Green
			Amenity Land	Mixed, playing fields	Cleared	Agricultural	Industrial	Agricultural	Industrial	Agricultural	Agricultural	Agricultural	Paddock	Industrial	Bungalow	Industrial	Paddock	Paddock
Site Area	Gross	ha	5.3	23	3.2	8.3	4.4	5.1	0.68	18.7	16	83	0.5	0.23	0.42	1.9	1	0.45
	Net	ha	4.5	14	3	5	4.4	3.1	0.68	18.7	10	50	0.5	0.23	0.42	1.76	1	0.45
Units		0	153	437	200	150	150	100	39	550	300	1600	16	6	13	70	35	18
Mix	Market		88.14%	88.14%	88.14%	84.00%	84.00%	84.00%	84.00%	84.00%	84.00%	88.14%	84.00%	84.00%	84.00%	84.00%	84.00%	84.00%
	Intermediate to Buy		3.56%	3.56%	3.56%	4.80%	4.80%	4.80%	4.80%	4.80%	4.80%	3.56%	4.80%	4.80%	4.80%	4.80%	4.80%	4.80%
	Affordable Rent		8.30%	8.30%	8.30%	11.20%	11.20%	11.20%	11.20%	11.20%	11.20%	8.30%	11.20%	11.20%	11.20%	11.20%	11.20%	11.20%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value	£/ha		50,000	200,000	380,000	25,000	284,000	25,000	284,000	25,000	25,000	25,000	50,000	284,000	950,000	284,000	50,000	50,000
	£ site		265,000	4,600,000	1,216,000	207,500	1,249,600	127,500	193,120	467,500	400,000	2,075,000	25,000	65,320	399,000	539,600	50,000	22,500
Uplift	£/ha		310,000	40,000	76,000	305,000	56,800	305,000	56,800	305,000	305,000	305,000	310,000	56,800	190,000	56,800	310,000	310,000
	£ site		1,643,000	920,000	243,200	2,531,500	249,920	1,555,500	38,624	5,703,500	4,880,000	25,315,000	155,000	13,064	79,800	107,920	310,000	139,500
Viability Threshold	£/ha		360,000	240,000	456,000	330,000	340,800	330,000	340,800	330,000	330,000	330,000	360,000	340,800	1,140,000	340,800	360,000	360,000
	£ site		1,908,000	5,520,000	1,459,200	2,739,000	1,499,520	1,683,000	231,744	6,171,000	5,280,000	27,390,000	180,000	78,384	478,800	647,520	360,000	162,000
Residual V Gross	£/ha		191,894	299,735	-182,706	354,606	563,916	1,034,776	2,021,687	799,690	746,143	470,180	2,309,644	869,651	2,731,109	332,732	1,438,470	731,540
Net	£/ha		226,008	492,422	-194,886	588,647	563,916	1,702,374	2,021,687	799,690	1,193,829	780,499	2,309,644	869,651	2,731,109	359,199	1,438,470	731,540
	£ site		1,017,037	6,893,915	-584,659	2,943,233	2,481,230	5,277,359	1,374,747	14,954,212	11,938,292	39,024,970	1,154,822	200,020	1,147,066	632,190	1,438,470	329,193
Additional Profit	£ site		-1,247,633	3,592,258	-1,483,974	717,569	1,577,163	4,293,579	1,385,371	17,203,883	10,831,282	34,230,760	1,125,729	147,975	778,073	209,261	1,609,598	323,772
	£/m2		-94	94	-112	56	134	517	534	373	429	253	938	232	620	42	521	226

