

Report for Fareham Borough Council

# **Fareham Community Infrastructure Levy**

## **Viability Assessment – November 2022**

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Three Dragons



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<b>Use of this report</b>	<p>This report is not a formal land valuation or scheme appraisal. It has been prepared using the Three Dragons toolkit and is based on borough level data supplied by the Council, consultant team inputs and quoted published data sources. The toolkit provides a review of the development economics of illustrative schemes and the results depend on the data inputs provided. This analysis should not be used for individual scheme appraisal.</p> <p>No responsibility whatsoever is accepted to any third party who may seek to rely on the content of the report unless previously agreed.</p>

# CONTENTS

CONTENTS .....	3
Chapter 1 Introduction.....	7
Context.....	7
Testing viability for establishing CIL.....	7
Chapter 2 Policy context.....	9
National policy .....	9
Local policy .....	9
Future supply .....	10
Chapter 3 Approach to testing and typologies .....	11
Uses included in the testing .....	11
Typology selection.....	11
Residential and specialist homes typologies.....	12
Affordable homes requirements .....	15
Non-residential typologies .....	16
Chapter 4 Residential assumptions.....	19
Home mix .....	19
Home sizes.....	21
Values – standard residential market.....	21
Values – older persons residential market.....	22
Values - build to rent market.....	24
Values - Affordable homes .....	24
Development costs.....	25
Benchmark land values .....	32
Chapter 5 Residential testing and analysis.....	35
Residential testing and analysis.....	36
Older person testing and analysis.....	37
Residential sensitivity testing .....	38
Setting a residential and older person homes CIL charge .....	46
Residential rate setting.....	47
Older persons rate setting .....	50

Chapter 6 Non residential assumptions, testing & analysis.....	52
Establishing Gross Development Value (GDV) .....	52
Development costs.....	53
Non-residential benchmark land values .....	55
Results of the non-residential testing .....	56
Non-residential development recommended CIL rates.....	58
Chapter 7 Summary and conclusions .....	59
Appendix A National policy review.....	61
Appendix B Local Plan (as submitted) Policy Review .....	66
Appendix C Fareham Town Centre inset map.....	77
Appendix D Residential sales transactions .....	78
Appendix E BCIS build costs and Part L build costs.....	92
Appendix F Land values.....	97
Appendix G Development industry workshop.....	103
Appendix H Non residential values data.....	117
Appendix I Results and summary appraisal examples .....	128

## EXECUTIVE SUMMARY

1. Three Dragons, have been commissioned by Fareham Borough Council (FBC) to provide viability advice to inform the setting of Community Infrastructure Levy (CIL) rates.
2. FBC wishes to set a CIL rate that is fair and reasonable and that will contribute to funding infrastructure and meeting the needs of the local community but not set at a level that prevents development coming forward.
3. The approach to assumptions and viability within this viability assessment draws on the policies within the Revised Local Plan 2037 as well as the supporting viability assessment that was prepared to inform that Plan and is anticipated to be found sound.
4. The study, following national guidance, assesses the residual value of development and compares this with a benchmark land value. The residual value of a scheme is calculated as the difference between its total value and costs.
5. For the assessment, a typology approach is used. The typologies selected were identified in discussion with FBC. They are not intended to represent specific development proposals but to reflect typical forms of development that could come forward over the plan period.
6. For each typology a mix of home types was identified, based on the housing market assessment and the viability work that support the Local Plan and a review of a selection of recent planning applications. The testing has included greenfield and brownfield sites with no allowances for offsetting existing floorspace. The percentages and tenures of affordable homes used in the testing are based on discussions with the council and reflect the targets in the Local Plan.
7. The set of the market values used in the study was derived from an analysis of Land Registry and floorspace data for new build homes giving the size and values of homes, for the past five years.
8. A review of property sites, EGi, agent reports and other web based data was used to inform the assumed values for the specialist residential and the non residential uses i.e. older person homes and the non residential typologies (employment, retail and leisure).
9. The information gathered was used to inform a set of viability tests, the results of which were used to help guide the council to a range of potential CIL rates. Guidance is provided as to important considerations for the council in setting rates including, simplicity, avoiding market shock, focussing on most likely future development scenarios and risk to delivery and meeting planning policy.
10. Using this guidance, a range of CIL rates have been recommended for the council, although guidance is clear that whilst the rates should be reasonable there is no requirement for a proposed rate to exactly mirror the evidence and that there is room for pragmatism.

11. The rates set out reflect the viability evidence in terms of residential development, and retail. For older persons FBC has a choice between a set rate for all older persons development of £0/sq m or to set a specific rate for older persons retirement (sheltered) accommodation on greenfield sites of £28/ sq m and all other older persons development at £0/sq m. Other tested uses are not able to support a CIL on a speculative build basis. The following sets out the potential CIL rates:

<b>Zone and/or use</b>	<b>Proposed CIL rate</b>
<b>Standard residential development</b>	£195 / sq m
<b>Flat led development in Fareham town centre</b>	£0 / sq m
<b>Older persons retirement (sheltered) on greenfield sites</b>	£0 / sq m (or £28/sq m)
<b>All other older persons (including 'care/nursing' homes)</b>	£0 / sq m
<b>All retail (outside town centres)</b>	£80 / sq m
<b>All other development</b>	£0 / sq m
<b>Welbourne (all uses)</b>	£0 / sq m (continued rate)

# Chapter 1 Introduction

## Context

- 1.1** Three Dragons were commissioned by Fareham Borough Council to undertake a viability assessment at a strategic level including an assessment of typical sites, consideration of Local Plan requirements and other costs, to inform the setting of Community Infrastructure Levy (CIL) rates.
- 1.2** The viability evidence provided in this report is intended to assist Fareham Borough Council in preparing its Community Infrastructure Levy (CIL) Draft Charging Schedule (DCS) for residential and non-residential uses. This report, whilst building on previous evidence, does supersede any previous work for the purpose of informing CIL rates.
- 1.3** This report provides assumptions and typologies, reflecting latest available information at time of preparation over Q2 2022.
- 1.4** On 30<sup>th</sup> September 2021 Fareham Borough Council submitted the Revised Publication Local Plan 2037. The Local Plan Examination Hearings started on Tuesday 8th March 2022 and ended on the 5th April 2022. The Inspector has issued two post hearing letters, the latest being received 7th September. It is anticipated that the full report from the Inspector will be received in Spring 2023. Given the content of the post hearing letters, proposed modifications and further consultation, it is not envisaged that the Inspector will direct any significant changes to policy that impacts on viability assumptions and outcomes. Therefore the approach to assumptions and viability within this viability assessment draws on the policies within the Revised Local Plan 2037 (as updated) as well as the supporting viability assessment that was prepared to inform that Plan and is anticipated to be found sound.

## Testing viability for establishing CIL

- 1.5** The viability testing for this report has:
  - been designed to assess the amount of CIL that residential and non-residential development can reasonably support, including whether there are differences in viability across the borough or between different types of development that are sufficient to justify different CIL rates
  - drawn on the following for analysis:
    - a review of the types of sites planned for development in the Revised Local Plan 2037
    - a review of the policies in the Revised Local Plan 2037 and central government guidance that may have implications for development viability.
    - a review of developer contributions agreed by the Council.

- desk research to form initial views on the values and costs of residential and non-residential development in Fareham Borough and how these vary across the borough.
- drawing on consultation with the development industry including Registered Providers, developers and agents active in the area that informed the recently examined Revised Local Plan Viability Assessment. Details of the June 2019 consultation workshop can be found in Appendix G
- with agreement of the Council to the assumptions used, utilised the Three Dragons residential and non-residential viability models to undertake the viability testing set out in this report.



## Chapter 2 Policy context

### National policy

**2.1** National policy and guidance on viability for Community Infrastructure Levy (CIL) (and plan making) is set out in National Planning Policy Framework (NPPF) and the Planning Practice Guidance (PPG). There is also useful guidance contained within 'Viability Testing Local Plans – Advice for planning practitioners' (Harman). The viability testing undertaken within this study complies with this national policy and guidance, the details of which are set out in Appendix A.

### Local policy

**2.2** The NPPF is clear that viability testing should take into account the costs of any requirements likely to be applied to development. Therefore, a planning policy review has been undertaken. The new Local Plan 2037, once adopted, will be the main planning document for Fareham. It will set out the overarching spatial strategy and development principles for the area together with more detailed policies to help determine planning applications. It is intended that at adoption stage the new Local Plan will formally replace the existing Local Plan Part 1: Core Strategy (2011) and Local Plan Part 2: Development Sites and Policies (2015). Local Plan Part 3: The Welborne Plan will not be replaced by the 2037 plan, but together with the new Local Plan and further documents, such as Supplementary Planning Documents (SPDs), will make up the suite of planning policies upon which planning applications will be considered. An analysis of the Revised Local Plan policies is set out in Appendix A which provides a summary of each policy, potential impact on viability and implications for viability testing. Policies that have been identified as having implications for viability testing include:

- HP5 - Provision of Affordable Housing, sets out proportion of affordable housing required from qualifying development sites.
- HP7 - Adaptable and Accessible Dwellings, identifies requirements for meeting housing needs for a wider range of occupiers.
- HP9 - Self and Custom Build Homes, requirement to include a proportion of custom or self build homes within qualifying development
- NE1 – Protection of designated sites, with mitigation required from development
- NE2 - Biodiversity Net Gain, requires most development to provide at least a 10% net gain
- NE3 - Solent SPA, mitigation payments within qualifying areas
- NE4 - Water quality, mitigation requirements within qualifying areas
- NE8 - Air quality, requirement for EV charging points<sup>1</sup>

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<sup>1</sup> Note that the EV requirements have been superseded by changes to Building Regulations Part S and the requirement is now proposed to be removed as part of a main modification.

- TIN4 - Infrastructure delivery

**2.3** In terms of Local Plan Part 3: The Welborne Plan, it should be noted that a recent partial review of CIL identified a separate CIL rate for this specifically identified area of £0/sq m across all uses. There is no intention to revisit this rate as it has only been recently examined and will therefore be carried forward and added to the newly revised rates for all areas outside of Welborne Plan area.

### Future supply

**2.4** An important consideration in terms of the testing and policy choices is the types of development that are likely to come forward over the plan period. Both the current and the Revised Local Plan have a number of sites identified for development, which along with Welborne and contributions from windfall will make up the future supply for Fareham.

**2.5** Over half of the housing supply has already been granted consent, has a resolution to grant or consent is being determined. Therefore, whilst it is important that this report demonstrates impact of proposed policies and helps the council inform a review of its CIL rates, it is clear that this is only going to be significantly impacting on under half of the identified supply (circa 4,500 dwellings).

**2.6** In terms of the size of site, outside of Welborne, the sites sizes range from smallest at Beacon Bottom East (5 units) and largest proposed allocation at Downend Road (550 units). The proposed typologies will need to cover that range.

## Chapter 3 Approach to testing and typologies

### Uses included in the testing

**3.1** The uses tested are listed below and focus on developer-led forms of development rather than publicly led uses such as new infrastructure facilities or development types that are not common:

- Residential
  - residential for sale and rent
  - older person homes
- Non-residential
  - offices
  - industrial/warehouse
  - retail
  - hotel

### Typology selection

**3.2** The study uses a typology approach for the testing undertaken. The typologies selected for testing were identified in discussion with Fareham Borough Council and at the development industry workshop. They are not intended to represent specific development proposals but to reflect typical forms of development that are likely to come forward over the plan period. The typologies are the same as those tested through the Revised Local Plan as they best represent future development types. However, during the Revised Local Plan Examination the Inspector indicated that further testing of town centre sites may be useful to inform future work and therefore two additional typologies have been included.

**3.3** The typologies are organised in the three broad groups of development types - residential, specialist homes and non-residential.

### *Welborne*

**3.4** Please note that this report does not reconsider Welborne Garden Community as that was subject to a partial CIL review in 2021 and approved. The accepted rate of £0/sq m for all development within Welborne Garden Village will be carried forward into the revised charging schedule when approved.