Appendix 7 Non Residential appraisal results

NORTH		Greenfield							Brownfield						
		Industrial	Industrial	Offices	Offices	Supermarkets	Retail Warehouse	Shops	Industrial	Industrial	Offices	Offices	Supermarkets	Retail Warehouse	Shops
Income															
	m2	1500	200	500	150	4,000	4,000		1,500	200	500	150	4,000	4,000	150
	£/m2	530	860	1,100	1,300	3,000	1,300		530	860	1,100	1,300	3,000	1,300	2,500
	Capital Value	795,000	172,000	550,000	195,000	12,000,000	5,200,000		795,000	172,000	550,000	195,000	12,000,000	5,200,000	375,000
Costs															
	Land Used	ha	0.230	0.013	0.100	1.000	2.600	1.800	0.230	0.013	0.100	1.000	2.600	1.800	0.017
		£/ha	25,000	25,000	25,000	25,000	25,000	25,000	284,000	284,000	284,000	284,000	284,000	284,000	6,000,000
		Uplift £/ha	250,000	250,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0
		20.00%	5,000	5,000	5,000	5,000	5,000	5,000	56,800	56,800	56,800	56,800	56,800	56,800	1,200,000
		Cost	64,400	3,640	28,000	280,000	728,000	504,000	78,384	4,430	34,080	340,800	886,080	613,440	122,400
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Misc. Land		2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
	Construction	/m2	542	708	1100	1100	1080	477	542	542	1100	1100	1080	477	651
		£	813,000	141,600	550,000	165,000	4,320,000	1,908,000	813,000	108,400	550,000	165,000	4,320,000	1,908,000	97,650
	Infrastructure	10.00%	81,300	14,160	55,000	16,500	432,000	190,800	81,300	10,840	55,000	16,500	432,000	190,800	50,000
	Abnormals	10.00%							81,300	81,300	55,000	16,500	432,000	190,800	9,765
	Fees	8.00%	65,040	11,328	44,000	13,200	345,600	152,640	65,040	65,040	44,000	13,200	345,600	152,640	7,812
	Contingency	2.5% & 5%	20,325	3,540	13,750	4,125	108,000	47,700	40,650	40,650	27,500	8,250	216,000	95,400	4,883
	Finance Costs		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
	Sales	3.00%	23,850	5,160	16,500	5,850	360,000	156,000	23,850	5,160	16,500	5,850	360,000	156,000	11,250
	Misc. Financial		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
	Subtotal		1,036,015	208,288	711,750	237,175	5,598,100	2,487,640	1,137,640	343,890	780,500	257,800	6,138,100	2,726,140	213,860
	Interest	7.00%	72,521	14,580	49,823	16,602	391,867	174,135	79,635	24,072	54,635	18,046	429,667	190,830	14,970
	Profit % GDV	20.00%	173,504	37,316	119,965	42,320	2,478,373	1,074,827	174,927	39,214	120,927	42,609	2,485,933	1,078,166	77,994
	COSTS - ex land		1,282,040	260,184	881,537	296,098	8,468,340	3,736,602	1,392,202	407,177	956,062	318,455	9,053,700	3,995,136	306,824
	Residual Land Worth		-487,040	-88,184	-331,537	-101,098	3,531,660	1,463,398	-597,202	-235,177	-406,062	-123,455	2,946,300	1,204,864	68,176
	Additional Profit		-551,440	-91,824	-359,537	-381,098	2,803,660	959,398	-675,586	-239,607	-440,142	-464,255	2,060,220	591,424	-54,224
	£/m2		-368	-459	-719	-2,541	701	240	-450	-1,198	-880	-3,095	515	148	-361
	Existing Use Value		25,000	25,000	25,000	25,000	25,000	25,000	284,000	284,000	284,000	284,000	284,000	284,000	6,000,000
	Viability Threshold		280,000	280,000	280,000	280,000	280,000	280,000	340,800	340,800	340,800	340,800	340,800	340,800	7,200,000
	Residual Value		-2,117,566	-6,783,399	-3,315,370	-101,098	1,358,331	812,999	-2,596,529	-18,090,520	-4,060,620	-123,455	1,133,192	669,369	4,010,371



KINGS LYNN			Greenfield						Brownfield							
			Industrial	Industrial	Offices	Offices	Supermarkets	Retail Warehouse	Shops	Industrial	Industrial	Offices	Offices	Supermarkets	Retail Warehouse	Shops
Income																
	m2		1500	200	500	150	4,000	4,000		1,500	200	500	150	4,000	4,000	150
	£/m2		600	800	1,400	1,450	3,000	1,600		600	800	1,400	1,450	3,000	1,600	2,900
	Capital Value		900,000	160,000	700,000	217,500	12,000,000	6,400,000		900,000	160,000	700,000	217,500	12,000,000	6,400,000	435,000
Costs																
	Land Used	ha	0.230	0.013	0.100	1.000	2.600	1.800		0.230	0.013	0.100	1.000	2.600	1.800	0.017
		£/ha	25,000	25,000	25,000	25,000	25,000	25,000		380,000	380,000	380,000	380,000	380,000	380,000	8,000,000
		Uplift £/ha	250,000	250,000	250,000	250,000	250,000	250,000		0	0	0	0	0	0	0
		20.00%	5,000	5,000	5,000	5,000	5,000	5,000		76,000	76,000	76,000	76,000	76,000	76,000	1,600,000
		Cost	64,400	3,640	28,000	280,000	728,000	504,000		104,880	5,928	45,600	456,000	1,185,600	820,800	163,200
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000		10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Planning		10,000	10,000	10,000	10,000	10,000	10,000		10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Misc. Land		2,500	2,500	2,500	2,500	2,500	2,500		2,500	2,500	2,500	2,500	2,500	2,500	2,500
	Construction	/m2	542	708	1100	1100	1080	477		542	542	1100	1100	1080	477	651
		£	813,000	141,600	550,000	165,000	4,320,000	1,908,000		813,000	813,000	550,000	165,000	4,320,000	1,908,000	97,650
	Infrastructure	10.00%	81,300	14,160	55,000	16,500	432,000	190,800		81,300	81,300	55,000	16,500	432,000	190,800	50,000
	Abnormals	10.00%								81,300	81,300	55,000	16,500	432,000	190,800	9,765
	Fees	8.00%	65,040	11,328	44,000	13,200	345,600	152,640		65,040	65,040	44,000	13,200	345,600	152,640	7,812
	Contingency	2.5% & 5%	20,325	3,540	13,750	4,125	108,000	47,700		40,650	40,650	27,500	8,250	216,000	95,400	4,883
	Finance Costs		5,000	5,000	5,000	5,000	5,000	5,000		5,000	5,001	5,000	5,000	5,000	5,000	5,000
	Sales	3.00%	27,000	4,800	21,000	6,525	360,000	192,000		27,000	4,800	21,000	6,525	360,000	192,000	13,050
	Misc. Financial		5,000	5,000	5,000	5,000	5,000	5,000		5,000	5,001	5,000	5,000	5,000	5,000	5,000
	Subtotal		1,039,165	207,928	716,250	237,850	5,598,100	2,523,640		1,140,790	1,118,592	785,000	258,475	6,138,100	2,762,140	215,660
	Interest	7.00%	72,742	14,555	50,138	16,650	391,867	176,655		79,855	78,301	54,950	18,093	429,667	193,350	15,096
	Profit % GDV	20.00%	194,548	34,911	150,028	46,830	2,478,373	1,315,331		195,971	47,660	150,990	47,119	2,485,933	1,318,670	90,019
	COSTS - ex land		1,306,455	257,394	916,415	301,329	8,468,340	4,015,626		1,416,616	1,244,554	990,940	323,687	9,053,700	4,274,160	320,775
	Residual Land Worth		-406,455	-97,394	-216,415	-83,829	3,531,660	2,384,374		-516,616	-1,084,554	-290,940	-106,187	2,946,300	2,125,840	114,225
	Additional Profit		-470,855	-101,034	-244,415	-363,829	2,803,660	1,880,374		-621,496	-1,090,482	-336,540	-562,187	1,760,700	1,305,040	-48,975
	£/m2		-314	-505	-489	-2,426	701	470		-414	-5,452	-673	-3,748	440	326	-326
	Existing Use Value		25,000	25,000	25,000	25,000	25,000	25,000		380,000	380,000	380,000	380,000	380,000	380,000	8,000,000
	Viability Threshold		280,000	280,000	280,000	280,000	280,000	280,000		456,000	456,000	456,000	456,000	456,000	456,000	9,600,000
	Residual Value		-1,767,195	-7,491,842	-2,164,150	-83,829	1,358,331	1,324,652		-2,246,158	-83,427,210	-2,909,400	-106,187	1,133,192	1,181,022	6,719,124