## Residential and specialist homes typologies

- 3.5** The **generic** residential typologies are set out in table 3.1. These include a set of small sites which are below the affordable homes threshold as well as some medium, large sites and high density town centre schemes. The proportions of net developable area<sup>2</sup> reflect policy requirements as well as typical characteristics of this site type.
- 3.6** Typologies are tested on brownfield (BF) as well as greenfield (GF) sites except for flatted only schemes which are only on brownfield sites; and the larger sites (600 & 1,000 homes typology) which are tested on greenfield. On a conservative basis, the brownfield site testing does not assume any existing floorspace to be netted off against the CIL liability although it is likely that this will be the case in practice. Four typologies represent potential higher density flat only development, akin to those most likely to be found in an existing urban setting such as a town centre. Included is a specific build to rent (BtR) typology and whilst these have yet to come forward in Fareham the market is shifting outwards from the larger metropolitan areas to well-connected towns and cities. Therefore there is potential for this form of development in the future. It is not anticipated by the Council that flatted developments will exceed five storeys (which has a bearing on the build costs used in the viability testing).
- 3.7** **Older persons homes**, especially in relation to CIL, need to have a clear set of definitions. It is important to note that CIL regulations and guidance are concerned with 'use' in its normal meaning and not 'use class' as is sometimes wrongly considered. However, in testing viability it is noted that whilst CIL is not bound by use class, other policy wording e.g. affordable housing does describe requirements with 'use class' definitions.
- 3.8** There are a number of different types of older person homes. These are helpfully set out by the older person industry through the Retirement Housing Group:
- Retirement housing - This is often known as "Sheltered Housing" or "Retirement Living". Retirement Housing usually provides some facilities not found in completely independent accommodation. These can include a secure main entrance, residents' lounge, access to an emergency alarm service, a guest room. Extra facilities and services are paid for through a service charge on top of the purchase price or rent. To move into retirement housing residents are assumed to be independent enough not to need care staff permanently on site.
  - Supported Housing - This is often known as "Extra Care Housing" or "Assisted Living". Everyday care and support will be available. Facilities will include those available in retirement housing plus others (such as a restaurant, communal lounges, social space and

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<sup>2</sup> Net developable area is defined as the land within a site that is available for development. The gross site area will also include land for uses such as open space and parks, schools, major distributor roads.

leisure activities, staff on site 24 hours a day). Service charges are likely to be higher than in retirement housing but this reflects the more extensive range of facilities.

- Care Homes - This includes what have traditionally been described as residential care homes or nursing homes and is where integral 24-hour personal care and/or nursing care are provided together with all meals. A care home is a residential setting where a number of older people live, usually in single rooms and people occupy under a licence arrangement.

**3.9** In some circumstances various combinations of the different older persons housing categories are combined within retirement villages. Retirement villages can include age-restricted market homes, sheltered/extra care and care home accommodation, as well as a range of communal facilities. Whilst we indicate what a Village might comprise of, it is difficult to develop a typical scheme and the variance could be considerable. Therefore, in terms of potential affordable homes and CIL charging we consider that the main separate uses within a Village have been tested and in terms of CIL, these would each be charged at the prevailing rate for that use e.g. general homes or supported homes.

**3.10** For this study, we have tested a Retirement Housing scheme, a Supported (Extra Care) Homes scheme and a Care Home scheme. Retirement and Supported Homes have both been tested without affordable homes provision as per the explanatory text associated with the affordable housing policy of the Revised Local Plan (as submitted).

**3.11** The general homes typologies are labelled Res1 through to Res14. The older persons typologies are labelled OP1 through to OP5.

**Table 3.1 Residential typologies**

Typology	Description	Homes	Density (dwellings/per hectare)	Net site (hectare) <sup>3</sup>	Gross site (hectare)
	GF greenfield BF brownfield				
R1	GF small house scheme	3	38	0.08	0.08
R2	BF small house scheme	3	40	0.08	0.08
R3	GF small house scheme	8	36	0.23	0.23
R4	BF small house scheme	8	40	0.20	0.20
R5	GF medium mixed scheme	15	38	0.40	0.40

<sup>3</sup> Net and gross figures are based on density of development and adjusted according to site type and size, based on the general principle that as the development gets larger the net to gross decreases to take into account non-residential space required for creating sustainable places, such as open space or education. The adjustment is based on experience and reviewing of submitted applications.

Typology	Description <i>GF greenfield</i> <i>BF brownfield</i>	Homes	Density (dwellings/per hectare)	Net site (hectare) <sup>3</sup>	Gross site (hectare)
R6	BF medium mixed scheme	15	38	0.40	0.40
R7	BF medium mixed scheme	30	80	0.38	0.38
R8	GF medium mixed scheme	50	36	1.39	1.90
R9	BF medium mixed scheme	50	38	1.32	1.80
R10a	BF town centre flat scheme	80	80	1.00	1.42
R10b	BF town centre flat scheme	40	200	0.2	0.2
R10c	BF town centre flat scheme	20	200	0.1	0.1
R10d	BF town centre BtR scheme	150	300	0.5	0.5
R11	GF large mixed scheme	120	36	3.3	4.8
R12	BF large mixed scheme	120	50	2.4	3.5
R13	GF large mixed scheme	600	40	14.99	25.00
R14	GF large mixed scheme	1000	35	28.77	50.00

Table 3.2 Older persons homes typologies

Typology	Description	Homes	Density (dwellings/per hectare)	Net site (hectare)	Gross site (hectare)
OP1	GF scheme – Retirement (sheltered) homes	60	120	0.50	0.50
OP2	BF scheme – Retirement (sheltered) homes	60	120	0.50	0.50
OP3	GF scheme – Supported (extra care) homes	50	100	0.50	0.50
OP4	BF scheme – Supported (extra care) homes	50	100	0.50	0.50
OP5	Carehome	60 bed	-	3,000sq m	0.38

## Affordable homes requirements

**3.12** The percentages and tenures of affordable homes used in the testing are based on discussions with the council and reflect the targets in the Revised Local Plan. Affordable housing is not sought from sites under 10 dwellings (or from older person housing), therefore inclusion of affordable housing will only be undertaken for general housing typologies with dwellings of 10 and over. The percentage is as follows:

- Greenfield sites at 40% affordable housing
- Brownfield sites outside Fareham town centre at 35% affordable housing
- Brownfield sites within the town centre (see map in Appendix C for the boundary) at 20% affordable housing

**3.13** Sites with affordable housing are tested with a tenure mix of 10% social rent, 55% affordable rent and 35% shared ownership. It is understood from the council that both the percentage and tenure requirements are normally met, with only limited occasions where these have been altered. Affordable housing in the build to rent typology is discount market rent.

**3.14** The base testing assumes the 35% affordable homeownership is a shared ownership tenure as preferred by the council. However, the government has published a Ministerial Statement and changes to PPG to encourage the introduction of a new tenure of affordable home ownership, known as First Homes. The statement and guidance suggest the councils should allow 25% of all affordable homes as the new First Homes tenure. Whilst the guidance does provide some broad parameters around First Homes, there is a lack of detail as to how it should be considered in terms of viability testing and as it is a new tenure there are limited examples of how it will operate in practice to help inform any assumptions. Whilst the PPG suggests that when including First Homes development '*should seek to capture the same amount of value as would be captured under the local authority's up-to-date published policy*' again, it is not clear how this applies in practice.

**3.15** At the time of writing the council is not actively seeking a First Homes tenure as it was subject to transitional arrangements regarding the local plan process. Therefore, for this stage in developing potential CIL rates, given the uncertainty as to whether the council will support this tenure it has not been included within the base testing. However, the affordable housing policy requirements do not preclude First Homes coming forward and a sensitivity test has been undertaken to illustrate the impact of First Homes. Whilst this will not be used as the basis for any rates it will provide a sense check should this form of development come forward. Experience elsewhere suggests that in terms of viability the differences with shared ownership overall are marginal in most circumstances. Build to rent follows national guidance in respect to affordable housing provision.

## Non-residential typologies

- 3.16** As with the residential and older person homes typologies the testing has been conducted on a hypothetical typical site basis. This is because it is impossible for this study to consider viability on a site-specific basis at this stage, given that there will be insufficient data on site-specific costs and values. Site-specific testing would also be considering detail on purely speculative/assumed scenarios, producing results that would be of little use for a study for strategic consideration.
- 3.17 Retail typologies** include convenience and comparison, in and out of town centre locations. Fareham is the highest order centre in the borough, with further centres at Locks Heath, Portchester and Stubbington<sup>4</sup>. The Revised Local Plan (as submitted) Table 7.2 allows for 2,200 sq m (net) of additional convenience retail floorspace and 2,400 sq m (net) of additional food and beverage floorspace in the borough over the Plan period (no requirement for comparison floorspace is identified). Data on town centre retail values has been taken from transactions in locations across the borough, while out of centre retail data has looked more widely on a regional basis to base estimates on sufficient transactions.
- 3.18** In the past leases to the main supermarket operators have commanded a premium with investment institutions. Although there are some small regional variations on values, they are reasonably standard across the country with investors focusing primarily on the strength of the operator covenant and security of income. As a result, it is reasonable to use a broad geographical evidence base across the South of England for convenience retail.
- 3.19** There has been a structural change in convenience retailing in recent years with an end to the expansion of the largest format convenience retailing and more emphasis on smaller supermarket formats (as used by both discount and premium convenience operators) and greater provision of small format stores, often within the Sunday trading threshold (280 sq m display floor area), utilising existing floorspace. These changes reflect the alterations in shopping habits. This trend appears to be continuing even with the recent general downturn in retail due to the pandemic and the typologies chosen reflect these changes.
- 3.20** There is **employment activity** and planned growth across the borough. We have therefore tested office, industrial and warehouse uses in edge of settlement/transport nodes as well as office development in more traditional centres. Whilst potentially office development could be in both in and out of centre, it is anticipated that industrial uses and warehouses will be located only at out of centre locations.

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<sup>4</sup> Maps of the town centre boundaries are on the council's local plan web pages - [http://planningpdf.fareham.gov.uk/PDF/planning/local\\_plan/CD002\\_Revised\\_Policies\\_Map.pdf](http://planningpdf.fareham.gov.uk/PDF/planning/local_plan/CD002_Revised_Policies_Map.pdf)



- 3.21** Nationally, there has been significant growth in the provision of **budget hotels**,<sup>5</sup> with relatively few full-service hotels outside the major conurbations. The most likely new-build hotel development in Fareham is a budget hotel<sup>6</sup> and the testing has used a budget hotel development of 70 rooms over three storeys, this is most likely at transport nodes or near business activity in an out of centre location.
- 3.22** It is important to note that whilst it is likely a range of non-residential uses (e.g. offices, industrial, retail and leisure) will come forward over the lifetime of the plan, experience elsewhere and the review of proposed local plan policies suggests that these will account for a very limited proportion of development and are affected more by market forces than policy requirements. Therefore, whilst it is important to consider the results in terms of any potential CIL it is unlikely that plan policies will have any significant impact.
- 3.23** The following table sets out the non-residential typologies used for testing including the assumed net developable site area for each development type and the amount of floorspace it will accommodate. Non-residential typologies are labelled NR1 through to NR9.

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<sup>5</sup> The British Hospitality Association Trends and Developments Report 2012 indicates that budget hotels are defined as a property without an extensive food and beverage operation, with limited en-suite and in-room facilities (limited availability of such items as hair dryers, toiletries, etc.), low staffing and service levels and a price markedly below that of a full service hotel.

<sup>6</sup> <https://www.knightfrank.co.uk/blog/2018/07/12/knight-frank-launches-uk-hotel-development-opportunities-2018-report>

Table 3.3 Non-residential typologies

Typology	Use	Description	Gross floorspace (sq m)	Gross site area (hectare)
NR1	Office	Fringe and transport nodes	1,500	0.19
NR2	Office	Town centre	2,000	0.06
NR3	Small employment (industrial/warehouse)	Fringe and transport nodes	1,600	0.40
NR4	Large employment (industrial/warehouse)	Fringe and transport nodes	5,000	1.25
NR5	Retail convenience	Small local store	300	0.03
NR6	Retail convenience	Supermarket	1100	0.31
NR7	Retail comparison	Town centre	200	0.01
NR8	Retail comparison	Out of centre/retail warehouse/park	900	0.23
NR9	Hotel	Budget/business	2,800 (70 rooms)	0.23

## Chapter 4 Residential assumptions

### Home mix

**4.1** For each typology, a mix of homes was devised. These mixes were based on the housing market assessment and the viability work that support the Revised Local Plan and current applications. They were agreed with Fareham Borough Council and also presented at the development industry workshop. The mixes used for the market and affordable homes are set out in the following tables.