SOUTH		Greenfield							Brownfield							
		Industrial	Industrial	Offices	Offices	Supermarkets	Retail Warehouse	Shops	Industrial	Industrial	Offices	Offices	Supermarkets	Retail Warehouse	Shops	
Income																
	m2	1500	200	500	150	4,000	4,000		1,500	200	500	150	4,000	4,000	150	
	£/m2	500	600	1,300	1,300	3,000	900		500	600	1,300	1,300	3,000	900	200	
	Capital Value	750,000	120,000	650,000	195,000	12,000,000	3,600,000		750,000	120,000	650,000	195,000	12,000,000	3,600,000	30,000	
Costs																
	Land Used	ha	0.230	0.013	0.100	1.000	2.600	1.800	0.230	0.013	0.100	1.000	2.600	1.800	0.017	
		£/ha	25,000	25,000	25,000	25,000	25,000	25,000	284,000	284,000	284,000	284,000	284,000	284,000	4,000,000	
		Uplift £/ha	250,000	250,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0	
		20.00%	5,000	5,000	5,000	5,000	5,000	5,000	56,800	56,800	56,800	56,800	56,800	56,800	800,000	
		Cost	64,400	3,640	28,000	280,000	728,000	504,000	78,384	4,430	34,080	340,800	886,080	613,440	81,600	
	Strategic Promotion		2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	
	Planning		2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	
	Misc. Land		2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	
	Construction	/m2	542	708	1100	1100	1080	477	542	542	1100	1100	1080	477	651	
		£	813,000	141,600	550,000	165,000	4,320,000	1,908,000	813,000	813,000	550,000	165,000	4,320,000	1,908,000	97,650	
	Infrastructure	10.00%	81,300	14,160	55,000	16,500	432,000	190,800	81,300	81,300	55,000	16,500	432,000	190,800	50,000	
	Abnormals	10.00%							81,300	81,300	55,000	16,500	432,000	190,800	9,765	
	Fees	8.00%	65,040	11,328	44,000	13,200	345,600	152,640	65,040	65,040	44,000	13,200	345,600	152,640	7,812	
	Contingency	2.5% & 5%	20,325	3,540	13,750	4,125	108,000	47,700	40,650	40,650	27,500	8,250	216,000	95,400	4,883	
	Finance Costs		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,001	5,000	5,000	5,000	5,000	5,000	
	Sales	3.00%	22,500	19,500	19,500	5,850	360,000	108,000	22,500	3,600	19,500	5,850	360,000	108,000	900	
	Misc. Financial		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,001	5,000	5,000	5,000	5,000	5,000	
	Subtotal		1,019,665	188,128	699,750	222,175	5,583,100	2,424,640	1,121,290	1,102,392	768,500	242,800	6,123,100	2,663,140	188,510	
	Interest	7.00%	71,377	13,169	48,983	15,552	390,817	169,725	78,490	77,167	53,795	16,996	428,617	186,420	13,196	
	Profit % GDV	20.00%	164,275	26,634	139,797	42,110	2,478,163	753,945	165,698	39,433	140,759	42,399	2,485,723	757,284	8,639	
	COSTS - ex land		1,255,317	227,931	888,529	279,838	8,452,080	3,348,310	1,365,478	1,218,993	963,054	302,195	9,037,440	3,606,844	210,344	
	Residual Land Worth		-505,317	-107,931	-238,529	-84,838	3,547,920	251,690	-615,478	-1,098,993	-313,054	-107,195	2,962,560	-6,844	-180,344	
	Additional Profit		-569,717	-111,571	-266,529	-364,838	2,819,920	-252,310	-693,862	-1,103,423	-347,134	-447,995	2,076,480	-620,284	-261,944	
		£/m2	-380	-558	-533	-2,432	705	-63	-463	-5,517	-694	-2,987	519	-155	-1,746	
	Existing Use V		25,000	25,000	25,000	25,000	25,000	25,000	284,000	284,000	284,000	284,000	284,000	284,000	4,000,000	
	Viability Thres		280,000	280,000	280,000	280,000	280,000	280,000	340,800	340,800	340,800	340,800	340,800	340,800	4,800,000	
	Residual Valu		-2,197,030	-8,302,366	-2,385,290	-84,838	1,364,584	139,828	-2,675,993	-84,537,918	-3,130,540	-107,195	1,139,446	-3,802	-10,608,488	