**Table 4.1 Market home mix**

Typology	Description <i>GF greenfield</i> <i>BF brownfield</i>	Flats	2 bed house	3 bed house	4 + bed house
R1	GF small house scheme	0%	32%	48%	20%
R2	BF small house scheme	0%	32%	48%	20%
R3	GF small house scheme	0%	32%	48%	20%
R4	BF small house scheme	0%	32%	48%	20%
R5	GF medium mixed scheme	14%	18%	48%	20%
R6	BF medium mixed scheme	14%	18%	48%	20%
R7	BF medium mixed scheme	14%	18%	48%	20%
R8	GF medium mixed scheme	14%	18%	48%	20%
R9	BF medium mixed scheme	14%	18%	48%	20%
R10a	BF town centre flat scheme	50%	20%	30%	0%
R10b	BF town centre flat scheme	80%	20%	0%	0%
R10c	BF town centre flat scheme	80%	20%	0%	0%
R10d	BF town centre BtR scheme	100%	0%	0%	0%
R11	GF large mixed scheme	14%	18%	48%	20%
R12	BF large mixed scheme	10%	35%	45%	10%
R13	GF large mixed scheme	14%	18%	48%	20%
R14	GF large mixed scheme	14%	18%	48%	20%
OP1	GF scheme – Retirement (sheltered) homes	100%	0%	0%	0%

Typology	Description <i>GF greenfield</i> <i>BF brownfield</i>	Flats	2 bed house	3 bed house	4 + bed house
OP2	BF scheme – Retirement (sheltered) homes	100%	0%	0%	0%
OP3	GF scheme – Supported (extra care) homes	100%	0%	0%	0%
OP4	BF scheme – Supported (extra care) homes	100%	0%	0%	0%
OP5	Carehome	100%	0%	0%	0%

Table 4.2 Affordable home mix

Typology	Description <i>GF greenfield</i> <i>BF brownfield</i>	Affordable - rent				Affordable – shared ownership			
		Flats	2 bed house	3 bed house	4 + bed house	Flats	2 bed house	3 bed house	4 + bed house
R5	GF medium mixed scheme	35%	40%	20%	5%	20%	50%	30%	0%
R6	BF medium mixed scheme	35%	40%	20%	5%	20%	50%	30%	0%
R7	BF medium mixed scheme	35%	40%	20%	5%	20%	50%	30%	0%
R8	GF medium mixed scheme	35%	40%	20%	5%	20%	50%	30%	0%
R9	BF medium mixed scheme	35%	40%	20%	5%	20%	50%	30%	0%
R10a	BF town centre scheme	35%	45%	20%	0%	20%	50%	30%	0%
R10b	BF town centre scheme	100%	0%	0%	0%	100%	0%	0%	0%
R10c	BF town centre scheme	100%	0%	0%	0%	100%	0%	0%	0%
R10d	BF town centre BtR scheme	100%	0%	0%	0%	0%	0%	0%	0%
R11	GF large mixed scheme	14%	18%	48%	20%	20%	50%	30%	0%
R12	BF large mixed scheme	10%	35%	45%	10%	20%	50%	30%	0%
R13	GF large mixed scheme	35%	40%	20%	5%	20%	50%	30%	0%
R14	GF large mixed scheme	35%	40%	20%	5%	20%	50%	30%	0%

## Home sizes

- 4.2** Home sizes are based on meeting the nationally described space standards, averages derived from past transactions (taken from Land Registry and Energy Performance Certificates or EPC records) and the previous viability work. These were discussed and agreed with the council and at the development industry workshop in addition to follow up consultation with registered providers.
- 4.3** The size of home affects both their market value (as sale values were assessed on a per sq m basis) and their development costs. Construction costs for flats will include non-saleable circulation and common areas, and for schemes with 3 plus storeys flats, an allowance of 15% on top of the flats 'saleable floor' area in table 5.3 is added for circulation and common areas. For schemes where flats are 1 -2 storeys the allowance is 10%.
- 4.4** An allowance of 25% floor area is added to sheltered homes, and 35% for extra care homes to allow for circulation, common and service areas.
- 4.5** For the build to rent testing it is assumed 100% flats with unit sizes (net and gross) the same as the standard market for sale unit sizes set out in Table 4.3. An additional allowance of 3 sq m per unit for communal space (communal kitchen, lounge, workspace, gym etc) is added to the gross area.

**Table 4.3 Market and affordable home sizes**

Home type	Market size sq m (net)	Affordable size sq m (net)
1/2 bed flat	-	55.5 sq m
2 bed flat	61 sq m	61 sq m
2 bed house	70 sq m	70 sq m
3 bed house	97.5 sq m	84 sq m
4 bed house	124 sq m	106 sq m
1 bed Sheltered/Extra Care	50 sq m / 65 sq m	-
2 bed Sheltered/Extra Care	75 sq m / 80 sq m	-
Carehome	60 bed (3,000sqm)	

Source: Land Registry/EPC, LCC, NDSS

## Values – standard residential market

- 4.6** The set of the market values in Fareham was derived from an analysis of new build Land Registry data for past five years. The Land Registry data was matched to Energy Performance Certificates to enable a value per sq m to be generated for the different house types. This is then grossed up by the home sizes to provide an approximate home value. Sales values are indexed to align with the base date of the build cost information, so cost and values have the same base date. The detailed transactions are set out in Appendix D.

Table 4.4 Standard market values comparison<sup>7</sup>

Transaction type	Flats	Houses
New build transactions £/sq m (£ unit value)	£4,140/sq m (£253,000)	£4,614/sq m (2 bed £300,000, 3 bed £418,000, 4 bed £531,000)

Source: Land Registry/EPC

- 4.7** The previous viability work that supported the local plan and the work preceding that informed the current CIL rates (outside of Welborne) both used one value area for residential sales. This approach is continued as no compelling evidence has arisen to suggest a change. It is accepted that there will always be localised variances on any single scheme but in the interest of meeting PPG guidance and practice amongst existing charging authorities whereby a simple charging schedule is encouraged, it is proposed to continue to use just one value area.
- 4.8** To 'sense' check these values, advertising prices shown on Right Move (summer 2022) for properties in Fareham borough were reviewed. At the time only a limited number of new build properties were being advertised, however these show 4 bed properties ranging from £500,000 - £800,000, 3 bed properties at £420,000 - £620,000 and 2 bed houses at around £370,000.

Table 4.5 Advertised market values by home types

Scheme	Home type	Price advertised
The Avenue	4 bed – detached	£800,000
Friary Meadow	3 bed – detached	£620,000
Wykeham Vale	4 bed – semi detached	£499,995
Bishop's Gardens x5	3 bed – semi detached	£420,000 - £499,950
Earls Place	4 bed – semi detached	£499,950
Bishop's Gardens x4	2 bed – semi detached	£365,000 - £375,000

- 4.9** These advertised prices are generally within the range used in the base testing. Therefore, the assumptions around values, which are driven by an extensive evidence base are considered to be realistic.

### Values – older persons residential market

- 4.10 Sheltered and extra care** values are based on the Retirement Housing Group (RHG) guidance and consultation with providers. Selling prices for sheltered schemes are based on information from providers and cross referenced with a range of schemes that are selling at the time of reporting in 2022 and as per RHG guidance, Land Registry sales data for semi-detached properties in the Fareham area.

<sup>7</sup> Figures shown in the table are rounded

- 4.11** The providers contacted suggested values in the range of £250,000 to £275,000 for a 1 bed and £325,000 and £350,000 for a 2 bed sheltered unit in Fareham would be a reasonable expectation. Rightmove and older person provider websites suggest there are only a limited number of schemes active in the local area and surrounding areas of Southampton and Waterlooville. The values of these varied between type of provision of homes from around £220,000 - £500,000. The price history for these new properties showed a varied picture with some units changing by around £50,000 (up and down) over a 12 month period.
- 4.12** As a check, this average price has been cross referenced to second-hand semi-detached properties, which have an average sold price of c.£365,000. RHG guidance suggests that the selling price of a 2-bed sheltered flat is the same as an existing stock 3-bed semi, with the value of a 1 bed sheltered flat set at 75% of an existing stock 3-bed semi. For extra care schemes, selling prices are 125% of the selling prices for sheltered homes.
- 4.13** Therefore, due to price fluctuations in this area shown on advertised prices on Rightmove, uncertainty as to the size and type of these units and that most of the schemes are outside the immediate Fareham area, it is considered that the figures suggested by the providers should be used within this assessment for sheltered housing and that the RHG approach in terms of an uplift on these figures should be used to generate the extra care values. The values to be used are shown in Table 4.6.

**Table 4.6 Older person market values**

Type	1 bed flat (£)	2 bed flat (£)
Sheltered	£250,000	£325,000
Extra care	£312,000	£406,250

Source: Consultation with providers/RG Guidance

- 4.14 Care homes** are assumed to have a capital value of £75,000 per bedroom based on a review of data from EGi, trade press and market commentary. We have tested a care home of 60 beds with a floorspace of 3,000 sq m.

## Values - build to rent market

**4.15** Build to rent was not considered in previous viability assessment that supported the Revised Local Plan (as submitted). However, work was undertaken in support of the local plan examination that explored delivery opportunities for the town centre allocation BL1. Values have been drawn from that work (Appendix D, page 13)<sup>8</sup>. This considered that new apartments will often achieve a rental premium over poorer grade flats. A review of newer and higher quality apartments that are currently for rent within a 5-mile radius of Fareham town centre (25 units) show average monthly rents as follows:

- 1 bed: £900 per month
- 2 bed: £1,185 per month
- 3 bed: £1,460 per month

**4.16** A blended rate of £1,230 taken from rates these has been used within the testing, resulting in a capitalised value of £230,000<sup>9</sup>.

## Values - Affordable homes

**4.17** For the previous viability study that informed the Revised Local Plan (as submitted), discussion with the council's housing team, a review of schemes and a survey of local Registered Providers identified a range of transfer values for affordable homes as a percentage of full market value (i.e. an estimate of how much the RPs may pay for the affordable units). These transfer values are used for this assessment.

**4.18** In terms of **shared ownership**, the transfer values agreed were 70% of market value. For rented the **affordable rent** is at 57.5% of market value and for **social rent** it is 42.5% of market value.

**Table 4.7 Affordable homes values<sup>10</sup>**

Home type	Affordable rent	Social rent	Shared ownership
1/2 bed flat	£132,000 per unit	£98,000 per unit	£176,000 per unit
2 bed house	£172,000 per unit	£127,000 per unit	£210,000 per unit
3 bed house	£207,000 per unit	£153,000 per unit	£252,000 per unit
4 bed house	£261,000 per unit	£193,000 per unit	£318,000 per unit

<sup>8</sup> [http://planningpdf.fareham.gov.uk/PDF/planning/local\\_plan/Examination/FBC042BL1PositionStatementMainReportAppendices.pdf](http://planningpdf.fareham.gov.uk/PDF/planning/local_plan/Examination/FBC042BL1PositionStatementMainReportAppendices.pdf)

<sup>9</sup> The capitalised value assumes a discount of 26% of annual rent to account for maintenance, sinking funds and voids and a capitalisation of 4.75% based on the newness of the market in this location (mature markets are likely to be around 3% to 4%).

<sup>10</sup> Figures shown in the table are rounded



**4.19** For build to rent typologies, the affordable housing will be in the form of discount market rent at a discount of 20% on 20% of the units as per national guidance<sup>11</sup>. No affordable housing is included for older person housing.

## Development costs

### Build costs

**4.20** Build costs can vary due to location, development type, proposed tenure type, proposed tenure mix, storey height, and building use. The Build Cost Information Service (BCIS) provides benchmarking information for build costs, adjusted for the location. Residential build costs are based on actual tender prices for new builds over a 5-year period and the tender price data is rebased to Q2 2022 (in line with values) and Fareham prices using BCIS defined adjustments, to give the build costs for different types of schemes.

**4.21** We understand from various consultants that volume and regional house builders can comfortably operate within the BCIS lower quartile cost figures, especially given that they are likely to achieve significant economies of scale in the purchase of materials and the use of labour. Many smaller and medium sized developers of houses are usually unable to attain the same economies, so their construction costs may be higher although this will vary between housebuilders and sites. We have worked with BCIS to identify how costs change according to the size of the development. We have used this analysis by BCIS to inform our approach to testing in Fareham. The variable build costs by site size is applied to houses only, as flat build costs do not show the same pattern - instead flat build costs vary by height. In addition to the home build costs, allowances are made of 10-15% on build costs for external works and contingency. For smaller schemes, the higher build costs are combined with higher allowances for external works and contingency, while for larger sites we use lower home costs and external works allowances but with additional allowances for site infrastructure costs. For 50% of 3 beds and 100% of 4 beds, specific allowances are also made for garages at £7,700 to account for a single garage. No allowances are made for garages within the flat led developments, however it is assumed 1 podium parking space per unit is provided to 50% of the units within typologies 10c and 10d at a cost of £12,700 per space. Table 4.8 illustrates the BCIS rates and shows how they are applied to the different typologies in the testing.

**Table 4.8 Residential development costs**

Type	Base build cost £/sq m	Site sizes (homes)
Estate housing mean +5%	£1,507	2-5
Estate housing mean	£1,435	6-9

<sup>11</sup> Definition of Build to Rent is within the NPPF Annex and guidance regarding affordable housing is set out in section 60 para 002 of PPG (RefID:60-002-20180913)

Type	Base build cost £/sq m	Site sizes (homes)
Estate housing mean 95%	£1,363	10-50
Estate housing mean 92%	£1,320	51-100
Estate housing mean 89%	£1,277	101-250
Estate housing lower quartile	£1,234	251+
Flats mean 1-2 storey	£1,657	All
Flats mean 3-5 storey	£1,669	All
Flats mean 6+ storey	£1,800	All
Supported housing mean	£1,870	All
Care home <sup>12</sup>	£2,099	All

Source: BCIS – see Appendix E for BCIS report

### Other residential development costs

**4.22** There is a range of other standard costs that need to be applied when undertaking the viability testing. Most of these were all tested at the development industry workshop and/or through the examination process for the Revised Local Plan (as submitted) and are based on PPG, experience of other high level plan making viability testing, local information from Fareham, including site specific discussions. Thus, they are a standard set of assumptions that should not be controversial or subject to any significant challenge given they are based on accepted and examined practice, both local and national. Further information providing background to some of the costs is set out in the following table. Please note R20 Carehomes uses cost assumptions set out in non-residential testing.

**Table 4.9 Other residential development costs**

Type	Cost	Metric
<b>Site costs</b>		
Plot costs/external works and contingency	1 – 9 homes 15% 10 plus units 10%	build cost
Site development costs (land preparation, site infrastructure)	1 – 9 homes £0 10 – 100 homes £5,000 101 – 499 homes £10,000 500 plus homes £25,000	per home unit
Garages and podium parking	£7,700 per garage £12,700 per podium space	see para 4.22
<b>Fees and finance costs</b>		
Professional fees	1 – 9 units – 10% 10 – 100 units – 8%	of build costs including plot costs/contingency

<sup>12</sup> Please note that for care homes, in common with the non-residential testing, the 15 year default period is used from BCIS due to the limited number of tenders within the 5yr period.

Type	Cost	Metric
	101 plus units – 6%	
Finance	6%	of total development costs including land purchase
Marketing/legal/sales fees	3% 6%	of market GDV of older persons GDV
Affordable home legal fee	£500	per affordable unit
Developer return	17.5% 6%	market GDV affordable homes GDV
Agents and legal	1.75%	land cost (BLV)
Stamp duty	prevailing rate	land cost (BLV)
<b>Policy and mitigation costs</b>		
Biodiversity net gain	£948 £207	per home (greenfield) per home (brownfield)
EV charging points Part S	£865	per charger/unit
Accessibility M4 (Cat2)	£1,400	1 – 100 units - all 101+ units – 98% market 101+units – 95% affordable
Accessibility M4 (Cat3 accessible)	£16,984 - £42,116 £22,261 - £56,354	2% market – variable according to size 5% affordable – variable according to size
Custom & selfbuild		10% of units on sites of 40 homes plus (not flats)
Solent mitigation	£390 - £864	per home - variable according to size
Nitrate neutrality	£2,750	per home
S106 allowance (education, transport etc)	£5,500	per home (typologies 10 units plus)
S106 allowance (open space inc management & maintenance))	£2,700 - £3,200	per home for all typologies (varies according to site type)
Building standards Part L	£45 £35	£/sq m gross houses £/sq m gross flats

## National and local policy requirements

- 4.23 Biodiversity net gain** - The allowance for biodiversity gain is drawn from the government's impact assessment<sup>13</sup> which was published with the consultation on the amendments to the Environment Act. A cross typology allowance, split by greenfield and brownfield is used. However, it should be noted that, as biodiversity net gain is site specific depending on both the existing site characteristic and the ability of development form to both mitigate and provide additional gain, it is difficult to gauge a suitable allowance for meeting the requirements. It is also of note that the NHBC with the RSPB have recently issued guidance on how to achieve net gain within new development. At the launch of the guidance both the authors and one of the major housebuilders (Barratt Homes) emphasised that incorporating measures for biodiversity net gain during the design phase meant additional costs were minimal. This suggests that, whilst an allowance is included, the actual cost could be much lower and therefore the testing allowances are a conservative estimate. Please see table 6.3 for OP5 Carehome.
- 4.24 Part S EV charging** - An allowance for 'fast charge' electric vehicle charging points is made for all dwellings at a ratio of 1 per dwelling. On this basis the total allowance on a site basis is considered sufficient to meet need and more than meets both national and local policy. It is recognised that there is also a desire for rapid chargers, however these are generally operated (and brought forward) on a commercial basis and therefore have not been included within the costs. The EV charger costs are based upon the impact assessment produced by the government<sup>14</sup>.
- 4.25** In respect of EV charging there have been comments in the past in terms of the wider electricity network and its capacity for accommodating a high number of chargers and whether development will have to also contribute to those costs. However, it is understood that in general, planned development and any required upgrades or new provision should already be a consideration in terms of the DNOs and their statutory responsibilities. Ofgem's 2022 Significant Code Review also makes it clear that Distribution Network Operators will have to bear a greater proportion of the costs of network reinforcement<sup>15</sup>, rather than those connecting to the network. Where development does have to contribute, these will be site specific matters and not possible to quantify in terms of strategic generic site testing and as an abnormal cost should come off land value, rather than a direct impact on viability in terms of meeting policy requirements. Furthermore, the government in its EV smart charging consultation indicated that a new generation of 'smart' charging points could assist with demand and help reduce the need for grid reinforcement. Please see table 6.3 for OP5 Carehome allowance.

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<sup>13</sup> MHCLG, 2019, Biodiversity net gain and local nature recovery strategies impact assessment

<sup>14</sup> DfT/MHCLG, 2021, Residential charging infrastructure provision impact assessment

<sup>15</sup> Ofgem, 2022, The Access and Forward-Looking Charges Significant Code Review

- 4.26 Part M Accessibility** - The accessibility costs are based on the 2020 consultation report<sup>16</sup> for M4(Cat2) and the 2014 impact assessment<sup>17</sup> (with an allowance for inflation) for M4(Cat3b) produced by the government. Whilst the Fareham plan policy only requires 15% of all new homes to meet the M4 (Cat2) standards, an allowance is made for all dwellings as either M4 (Cat2) or M4 (Cat3b), as the government have signalled a change that it (M4Cat2) will apply to all dwellings. The Fareham policy also requires 2% of market units and 5% of affordable units to be M4(Cat3) accessible standard. These costs are a significant allowance and considered a conservative approach as it is likely that M4 (Cat2) in particular are already starting to filter through general build costs prepared by BCIS. It should also be noted that the M4(Cat3b) allowance used is at the highest end of what can be reasonable expected – it is likely that when M4(Cat3b) applies developers will seek to include in the most efficient way, which will be ground floor units, where costs are significantly reduced as the need for lift access will not be required.
- 4.27 Custom and selfbuild (CSB)** – included in all typologies with 40 or more mixed homes (thus excluding schemes comprising 100% flats). 10% of the total homes for each typology is assumed to be 50% 3 bed and 50% 4 bed CSB homes. The CSB homes used build and external works costs associated with a 2-5 home scheme, with selling prices assuming a 10% premium over a standard market 4 bed detached house.
- 4.28 Habitat mitigation** – the Council have a mitigation strategy for the Solent<sup>18</sup> and the costs associated with the mitigation that are sought from development are included within the assessment, with variable costs apply for different sizes of property – 1 bed £390/dwelling, 2 bed £563/dwelling, 3 bed £735/dwelling & 4 bed £864/dwelling
- 4.29** It is noted that there is also an interim solution<sup>19</sup> to address the potential for adverse effects on the New Forest protected sites that has arisen due to Natural England requirements for habitat assessments from all development across Fareham, despite not all of Fareham being within the tested zone of influence. The interim measure is set at a £247/dwelling (April 2021). This is a short-term measure set only to apply until March 2025 and will therefore only be in place for just over a year with any revised CIL rate. Therefore given the potential to challenge the requirements and the medium to long term uncertainty it is not considered necessary to include within the base viability assessment but has been addressed within the sensitivity testing (see Sensitivity test 4 for further details).

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<sup>16</sup> MDCG, 2020, Raising accessibility standards for new homes

<sup>17</sup> DCLG 2015 Housing Standards Review pg. 38

<sup>18</sup> <https://modern.gov.fareham.gov.uk/documents/s20247/Appendix%20A%20-%20Solent%20Recreation%20Mitigation%20Strategy.pdf>

<sup>19</sup> <https://modern.gov.fareham.gov.uk/documents/s29833/Implications%20of%20Natural%20England%20advice%20on%20New%20Forest%20Recreational%20Disturbance.pdf>

**4.30 Nitrate neutrality** - Natural England have produced a methodology to enable an assessment of nitrate neutrality for new development. Where developers are not able to demonstrate that their proposals maintain or reduce the levels of nitrates leaving their site, mitigation measures will be required. For the purposes of assessing viability on a strategic basis, using a set of generic case studies it is not possible to identify site specific requirements relating to nitrate neutrality. Therefore, to make an allowance within the viability assessment it is assumed that mitigation is required. On the basis of recent schemes before the council, the mitigation cost including administration fees varies on a per dwelling basis when mitigation is required according to individual site circumstances and location. A figure of £2,750 per unit was agreed at the revised local plan examination<sup>20</sup> as a reasonable estimate and therefore this figure is carried forward into this testing. It is noted that since the examination further costs have come forward, however there has also been a proposed change<sup>21</sup> in approach to funding any necessary mitigation, whereby it will become the water companies' responsibility to upgrade wastewater treatment works by 2030 in 'nutrient neutrality' areas to the highest achievable technological levels, reducing mitigation burdens placed on development<sup>22</sup>. As the cost used in the testing are 'lifetime' costs for all the mitigation and it is also of note that not all sites will require additional mitigation measures it is considered that inclusion of the allowance is a conservative estimate of likely cost for development over the plan period. For OP5 Carehomes allowance please see table 6.3 reference to NR9.

**4.31 Part L Building standards** - the government have now introduced new Part L building regulations that need to be applied from June 2022. In time these new standards will be within the base build costs that are taken from BCIS. The BCIS figures will be monitored but, in the meantime, it is appropriate to include an additional allowance to take into account these new costs. The costs set out in the table above are split by houses and flats and are based on the latest government impact assessment<sup>23</sup> which was prepared prior to the introduction of the new regulations.

**4.32 Other non-affordable homes s106 requirements** - The level of s106 allowed for in the viability testing is based on a review of s106 agreements provided by the council at the time of the previous viability work that informed the Revised Local Plan (as submitted). The total s106 allowances ranges from £8,200 to £8,700, with older person typologies at the lower end of the range and general housing led sites at the other end of the range. The broad split between different requirements is as follows:

- £3,500 towards education requirements

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<sup>20</sup> See [http://planningpdf.fareham.gov.uk/PDF/planning/local\\_plan/Examination/FBCreply-re-WMSon-nutrients\\_Redacted.pdf](http://planningpdf.fareham.gov.uk/PDF/planning/local_plan/Examination/FBCreply-re-WMSon-nutrients_Redacted.pdf)

<sup>21</sup> <https://www.gov.uk/government/news/government-sets-out-plan-to-reduce-water-pollution>

<sup>22</sup> Written Ministerial Statement 21<sup>st</sup> July 2022 and the Environmental Improvement Plan (EIP) 2023 for England

<sup>23</sup> DHLUC 2021 Changes to the energy efficiency requirements of the Building Regulations for domestic buildings Final Stage Impact Assessment

- £2,000 towards transport related requirements
- £2,700 towards open space, including management and maintenance – older persons typologies
- £2,800 towards open space, including management and maintenance – flat led typologies
- £3,200 towards open space including management and maintenance – house led typologies

**4.33** There is a slight difference to the open space requirement following a refining of the costs using the councils planning obligations SPD regarding management and maintenance<sup>24</sup> – previously a blended rate was used but this has now been adjusted to take account of the requirements arising from different types of development.