		Hotel	
		Greenfield	Brownfield
Income	m2	1,620	1,620
	£/m2	2,150	2,150
	Capital Value	3,483,000	3,483,000
Costs			
Land Used	ha	0.40	0.40
	£/ha	25,000	380,000
	Uplift £/ha	250,000	0
	20%	5,000	76,000
	Cost	112,000	182,400
	Strategic Promotion	2,500	2,500
	Planning	2,500	2,500
	Misc. Land	2,500	2,500
Construction	/m2	845	845
	£	1,368,900	1,368,900
Infrastructure	15.00%	136,890	136,890
Abnormals	10.00%		
Fees	8.00%	109,512	109,512
Contingency	2.50%	34,223	34,223
Finance Costs		5,000	5,000
Sales	3.00%	104,490	104,490
Misc. Financial		5,000	5,000
Subtotal		1,771,515	1,771,515
Interest	7.00%	124,006	124,006
Profit % Costs	20.00%	721,401	721,401
COSTS - ex land		2,616,922	2,616,922
Residual Land Worth		866,078	866,078
Additional Profit		754,078	683,678
	£/m2	465	422
Existing Use Value		25,000	380,000
Viability Threshold		280,000	456,000
Residual Value		2,165,196	2,165,196



		Kings Lynn		Hunstanton		Downham Market	
		Private Sheltered	HWC Extra Care	Private Sheltered	HWC Extra Care	Private Sheltered	HWC Extra Care
Income							
	m2	4,752	4,118	4,752	4,118	4,752	4,118
	£/m2	1,900	2,000	3,350	2,125	2,300	2,400
	Capital Value	7,524,000	6,335,385	13,266,000	6,731,346	9,108,000	7,602,462
Costs							
	Land Use/ha	0.50	0.50	0.50	0.50	0.50	0.50
	£/ha	380,000	380,000	380,000	380,000	380,000	380,000
	Uplift £/ha						
	20%	76,000	76,000	76,000	76,000	76,000	76,000
	Cost	228,000	228,000	228,000	228,000	228,000	228,000
	Strategic Promotion	2,500	2,500	2,500	2,500	2,500	2,500
	Planning	2,500	2,500	2,500	2,500	2,500	2,500
	Misc. Land	2,500	2,500	2,500	2,500	2,500	2,500
	Constructi/m2	933	1,093	933	1,093	933	1,093
	£	4,433,616	4,500,974	4,433,616	4,500,974	4,433,616	4,500,974
	Infrastruct 15.00%	665,042	675,146	665,042	675,146	665,042	675,146
	Abnormals 10.00%						
	Fees 8.00%	354,689	360,078	354,689	360,078	354,689	360,078
	Contingen 2.50%	110,840	112,524	110,840	112,524	110,840	112,524
	Finance Costs	10,000	10,000	10,000	10,000	10,000	10,000
	Sales 0.03	225,720	190,062	397,980	201,940	273,240	228,074
	Misc. Financial	5,000	5,000	5,000	5,000	5,000	5,000
	Subtotal	5,812,408	5,861,284	5,984,668	5,873,163	5,859,928	5,899,296
	Interest 0.07	406,869	410,290	418,927	411,121	410,195	412,951
	Profit % G 0.2	1,504,800	1,267,077	2,653,200	1,346,269	1,821,600	1,520,492
	COSTS - ex land	7,724,077	7,538,651	9,056,795	7,630,553	8,091,723	7,832,739
	Residual Land Worth	-200,077	-1,203,266	4,209,205	-899,207	1,016,277	-230,278
	Additional Profit	-428,077	-1,431,266	3,981,205	-1,127,207	788,277	-458,278
	£/m2	-90	-348	838	-274	166	-111
	Existing Use Value	380,000	380,000	380,000	380,000	380,000	380,000
	Viability Threshold	456,000	456,000	456,000	456,000	456,000	456,000
	Residual Value	-400,153	-2,406,532	8,418,410	-1,798,414	2,032,554	-460,555