**4.34** It should be noted that the current Fareham CIL rate for residential development outside of Welborne (c£156/sq m) has not been included within this testing. This is to allow the Council a fresh look and to clearly review the total headroom and potential for CIL without having to undertake a secondary calculation to net off existing £/sq m CIL rate.

#### ***Sales and build cashflow***

**4.35** The sales and the cashflow is the same as previously tested in support of the Revised Local Plan (as submitted). There were no challenges to this during the examination, so it is continued into this assessment. It is assumed that for all the typologies tested that land is purchased in the first year.

**4.36** It is assumed that there is a 5 – 12 month delay from start of construction on sales on all sites, with an average sales rate of:

- 25 dwelling per annum on small sites
- 35 dwellings per annum on site of 10 -100 units
- 50 dwellings per annum for sites of 101 – 250 units
- 100 dwellings per annum for sites of 251 – 500 units (assumes 2 housebuilder flags)
- 150 dwellings per annum for sites of 501 plus units (assumes 3 housebuilder flags)

**4.37** It is assumed that build costs are in line with house sales minus 6 months and that site costs, including site infrastructure and preparation are incurred at 25% upfront and the remainder spread in line with sales period. Policy and mitigation costs will be spread evenly in line with build costs.

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<sup>24</sup> [http://planningpdf.fareham.gov.uk/PDF/planning/local\\_plan/PlanningObligationsSPD.pdf](http://planningpdf.fareham.gov.uk/PDF/planning/local_plan/PlanningObligationsSPD.pdf)

**4.38** Sales periods are typically longer for retirement housing than for general needs housing. In line with the RHG guidance we have assumed that 40% of units are sold at the end of the first year of sales, 30% during the second year of sales and 30% during the third year; with an 18 month build period before sales commence. The care home typology is assumed to have a 12-month build.

## Benchmark land values

**4.39** The benchmark land values are the same as previously tested in support of the Revised Local Plan (as submitted). There were no challenges to this during the examination, so it is continued into this assessment. For ease the following section and that of Appendix F, taken from the viability report supporting the Revised Local Plan (as submitted), is repeated within this report.

**4.40** Benchmark land values (BLV) have been developed in accordance with the guidance discussed in the introductory sections and set out in Appendix A. Previous viability work (done by DSP) in Fareham included a discussion around a wide range of potential BLV including

- 10 to 20 times agricultural land value for bulk greenfield sites (as per the former HCA guidelines)
- Reference to the previous CIL study that a figure of £1.4m per hectare was reasonable, based on data for brownfield sites
- Experience of typical minimum option agreement values of £250,000 per hectare (£100,000 per acre) on larger greenfield sites

**4.41** The viability study for the recently permitted Welborne Garden Village scheme also considers land value, largely referring to previous viability study and experiences elsewhere in Hampshire. The agreed figure for use as a benchmark to test viability was just over £270,000 per hectare. However, the characteristics of this site and the delivery mechanism are very different to the generic testing within this study (further explanation is within the separate section on Welborne).

**4.42** Land values were discussed at the June 2019 developer workshop. The residential land values discussed were as follows:

- Greenfield sites – £250,000 - £375,000 per gross hectare
- Land in commercial use - £1.25m per gross hectare
- Land in residential use - £2.5m per gross hectare

**4.43** The workshop discussion considered these values and suggestion that the values attributed to sites in existing residential use maybe a bit high but the greenfield figures were a bit low, however, no alternative figures or evidence were provided.



- 4.44** In addition to analysing previously accepted figures for BLV a review has been undertaken of market land transactions in Fareham. See Appendix F for details. The land sales cover a broad spread of values, with the values per hectare both above and below the benchmarks discussed in the workshop. Included within this are examples of agricultural land trading at around £20,000 per hectare, which is consistent with previous studies. A review was also undertaken of land titles for development sites (also in Appendix F), and this also provided examples of values per hectare. The land titles evidence suggested that it is not uncommon for land to be worth less than the benchmarks discussed at the workshop, with most of the values/transactions above agricultural values of £20,000 per hectare but less than the benchmarks.
- 4.45** The MHCLG land value for policy guidance suggests that industrial land in the Solent area may be worth in the region of £1.25m - £1.45m per hectare, for serviced and consented unconstrained industrial/warehouse sites that are in a typical out of centre/major transport hub location and £0.865 - £1.68 per hectare in a central business area, with nearby uses likely to include later, modern residential developments. It is likely that industrial land in the less well-connected or sought-after locations in Fareham will be worth significantly less. Details are within Appendix F.
- 4.46** Drawing together this information it is reasonable to assume that a suitable benchmark for large greenfield sites should be £250,000 per hectare, reflecting an existing use of £20,000 per hectare with an uplift of 12.5 times, which is within the range suggested by HCA guidance and is equivalent to the minimum option values suggested in previous viability assessments. Experience elsewhere and general practice suggests that as site size decreases, the land values on a per hectare basis will be higher, therefore a higher premium is attached to smaller (less than 1 hectare) greenfield benchmark land values.
- 4.47** In terms of brownfield sites, the benchmark land value will vary according to existing land use and the size. It was suggested at the workshop that the small brownfield sites should not have such a high value attached to them and whilst an alternative was not suggested, it is proposed to reduce them slightly down to £2.25m per hectare. The larger brownfield sites should reflect an uplift on low value commercial uses, however data on transactions for such uses is limited. If the lower MHCLG figure for the central business district and out of centre figures are used, with a 25% premium, then the resulting benchmark land value would be £1.32m per hectare, similar to the £1.25m per hectare proposed at the workshop and used in the previous study. Therefore, for the purposes of this strategic plan wide testing the assessment is based on the current CIL evidence base BLV of £1.25m. However, it is understood that some of site supply may come from town centre sites, which could potentially have higher existing land values, therefore it is proposed that on those sites a higher brownfield BLV of £2.0m per hectare is included.

**4.48** In terms of older persons housing the residential benchmark for brownfield sites is used as a basis for the BLV, however feedback from developers has suggested that older person housing providers often have to bid more for land over residential rates, therefore a premium of 20% has been added to residential BMLV to reflect the potential for a higher land value. Table 5.11 details the benchmarks used for the different residential typologies.

**Table 4.10 Benchmark land values**

Typology	Description	Land type (Greenfield/ Brownfield)	Dwellings	Benchmark land value per gross hectare
R1	Small infill greenfield	Greenfield	3	£375,000
R2	Small infill brownfield	Brownfield	3	£2,250,000
R3	Small greenfield	Greenfield	8	£375,000
R4	Small brownfield	Brownfield	8	£2,250,000
R5	Medium greenfield	Greenfield	15	£300,000
R6	Medium brownfield	Brownfield	15	£1,250,000
R7	Medium brownfield	Brownfield	30	£1,250,000
R8	Medium greenfield	Greenfield	50	£300,000
R9	Medium brownfield	Brownfield	50	£1,250,000
R10a	Town centre	Brownfield	80	£2,000,000
R10b	Town centre	Brownfield	40	£2,000,000
R10c	Town centre	Brownfield	20	£2,000,000
R10d	Town centre BtR	Brownfield	150	£2,000,000
R11	Large greenfield	Greenfield	120	£250,000
R12	Large brownfield	Brownfield	120	£1,250,000
R13	Large greenfield	Greenfield	600	£250,000
R14	Large greenfield	Greenfield	1,000	£250,000
OP1	Retirement (sheltered) homes	Greenfield	60	£360,000
OP2	Retirement (sheltered) homes	Brownfield	60	£1,500,000
OP3	Supported (extra care) homes	Greenfield	50	£360,000
OP4	Supported (extra care) homes	Brownfield	50	£1,500,000
OP5	Carehome	Greenfield	60 bed	£360,000

## Chapter 5 Residential testing and analysis

- 5.1** This chapter summarises results of the residential viability appraisals for Fareham. As noted in the testing assumptions earlier, the modelling includes the standard affordable homes, s106, as well as a base set of additional national and local policy costs. Existing CIL rates are not included. The results are presented as net residual value on a per home basis (market & affordable combined). This net residual value is the theoretical maximum 'headroom' available to support either further policy costs or CIL.
- 5.2** Each typology has been subjected to a detailed appraisal, complete with cashflow analysis. A range of different scenarios are then presented, including residential and older person homes.
- 5.3** In terms of policy costs the base scenario covers:
- accessibility costs
  - affordable homes at the appropriate rates
  - standard s106 (education, transport and open space)
  - the current CIL rates have not been included
  - provision for EV chargers.
  - provision for bio-diversity net gain
  - nitrate and habitat mitigation
  - allowances for changes to Part L
  - custom and selfbuild at 10% of homes (on sites of 40 or more homes)
- 5.4** It should be noted that habitat and nitrate mitigation may not be required on all sites as it is only required when non-nitrate neutral development is proposed within SPA zone of influence or nitrates area and therefore not all residential development (or hotels) will require mitigation. In this context the testing shows worst case scenario, so the council can consider its impact when setting CIL rates.
- 5.5** The results are summarised below, with the full residential testing results and appraisal summary sheet examples (one for each typology) in Appendix I. The results are presented as net viability 'headroom' per typology after all costs including construction and other development costs (fees, return, policy costs and land costs) have been deducted. The same figures are also presented as £/sq m 'CIL headroom' (i.e. the headroom divided by the market homes and garage floorspace. Where the headroom is positive the typology can be considered viable and therefore potential for a positive CIL charge.

## Residential testing and analysis

**5.6** Thirteen typologies at 3, 8, 15, 30, 50, 120, 600 and 1,000 dwellings for housing led schemes on both brownfield and greenfield sites have been tested. Testing of four typologies of 20, 40, 80 and 150 dwellings for flat led schemes on brownfield sites has also been undertaken. Development costs and land values have varied according to the size of the proposed development as set out in the assumptions chapter (4). Results for this testing are shown in the following table.

**Table 5.1 Residential testing**

Typology	Description <i>GF greenfield</i> <i>BF brownfield</i>	Homes	Scheme headroom (£/typology)	CIL headroom (£/sq m)
R1	GF small house scheme	3	£293,133	£959
R2	BF small house scheme	3	£142,131	£465
R3	GF small house scheme	8	£847,303	£1,039
R4	BF small house scheme	8	£471,115	£578
R5	GF medium mixed scheme	15	£1,180,871	£1,284
R6	BF medium mixed scheme	15	£848,449	£852
R7	BF medium mixed scheme	30	£2,319,574	£1,164
R8	GF medium mixed scheme	50	£3,890,162	£1,523
R9	BF medium mixed scheme	50	£2,295,493	£817
R10a	BF town centre flat scheme	80	£2,693,190	£514
R10b	BF town centre flat scheme	40	£1,003,059	£439
R10c	BF town centre flat scheme	20	£305,997	£268
R10d	BF town centre BtR scheme	150	-£2,221,487	£0
R11	GF large mixed scheme	120	£9,922,639	£1,619
R12	BF large mixed scheme	120	£6,575,732	£1,062
R13	GF large mixed scheme	600	£42,054,510	£1,372
R14	GF large mixed scheme	1000	£67,719,104	£1,326

### Commentary on testing

- The small and medium typologies (R1 – R9) are all viable with significant headroom for contributing to the levy
- The large sites (R11 – R14) are also viable can also contribute towards the levy
- Sites located within the town centre (R10a to R10d) are less viable, with BtR in particular less likely to be able to contribute to the levy.

## Older person testing and analysis

**5.7** Five typologies were tested in respect of older person homes – these include Retirement Homes (sheltered), supported homes (extra care) on greenfield and brownfield land and care homes. These reflect the types of development the council consider could come forward in Fareham borough over the plan period. All cost assumptions are as set out in the assumptions chapter (4). The results of the testing, indicating maximum viability headroom on a per square metre basis are set out below:

**Table 5.2 Older person testing**

Typology	Description	Units/bed spaces	Scheme headroom (£/typology)	CIL headroom (£/sq m)
OP1	GF retirement	60	£263,417	£55
OP2	GF supported	50	-£1,580,118	£0
OP3	BF retirement	60	-£403,109	£0
OP4	BF supported	50	-£2,254,553	£0
OP5	BF carehome	60		£0

### **Commentary on older person homes**

- The viability for care homes is poor, which is consistent with elsewhere in the country – whilst new care facilities are developed (and therefore must be a viable prospect for the business), these are not on a speculative sale development model but are tied in with the future business use.
- The retirement typology is viable on a greenfield site but marginally unviable on a brownfield site – any contribution towards the levy would be limited
- The supported typology is not viable on either green or brownfield sites and therefore would not be able to contribute to the levy, if set on the basis of available headroom

## Residential sensitivity testing

**5.8** Sensitivity testing is often used by development surveyors when undertaking viability appraisals, especially for site specific scenarios. The usefulness of sensitivity testing is less clear for strategic viability assessments, such as CIL setting and it is of note that PPG does not specially advocate the use of sensitivity testing; however it may be helpful to see the impact of an alternative position for some key assumptions to take account of different outlooks, given the period that CIL could be in place. Four sensitivity tests are independently undertaken, as well as testing the cumulative impact. The base case CIL headroom is included in the tables for comparison.

**5.9 Sensitivity test 1 - finance rates** - following a long period of stable base rates, rates have risen over 2022. Whilst the current finance rate of 6% used within the testing is already considered generous against general borrowing rates at that time, it is acknowledged that this rate could be 'caught up' if the base rate continues to rise. Therefore a sensitivity test is provided that increases the finance rate (of 6%) by the same increase in the base rate as at November 2022 (base rate is 3% compared to 1% Q2 2022, an increase of 2%). Plus an additional 2% to take into account potential further rate rises (this would assume a base rate of 5%, which is what commentators have suggested the height of the rises maybe). Therefore the new sensitivity finance rate is 10%. The sensitivity test will be incorporated into the standard model for typologies with the longest build out rates. The results are set out in the following table:

**Table 5.3 Residential testing – sensitivity test 1 finance rates**

Typology	Description <i>GF greenfield</i> <i>BF brownfield</i>	Homes	Scheme headroom (£/typology)	CIL headroom (£/sq m)	Base case CIL headroom for comparison
R5	GF medium mixed scheme	15	£1,165,386	£1,267	£1,284
R6	BF medium mixed scheme	15	£834,997	£838	£852
R7	BF medium mixed scheme	30	£2,292,507	£1,151	£1,164
R8	GF medium mixed scheme	50	£3,838,473	£1,503	£1,523
R9	BF medium mixed scheme	50	£2,250,366	£801	£817

Typology	Description <i>GF greenfield</i> <i>BF brownfield</i>	Homes	Scheme headroom (£/typology)	CIL headroom (£/sq m)	Base case CIL headroom for comparison
R11	GF large mixed scheme	120	£9,794,817	£1,598	£1,619
R12	BF large mixed scheme	120	£6,463,886	£1,044	£1,062
R13	GF large mixed scheme	600	£41,405,247	£1,351	£1,372
R14	GF large mixed scheme	1000	£66,641,677	£1,305	£1,326

#### **Commentary on sensitivity test 1**

- The brownfield typologies, including those in the town centre do see a reduction in viability and at a greater rate than the greenfield typologies due to the finance on a higher land cost – however the overall viability position remains the same as the base test
- Greenfield typologies also see a reduction but the significance is less than the brownfield typologies

**5.10 Sensitivity test 2 – first homes** – whilst Fareham Council are not necessarily seeking first homes, developers will have the option to bring them forward. Therefore to help the council set appropriate CIL rates it is considered that it would be helpful to reduce the quantum of shared ownership and replace it with first homes as per the national guidance. The test will assume 25% of affordable housing as first homes with the standard discount of 70% of market value applied. As per discussion between HBF and Three Dragons the standard affordable housing assumptions will be amended for the first homes proportion to allow the same marketing and other fees as applied to market housing and an increase in the level of return to 10% to reflect the greater risk of bringing first homes forward. The sensitivity test will be incorporated into the standard model but only on a limited number of typologies. The results are set out in the following table:

Table 5.4 Residential testing – sensitivity test 2 first homes

Typology	Description <i>GF greenfield</i> <i>BF brownfield</i>	Homes	Scheme headroom (£/typology)	CIL headroom (£/sq m)	Base case CIL headroom for comparison
R5	GF medium mixed scheme	15	£1,165,386	£1,267	£1,284
R6	BF medium mixed scheme	15	£834,997	£838	£852
R7	BF medium mixed scheme	30	£2,292,507	£1,151	£1,164
R8	GF medium mixed scheme	50	£3,838,473	£1,503	£1,523
R9	BF medium mixed scheme	50	£2,250,366	£801	£817
R11	GF large mixed scheme	120	£9,794,817	£1,598	£1,619
R12	BF large mixed scheme	120	£6,463,886	£1,044	£1,062
R13	GF large mixed scheme	600	£41,405,247	£1,351	£1,372
R14	GF large mixed scheme	1000	£66,641,677	£1,305	£1,326

### Commentary on sensitivity test 2

- The introduction of First Homes worsens viability. This is apparent across both greenfield and brown field sites
- Whilst the viability is marginally worse the difference between the £/sq m headroom base test and this sensitivity test is less than 2% across each of the typologies, so would have little or no impact on setting CIL rates

**5.11 Sensitivity test 3 – future homes 2025** – The government published an update to Part L of the Building Regulations in December 2021. This became operational in June 2022 and is intended to deliver a 31% saving in carbon emissions in new residential development. The testing already includes an allowance for the Part L 2021 (see chapter 4).



**5.12** However, it is likely that further changes will take place within the plan period, with the implementation of Future Homes 2025. There is no clarity about how the 2025 standard (of 75% reduction) is to be achieved. It is reasonable to assume another update to the Building Regulations but this has yet to emerge. The Future Homes Standards 2019 Consultation indicated that it will not be until 2024 that there will be 'implementation consultation'.<sup>25</sup> Therefore, whilst it is important to consider any potential impact as part of this sensitivity test, this is within the context of yet to be published standards and a development industry that will be responding with the most economically advantageous approach. Indeed, the government's own impact assessment on the costs of implementing the changes to Building Regulations Part L this June, states that:

*".....Over the longer-term, Currie & Brown estimate that the costs associated with both heat pumps and solar PV will fall, as supply chains mature and become more integrated, and learning rates take effect. ...."*<sup>26</sup>

**5.13** This sensitivity testing assumes an allowance of £12,000 per house and £8,000 per flat to meet the uplift costs from Part 2013<sup>27</sup> to a Future Homes 2025 standard. Details regarding the approach to costs are set out in Appendix E, which draws upon cost research undertaken by the government and a number of local authorities.

**5.14** It also worth noting that £12,000 per unit is around an 8% increase in build cost for a 3 bed house, so this sensitivity test also illustrates the impact of around an 8% increase in build cost. The results of sensitivity test 2 are set out in the following table.

**Table 5.5 Residential testing – sensitivity test 3 future homes 2025**

Typology	Description GF greenfield BF brownfield	Homes	Scheme headroom (£/typology)	CIL headroom (£/sq m)	Base case CIL headroom for comparison
R1	GF small house scheme	3	£271,092	£887	£959
R2	BF small house scheme	3	£120,090	£393	£465

<sup>25</sup>

[https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\\_data/file/1040925/Future\\_Buildings\\_Standard\\_response.pdf](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/1040925/Future_Buildings_Standard_response.pdf)

<sup>26</sup> Para 7.17, Department for Levelling UP, Housing & Communities, 2021 changes to the energy efficiency requirements of the Building Regulations for domestic buildings, Final Stage Impact Assessment, December 2021,

[https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\\_data/file/1040631/Domestic\\_Part\\_L.pdf](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/1040631/Domestic_Part_L.pdf)

<sup>27</sup> The uplift is from BR 2013 as at the time of writing this will be the standard to which the BCIS build costs will apply

Typology	Description <i>GF greenfield</i> <i>BF brownfield</i>	Homes	Scheme headroom (£/typology)	CIL headroom (£/sq m)	Base case CIL headroom for comparison
R3	GF small house scheme	8	£788,527	£967	<i>£1,039</i>
R4	BF small house scheme	8	£412,339	£506	<i>£578</i>
R5	GF medium mixed scheme	15	£1,069,149	£1,163	<i>£1,284</i>
R6	BF medium mixed scheme	15	£737,104	£740	<i>£852</i>
R7	BF medium mixed scheme	30	£2,096,843	£1,053	<i>£1,164</i>
R8	GF medium mixed scheme	50	£3,512,708	£1,375	<i>£1,523</i>
R9	BF medium mixed scheme	50	£1,919,279	£683	<i>£817</i>
R10a	BF town centre flat scheme	80	£2,147,106	£410	<i>£514</i>
R10b	BF town centre flat scheme	40	£762,790	£334	<i>£439</i>
R10c	BF town centre flat scheme	20	£179,230	£157	<i>£268</i>
R10d	BF town centre BtR scheme	150	-£3,107,956	£0	<i>£0</i>
R11	GF large mixed scheme	120	£9,019,687	£1,471	<i>£1,619</i>
R12	BF large mixed scheme	120	£5,646,881	£912	<i>£1,062</i>
R13	GF large mixed scheme	600	£37,561,159	£1,225	<i>£1,372</i>
R14	GF large mixed scheme	1000	£60,153,320	£1,178	<i>£1,326</i>

### Commentary on sensitivity test 3

- The impact on viability across all the typologies is negative with greatest differences at the town centre sites
- The reduction in £/sq m from the base test to this sensitivity test does vary but is around 7% to 16% outside the town centre and 20% to 40% in the town centre
- The sensitivity of town centre sites suggests caution in setting rates within these areas

**5.15 Sensitivity test 4 – open space mitigation and recreation (including New Forest interim mitigation)** – the council is currently reviewing its approach to open space and recreation contributions from development and has set out a potential additional per household figure mitigating recreational impact on the New Forest. The approach set out in the base test is explained in para 4.32/3 (open space) and 4.29 (New Forest) and this is included within the base modelling and results.

**5.16** The council have undertaken work on options around increasing the allowances for long term management and maintenance of open space and recreation provision. The amounts depend on the length of time envisaged for funding, type of open space and recreational area being managed and the number of bedrooms. Suggested figures by the Council range from c£3,600 for a 1 bed flat up to c£6,700 for a 4 bed house. A typical 3 bed semi would be c£5,800. All assume 50 years of management and maintenance and that open space will be provided according to policy requirements.

**5.17** The report to (Fareham) Executive<sup>28</sup> on addressing the recreational impacts on the New Forest suggested a figure of £247/dwelling to be indexed each year according to the RPI. To be inline with the base date of this report (Q2 2022) this will have risen to £275/dwelling.

**5.18** Given that there is uncertainty regarding the exact allowance to address open space and recreation, as it will be calculated in terms of what is provided (and will be affected by the individual mix and site specific circumstances) a broad allowance is included within the sensitivity testing. The figures used are £6,400/house and £5,600/flat (effectively a 100% increase on the allowance within the base testing). Given the mix of units this is considered a cautious and reasonable response - e.g. a 3 bed semi using the figures outlined above would be just under the average per house figure used in the sensitivity testing. Appropriate finance costs are added and applied to all dwellings. The resultant cost has been deducted from the overall headroom, rather than tested through modelling.