Appendix 8 Published CIL rates

The following table shows the local authorities in England and Wales ranked by median house price (lowest first). The fourth column shows the average rate of CIL for that authority. These average rates of CIL have been estimated where the Authority has more than one charging zone and a simple, un-weighted average is used. The median prices are sourced from CLG Livetable 586 and the CIL rates from the CIL watch webpages at www.planningresource.co.uk. These rates include pre-consultation rates that are likely to be subject to change.

Rank		Median Price	Average CIL	CIL as % Median
8	Rhondda, Cynon, Taff	89,950	47	4.67%
14	Blackpool UA	97,000		
15	Durham UA	100,000	115	10.35%
21	Bolton	105,000	50	4.29%
35	Caerphilly	110,000	22	1.77%
41	Preston	115,000	70	5.48%
44	Gateshead	116,000	35	2.69%
53	Corby	119,998	100	7.50%
59	Sheffield	122,000	33	2.46%
65	Bassetlaw	123,600	27	1.94%
72	Birmingham	125,000	85	6.12%
76	Dudley	126,750	98	6.98%
78	Kettering	128,000	75	5.27%
80	Wellingborough	129,000	100	6.98%
82	Newcastle upon Tyne	130,000	35	2.40%
86	Gedling	130,000	50	3.46%
87	Peterborough UA	130,000	72	4.96%
96	Northampton	135,000	50	3.33%
103	Norwich	138,000	95	6.20%
104	Newark and Sherwood	138,500	42	2.71%
105	South Ribble	139,500	70	4.52%
108	Leeds	140,000	47	3.00%
109	Waveney	140,000	77	4.93%
116	Plymouth UA	142,500	30	1.89%
124	Chorley	145,950	70	4.32%
127	Portsmouth UA	149,000	105	6.34%
128	Medway UA	149,739	125	7.51%
133	King's Lynn and West Norfolk	150,000		
135	Swindon UA	150,000	28	1.65%
138	Rugby	152,500	75	4.43%
141	East Northamptonshire	154,000	100	5.84%
149	West Lancashire	157,000	43	2.44%
151	Dover	157,000	75	4.30%

156	Southampton UA	160,000	90	5.06%
157	Torbay UA	161,000	100	5.59%
158	Sedgemoor	162,950	60	3.31%
161	Broadland	168,000	95	5.09%
166	Thurrock UA	170,000	19	1.01%
167	Barking and Dagenham	170,000	37	1.94%
169	Bristol, City of UA	170,000	60	3.18%
171	Shropshire UA	171,000	60	3.16%
177	Daventry	175,000	100	5.14%
179	Huntingdonshire	175,000	85	4.37%
180	South Norfolk	175,000	95	4.89%
184	South Somerset	175,000	94	4.83%
185	Taunton Deane	175,000	65	3.34%
187	Colchester	177,500	120	6.08%
190	Bedford UA	179,950	92	4.58%
193	Herefordshire, County of UA	180,000	97	4.83%
196	South Gloucestershire UA	180,000	68	3.38%
200	Exeter	182,500	80	3.95%
201	Mid Devon	183,500	40	1.96%
203	North Somerset UA	184,725	33	1.62%
204	Havant	184,750	95	4.60%
206	Trafford	185,000	47	2.27%
207	East Cambridgeshire	185,000	65	3.16%
209	Dartford	185,000	150	7.30%
210	Cornwall UA	185,000	47	2.27%
217	Central Bedfordshire UA	189,951	140	6.63%
221	Reading UA	190,250	140	6.62%
222	Teignbridge	191,000	183	8.64%
223	South Lakeland	192,000		
228	Worthing	195,000	100	4.62%
231	Solihull	199,000	75	3.39%
232	Hambleton	200,000	85	3.83%
236	Rushmoor	200,000	180	8.10%
241	Fareham	204,000	105	4.63%
242	Wiltshire UA	204,475	70	3.08%
243	Rutland UA	205,000	100	4.39%
247	South Northamptonshire	210,000	100	4.29%
250	Poole UA	210,000	108	4.64%
254	Watford	215,000	60	2.51%
255	Bexley	215,000	50	2.09%
257	Newham	219,000	60	2.47%
258	Chelmsford	220,000	125	5.11%
260	North Hertfordshire	220,000	100	4.09%
261	Croydon	220,000	60	2.45%
263	Bracknell Forest UA	224,950	132	5.27%



264	East Devon	225,000	87	3.48%
267	Wealden	230,000	147	5.74%
268	Bath and North East Somerset UA	230,000	150	5.87%
269	Purbeck	231,000	107	4.16%
272	Sutton	233,000	100	3.86%
276	West Dorset	235,000	91	3.49%
279	Lewisham	240,000	85	3.19%
282	Dacorum	242,000	167	6.20%
287	Christchurch	246,250	100	3.65%
288	West Berkshire UA	247,000	100	3.64%
290	Hillingdon	249,950	95	3.42%
291	Mid Sussex	249,950	198	7.14%
294	Redbridge	250,000	70	2.52%
295	Wycombe	250,000	138	4.95%
297	Woking	250,000	100	3.60%
302	Oxford	260,000	100	3.46%
303	Cambridge	263,000	125	4.28%
304	Reigate and Banstead	265,500	125	4.24%
311	Wokingham UA	275,000	365	11.95%
312	Surrey Heath	275,000	225	7.36%
314	Hertsmere	280,000	130	4.18%
315	Sevenoaks	282,000	100	3.19%
316	Hart	285,000	392	12.37%
317	Tandridge	290,000	120	3.72%
319	Harrow	293,500	110	3.37%
320	Merton	295,000	168	5.11%
321	Winchester	295,000	67	2.03%
323	Three Rivers	299,000	100	3.01%
324	King'ston upon Thames	299,950	163	4.90%
325	Tower Hamlets	300,000	100	3.00%
326	Brent	300,000	200	6.00%
327	Haringey	305,000	148	4.38%
328	Lambeth	310,000	245	7.10%
329	Hackney	312,000	77	2.21%
331	Southwark	322,000	233	6.52%
332	Barnet	325,000	135	3.74%
336	Mole Valley	340,000	125	3.31%
339	Wandsworth	390,000	288	6.63%
341	Elmbridge	393,950	125	2.86%
342	Islington	397,725	300	6.79%
343	Richmond upon Thames	420,000	243	5.20%
344	Hammersmith and Fulham	464,250	233	4.52%
345	City of London	465,000	123	2.37%
346	Camden	480,000	300	5.63%
348	Kensington and Chelsea	795,000	383	4.34%



HDH Planning and Development Ltd is a specialist planning consultancy providing evidence to support planning authorities, land owners and developers.

The firm is led by Simon Drummond-Hay who is a Chartered Surveyor, Associate of Chartered Institute of Housing and senior development professional with a wide experience of both development and professional practice. The firm is regulated by the RICS.

The main areas of expertise are:

- Community Infrastructure Levy (CIL)
- District wide and site specific Viability Analysis
- Local and Strategic Housing Market Assessments and Housing Needs Assessments
- Future Housing Numbers Analysis (post RSS target setting)

HDH Planning and Development have clients throughout England and Wales.

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