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<sup>28</sup><https://moderngov.fareham.gov.uk/documents/s29833/Implications%20of%20Natural%20England%20advice%20on%20New%20Forest%20Recreational%20Disturbance.pdf>

Table 5.6 Residential testing – sensitivity test 4 open space and recreation (including New Forest mitigation)

Typology	Description <i>GF greenfield</i> <i>BF brownfield</i>	Homes	Scheme headroom (£/typology)	CIL headroom (£/sq m)	Base case CIL headroom for comparison
R5	GF medium mixed scheme	15	£1,129,991	£1,229	<i>£1,284</i>
R6	BF medium mixed scheme	15	£797,569	£801	<i>£852</i>
R7	BF medium mixed scheme	30	£2,217,814	£1,113	<i>£1,164</i>
R8	GF medium mixed scheme	50	£3,715,549	£1,455	<i>£1,523</i>
R9	BF medium mixed scheme	50	£2,120,879	£755	<i>£817</i>
R10a	BF town centre flat scheme	80	£2,448,730	£468	<i>£514</i>
R10b	BF town centre flat scheme	40	£884,339	£387	<i>£439</i>
R10c	BF town centre flat scheme	20	£246,637	£216	<i>£268</i>
R10d	BF town centre BtR scheme	150	-£2,693,399	£0	<i>£0</i>
R11	GF large mixed scheme	120	£9,491,177	£1,548	<i>£1,619</i>
R12	BF large mixed scheme	120	£6,144,269	£992	<i>£1,062</i>
R13	GF large mixed scheme	600	£39,833,421	£1,300	<i>£1,372</i>
R14	GF large mixed scheme	1000	£63,679,178	£1,247	<i>£1,326</i>

#### Commentary on sensitivity test 4

- The doubling of open space and recreation costs does have an impact and the reduction in £/sq m from the base test to this sensitivity test does vary but is around 3% to 8% outside the town centre and around 10% to 20% in the town centre
- Again, the sensitivity of town centre sites suggests caution in setting rates within these areas

**5.19 Cumulative impact** – whilst it is unlikely that all the sensitivity test outcomes will be realised together, a cumulative test has been undertaken for a sample of typologies - R9, R10c<sup>29</sup> and R14. These cumulative tests are shown in Table 5.7.

**5.20** As expected viability is reduced considerably, especially for town centre typology, but even with the cumulative impact of these additional costs, sites are still viable and in the case of the housing led typologies outside the town centre, with a significant headroom.

**Table 5.7 Residential testing – cumulative impact**

Typology	Description <i>GF greenfield</i> <i>BF brownfield</i>	Homes	Scheme headroom (£/typology)	CIL headroom (£/sq m)	Base case CIL headroom for comparison
R9	BF medium mixed scheme	50	£1,404,926	£500	<i>£817</i>
R10c	BF town centre flat scheme	20	£83,962	£74	<i>£268</i>
R14	GF large mixed scheme	1000	£50,472,795	£988	<i>£1,326</i>

<sup>29</sup> First Homes has not been included within the cumulative test for R10c as that was not included within the First Homes sensitivity testing but as explained in the assessment of First Homes the impact is minimal.

## Setting a residential and older person homes CIL charge

- 5.22** In coming to a view over an appropriate CIL charge the council will need to consider what an examiner will be concerned about when reviewing the proposed charges and supporting evidence. The Examiner will consider whether the schedule is compliant in legal terms with the 2008 Act and 2010 Regulations (as amended) and whether it is reasonable, viable and consistent with national guidance in the National Planning Policy Framework (NPPF) and Planning Practice Guidance (PPG). To fulfil relevant legislative requirements the charging schedule should set an appropriate balance between helping to fund necessary new infrastructure and the potential effects on the economic viability of development across the district.
- 5.23** There is no prescribed approach to setting a CIL rate and the preferred method varies across councils that have implemented CIL. As per best practice the council will need to be informed by the evidence on CIL headroom but does not have to follow prescriptively the results of the testing. A judgement needs to be made based on a range of factors that are bespoke to Fareham borough and ultimately the balance between funding infrastructure and delivering the plan. Therefore, there are a number of considerations for the council:
- The data on house prices shows that Fareham commands good values and all standard residential typologies are viable with relatively high theoretical headroom for a CIL.
  - Ensuring planned delivery and windfall homes come forward should be a consideration for the council in setting an appropriate CIL rate.
  - Simplicity of charging zones – the guidance suggests that CIL should be easily understandable and minimise the need for multiple charging zones and development types. Whilst the values do not generally significantly vary across the borough, there will be some localised differences as well as some variances around development type – therefore in reaching simplicity, suitable buffers should be in place to account for differences in residential schemes.
  - Market shock - the contributions that could be sought from development based on the viability tests are in excess of those that the council has traditionally collected through s106 and CIL. A large step change could potentially have an effect on future delivery, when the CIL is in place.
  - Market shock – there are some uncertainties across the wider economy at time of writing and whilst economic cycles are expected, the CIL needs to be set with a reasonable buffer to allow for changes
  - Market shock – whilst neighbouring CIL rates are not a factor in viability (as they are based on the individual circumstances of the that authority in terms of market, policy and delivery; as well as the prevailing regulations and guidance at the time of their examination), they do offer a local benchmark in terms of what developers will already be familiar with in terms of making judgments when purchasing land.

- Delivery of local plan objectives – one of the key objectives of the plan is regeneration of Fareham town centre, therefore the Council will need to carefully consider as to what impact the setting of a CIL rate may have on that objective.
- Very large sites - the council need to consider whether addition of CIL on top of a full burden of s106 mitigation on strategic sites would put at risk the delivery of the plan, especially if there is uncertainty regarding the future s106 package, which could be higher than that which is tested.
- Environmental mitigation – mitigation requirements vary both in terms of what is required and also as to what sites it will apply. Whilst typologies have considered the potential cost impacts of mitigation, these are fluid and could go up or down over different periods, however the council should also be mindful when setting rates as to whether this form of policy requirement should require an adjustment to land value and how much development is effected.
- Policy requirements – there is potential to changes at both local and national policy that could increase mitigation costs in the future – in particular open space and recreation and future homes standards have been highlighted
- Buffer – whilst there is no method prescribed to setting the CIL rate, guidance does suggest that the rate should not be at the margin of viability. In other words the CIL rate should not generally be set the same as the total headroom available – a buffer should be incorporated. The buffers used in other CIL studies have varied, but generally fall around 30-50%.
- Reasonableness – some councils (and Examiners) have come to a view that a CIL rate which is set at no more than 5% of GDV is generally acceptable and unlikely to put development at risk whether a site is viable or not and at 1-2% of GDV is deminimus<sup>30</sup>.

## Residential rate setting

**5.24** In terms of setting an appropriate rate for residential sites (outside the Welborne area), one approach is to review weighted averages<sup>31</sup>. It is clear in table 5.8 from the viability testing and using a weighted average that use of a 50% buffer would (outside of the town centre) produce a rate far in excess of any current local rates as set out in table 5.9 below – the weighted headroom is split by:

- housing led without affordable housing
- housing led with affordable housing

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<sup>30</sup> E.g. Planning Inspectorate, 2012, Report on the examination of the draft mayoral community infrastructure levy charging schedule Para 48 ...” 1% is within the margin of error for most valuations and cannot be said to generally represent an intolerable burden.” See also Planning Inspectorate, 2019, Chiltern District Council and South Bucks District Council CIL examination report.

<sup>31</sup> A weighted average derived CIL rate simply adds up the total GDV, total headroom and total CIL liable floorspace and uses those total divided by each other to arrive at potential £/sq m CIL rates

- flat led schemes:

Table 5.8 Weighted average headroom/CIL rate

Typology	Total GDV (£)	Total CIL liable floorspace (sq m)	Total scheme headroom (£)	Total scheme headroom CIL (£/sq m)	50% buffer CIL rate (£/sq m)	5% GDV CIL rate (£/sq m)
Res1 – Res4 (no affordable housing)	£8,862,480	2,242	£1,753,682	£782	£391	£198
Res5 – Res9 and Res11 – Res14	£727,727,323	103,326	£136,806,534	£1,324	£662	£352
Res 10a to Res10d	£70,330,480	17,634	£1,780,759	£101	£50	£199

Table 5.9 Local comparison CIL rates (residential)

Local authority	Adoption date	2022 CIL rates (range) <sup>32</sup>
Fareham (current)	2013	£156
Gosport	2015	£48 - £120
Havant	2013	£119 - £148
Portsmouth	2012	£79 - £156
Southampton	2013	£104
Winchester	2014	£112 - £168

<sup>32</sup> Please note that rates have been rounded and that some authorities do have £0 residential rates for specific locations as well as those stated.



**5.25** For residential rates if the weighted average was a maximum of GDV/5% it would mean a CIL rate of **£198/sq m** for all residential development with no variance for location or size. This figures also sits closer to the higher end of ranges used in neighbouring authorities and is only about a 25% increase on the current Fareham CIL. While some typologies potentially may be able to afford more CIL the added headroom may be set against the potential for additional costs in some circumstances (allowing more constrained sites within these typologies to come forward) and the headroom should be considered in the round against all of the other reasonableness factors. This may be particularly important for larger sites that may be expected to provide additional infrastructure on site in some circumstances.

**5.26** The following table shows how a rate of £198/sq m would compare with the individual typologies in terms of a proportion of headroom (i.e. the buffer) and GDV. Also set out is a slightly lower CIL rate of £195/sq m to bring under a 5%/GDV target for all sites outside the town centre.

**Table 5.8 Weighted average derived CIL rate of £198/sq m & £195/sq m as a percentage of typology headroom and GDV**

Typology	Buffer if using £198/sq m CIL rate	% of GDV if using £198/sq m CIL rate	Buffer if using £195/sq m CIL rate	% of GDV if using £195/sq m CIL rate
R1	79%	5.0%	80%	4.9%
R2	57%	5.0%	58%	4.9%
R3	81%	5.0%	81%	4.9%
R4	66%	5.0%	66%	4.9%
R5	85%	3.9%	85%	3.9%
R6	77%	4.1%	77%	4.0%
R7	83%	4.1%	83%	4.0%
R8	87%	3.2%	87%	3.1%
R9	76%	3.4%	76%	3.3%
R10a	61%	4.5%	62%	4.5%
R10b	55%	4.7%	56%	4.7%
R10c	26%	4.7%	27%	4.6%
R10d	-80%	5.4%	179%	5.3%
R11	88%	3.2%	88%	3.1%

Typology	Buffer if using £198/sq m CIL rate	% of GDV if using £198/sq m CIL rate	Buffer if using £195/sq m CIL rate	% of GDV if using £195/sq m CIL rate
R12	81%	3.2%	82%	3.2%
R13	86%	3.2%	86%	3.1%
R14	85%	3.2%	85%	3.1%

**5.27** The comparisons set out in Table 5.8 show that for all typologies outside the town centre the CIL rate of £195/sq m would be under 5%/GDV and not result in a negative buffer, indeed in most cases the buffer would be substantially above 50%. The town centre flat led sites however, would in one case be above the 5%/GDV for both rates and be under the 50% buffer for two of the cases for both rates.

**5.28** In terms of the impact of the sensitivity testing, given that the cumulative test outside the town centre would still be viable with a CIL rate of £195/sq m (and have a buffer of in excess of 50%), this potential rate would be able to accommodate changes in the market and costs (as sensitivity tested). However the sensitivity testing has shown that within the town centre flat led sites there is more of a viability issue, both with the base testing on one of the typologies and with the sensitivity testing on more of the typologies, that suggest the general rate of £195/sq m may impact delivery. Given the importance of town centre regeneration to the Plan the Council may take the view that securing affordable housing and s106 as well as regeneration benefits outweigh and benefit CIL might bring as well reducing risk that CIL could impact delivery.

**5.29** On this basis a CIL rate of **£195/sq m** for housing led sites across the borough and **£0/sq m** for flat led sites within Fareham town centre<sup>33</sup> is recommended.

### Older persons rate setting

**5.30** The viability for older person homes varies by type and by site.

**5.31** In terms of the retirement (sheltered) homes it is noted that on greenfield sites these show a small headroom but not at a level that would be able to accommodate the standard residential proposed rate of £195/sq m. However, for sheltered homes on higher value brownfield land the headroom is negative.

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<sup>33</sup> The Council may care to use the existing town centre definition set out in Appendix C.

- 5.32** The assisted (extra care) homes are less viable than sheltered homes due to the higher development costs for this form of older person homes. It would not be viable on the basis of this testing approach with any CIL rate for either greenfield sites or brownfield sites.
- 5.33** The Council could choose to either set a rate for just retirement (sheltered) accommodation and £zero rate all other forms of older person housing or if they wanted a more simplified charging schedule they could have a standard rate across all forms of older person housing which would be set at **£0/sq m** on the basis of most forms of this type of development are shown not to be viable for a positive CIL charge. Either approach is informed by the base evidence on viability.
- 5.34** If the Council is minded to have a charge on just the retirement (sheltered) form of accommodation then with a reasonable buffer (at 50% of the headroom), the CIL rate could be **£28/sq m**. This would represent just under 1% of GDV for the tested scheme, so would be reasonable rate of CIL to apply.
- 5.35** It is clear that care homes as tested are not viable on a speculative build basis and this is also evident in most parts of the country. Nonetheless it is possible that this form of development may continue to come forward based on the operator's business model, when seeking operational returns rather than property development values.

## Chapter 6 Non residential assumptions, testing & analysis

- 6.1** A set of non-residential development typologies have been viability tested as part of the study. The proposed policies within the Revised Local Plan (as submitted) are not considered to significantly add to the development costs for non-residential uses in the plan period. Within the testing we have made some allowances for s106 contributions (e.g. minor highways and travel planning) and included costs to account for biodiversity net gain, EV charging and water quality. This section sets out the assumptions used for the non-residential viability testing.
- 6.2** The viability analysis undertaken has been based on a residual value approach in which scheme costs are deducted from scheme revenue to arrive at a gross residual value. Scheme revenue is based on revenue from the property and scheme costs assume a return to the developer and 'development costs' include build costs and other costs such as professional fees, finance costs and marketing fees.
- 6.3** From the 'gross residual value' calculated an allowance for site purchase is deducted based on existing use value plus site purchase costs (agents and legal fees) to assess the 'residual balance' against which a scheme could support any additional costs (or a CIL contribution). This residual balance shows the level of affordability or financial headroom available from which additional contributions can be met.
- 6.4** This report section summarises the non-residential testing and further detail can be found in Appendix H.

### Establishing Gross Development Value (GDV)

- 6.5** In establishing the GDV for non-residential uses, this report has also considered historical comparable evidence to inform new values on a local, regional and, for some uses, national, level. The following table illustrates the values established for a variety of non-residential uses, expressed in sq m of net rentable floorspace and yield. The table is based on our knowledge of the market and analysis of comparable transaction data provided by EGi and relevant market reports. The rents and yields are capitalised within the toolkit to provide GDV for all the development types. The rents and yields used are set out in Table 6.1.

Table 6.1 Non-residential typologies

Typology	Use	Description	Rent £/sq m	Yield
NR1	Office	Fringe and transport nodes	£165	8.00%
NR2	Office	Fareham town	£175	8.00%
NR3	Industrial	Fringe and transport nodes	£95	7.00%
NR4	Warehouse	Fringe and transport nodes	£80	7.00%
NR5	Retail convenience	Small local store	£205	5.75%
NR6	Retail convenience	Supermarket	£185	4.25%
NR7	Retail comparison	Town centre	£175	8.00%
NR8	Retail comparison	Out of centre/retail warehouse/park	£225	7.00%
NR9	Hotel	Budget/business	£105,000/room	

## Development costs

**6.6 Build costs** have been taken from the RICS Build Cost Information Service (BCIS) at the time of this study (current build cost values) and rebased (by BCIS) to Fareham prices. The build costs adopted are based on the BCIS mean values shown in the following table.

Table 6.2 Build costs

Type	Build cost £ /sq m* Q2 2022
NR1 Office (Fringe & Transport nodes)	£2,281
NR2 Office (Fareham Town)	£2,256
NR3 Industrial	£958
NR4 Warehouse	£853
NR5 Retail convenience (Small local store)	£1,814
NR6 Retail convenience (Supermarket)	£1,806
NR7 Retail comparison (Town Centre)	£1,830
NR8 Retail comparison (Out of centre / Retail Park)	£1,222
NR9 Hotel	£1,817

**6.7 Other costs** - there are a range of other costs that are included within the assessment. The costs identified reflect typical/industry-standard costs and appraisal inputs for the typologies tested.

Table 6.3 Other costs

Cost type	Assumption	Notes
Plot externals	10% of build costs	Incorporates costs immediately outside the property such as landscaping, car park provision, lighting, fencing, and external services
Professional fees and contingency	8% of build costs	Incorporates all professional fees associated with the build, including fees for designs, planning, surveying, project managing and contingency
Sales and letting	3% of GDV	Includes any agent and legal costs and inclusive of arrangement fees
Developer return	15% of GDV	General standard in strategic assessments for non-residential development
Interest rates (debit only)	6%	Includes arrangement costs
Stamp Duty Land Tax	As per HMRC rates	A nationally set tax levied on the purchase of property or, in this case, land.
Agents and Legal Fees	1.75% of land value	Costs involved in the acquisition of land through agents and legal fees
Void/rent free	Various allowances -1m to 6m	Various allowances for voids/rent free periods have been made in the testing
S106	£25,000 for NR1, NR3, NR4 and OP5 £100,000 for NR6 and NR8	This would cover planning obligations to fund items such as travel planning, public transport or highway
Biodiversity Net Gain	£14,333/ha	Reflects Environment Act requirement, utilising the government impact assessment central estimate on cost
Policy NE4: Water Quality Effects on the (SPAs), (SACs) and Ramsar Sites	£103,125 per ha (applied to just NR9/OP5)	The residential viability testing includes a cost of £2,750 per residential unit. Based on the assumption of 37.5 residential units per hectare, this figure has been converted to a cost of £103,125 per ha.  We understand that this policy applied to 'all new development that would result in a net gain in overnight accommodation' and

Cost type	Assumption	Notes
		therefore just applicable to NR9 (Hotels) and NR10 (Carehomes)
Policy NE8 Air Quality (Electric Charging Provision)  <i>(Policy superseded by Building Regulations Part S and likely to be removed as part of a main modification)</i>	NR1, NR2, NR3: 2 spaces (£3,922)  NR4: 5 spaces (£9,805)  NR5 & NR7: 0 spaces  NR6 & 8: 1 space (£1,961)  NR9: 3 spaces (£5,883)  OP5: 6 spaces – (£11,766)	Cost per EVC space is assumed as £1,961 derived from the Government's Impact assessment and relating to the 'central' figure for full chargepoint provision for multi commercial occupancy properties <sup>34</sup> .  To determine the number of EVC points, we have used Policy NE8 which requires one EV fast charge in shared parking area per 10 residential dwellings or 1,000m2 of commercial or leisure space.

## Non-residential benchmark land values

- 6.8** The viability testing of the non-residential development uses a standard residual value approach, which considers whether the value of development can meet all the development costs including a benchmark land value. This is a benchmark/threshold value which reflects a value range that a landowner would reasonably be expected to sell/release their land for development.
- 6.9** Establishing the existing use value (EUV) of land, and in setting a benchmark/threshold at which a landowner is prepared to sell, can be a complex process. There are a wide range of site-specific variables which affect land sales (e.g. whether the landowner requires a quick sale or is seeking a long-term land investment). However, for a strategic study, where the land values on future individual sites are unknown, a pragmatic approach is required.
- 6.10** Our starting point for non-residential benchmark land values is to draw from the work undertaken to inform the Fareham residential values. The benchmarks for some retail uses are higher than some residential benchmarks, reflecting the relative lack of suitable sites for some schemes.

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<sup>34</sup> DfT (Sept 2021) 'Residential charging infrastructure provision' (para 255)  
[https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\\_data/file/1040255/residential-charging-infrastructure-provision-final-impact-assessment.pdf](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/1040255/residential-charging-infrastructure-provision-final-impact-assessment.pdf)

**Table 6.4 Non-residential benchmark land values**

Typology	Benchmark £/ha
NR1 Office (Fringe & Transport nodes)	£360,000
NR2 Office (Fareham Town)	£2,000,000
NR3 Industrial	£360,000
NR4 Warehouse	£360,000
NR5 Retail convenience (Small local store)	£1,250,000
NR6 Retail convenience (Supermarket)	£1,250,000
NR7 Retail comparison (Town Centre)	£2,000,000
NR8 Retail comparison (Out of centre / Retail Park)	£1,250,000
NR9 Hotel and OP3 Carehome	£360,000

## Results of the non-residential testing

- 6.11** This section summarises results of the non-residential viability appraisals. As described, there are no policies that directly affect the viability of non-residential development, other than those around biodiversity net gain and nitrates (which apply to hotels) - however the council wants to understand the impact of these requirements as well as any scope for CIL.
- 6.12** The table below summarises the results from the detailed assessments for each non-residential development type, indicating whether the use is viable or not. The assessments can be found in appendices to this report.
- 6.13** It is important to note that the analysis considers development that might be built for subsequent sale or rent to a commercial tenant. However, there will also be development that is undertaken for specific commercial operators, either as owners or pre-lets. In these circumstances the economics of the development relate to the profitability of the enterprise accommodated within the buildings rather than the market value of the buildings. Therefore, it should be noted that while the testing suggests that some types of development are not viable or marginal, developments of these types may still be brought forward for individual occupiers to meet their specific requirements. In particular, if the required return is reduced to the level of a contractor return, then unviable sites may be marginal or (marginally) positive.

**6.14** The current CIL rates (2022) for non-residential uses are as follows:

- Retail (excluding comparison within town centre) - £179/sqm
- Hotel - £52/sqm



- All other - £0/sqm

- 6.15** It is clear both the market and relative cost base has changed for both retail and hotel since the work supporting the CIL charge was done some 10 years ago and that the yearly index applied which is driven by build cost, is not matched by increases in values for these forms of development. Therefore it is likely that newly derived CIL rates will be lower than those currently used.
- 6.16** Of the uses tested only 'NR5 Retail Convenience (Small local store)', 'NR6 Retail Convenience (supermarket)' and 'NR8 Retail Comparison (Out of centre)' are viable. The figures shown within Table 6.5 show the scheme headroom and is therefore the theoretical maximum amount that a CIL rate could be. The Planning Policy Guidance warns against charging "at the margins of viability" and advises the use of a buffer or a margin "so that the levy rate is able to support development when economic circumstances adjust"<sup>35</sup>.
- 6.17** Table 6.5 shows a similarity in headrooms between NR6 and NR8 but a lower headroom for smaller convenience stores NR5. Whilst the council could set two separate rates based on this evidence, the council could also find merit in setting a single rate for retail outside of the town centre boundary that could be accommodated by all three headrooms.

**Table 6.5 Testing results**

Typology	Headroom (£/sq m)
NR1 Office (Fringe & Transport nodes)	-£1,527
NR2 Office (Fareham Town)	-£1,682
NR3 Industrial	-£377
NR4 Warehouse	-£422
NR5 Retail convenience (Small local store)	£123
NR6 Retail convenience (Supermarket)	£315
NR7 Retail comparison (Town Centre)	-£891
NR8 Retail comparison (Out of centre / Retail Park)	£287
NR9 Hotel	-£285

<sup>35</sup> PPG (2019) Paragraph: 020 Reference ID: 25-020-20190901

## Non-residential development recommended CIL rates

**6.18** The analysis above indicates that the majority of non-residential development types are not able to support CIL. The exceptions are some of the retail typologies although this does not apply to comparison retail in town centre locations.

**6.19** Although there is some variance in the potential for CIL, a rate of approximately £80/sq m may be a suitable balance between funding infrastructure and viability. This rate is affordable for all of the three retail typologies being considered and is below 5% of GDV. The rate is within a 50% buffer for larger convenience and out of centre comparison retail; and is close to a 33% buffer for smaller convenience. A single rate of £80/sq m would avoid undue complexity of varying rates and give greater assurances of delivery of these types of uses over the plan period. Table 6.6 below shows the potential CIL for the three viable retail typologies, buffers and the % of GDV.

**Table 6.6 Potential CIL rates**

Typology	Headroom (£/sq m)	GDV (£/sq m)	Potential CIL with 50% buffer (£/sq m)	Potential CIL with 33% buffer (£/sq m)	£80/sq m as a % of GDV
NR5 Retail convenience (Small local store)	£123	£3,171	£61.52	£82.44	3%
NR6 Retail convenience (Supermarket)	£315	£3,872	£157.65	£211.25	2%
NR8 Retail comparison (Out of centre / Retail Park)	£287	£2,859	£143.59	£192.41	3%

**6.20** It is recommended that there is a CIL rate of £80/sq m applied to retail except comparison retail in town centres, where a rate of £0 should apply. All other non-residential development should have a CIL rate of £0/sq m.

## Chapter 7 Summary and conclusions

- 7.1** We have based proposed CIL rates on results achieved separately for residential typologies and separate rates are proposed for the town centre, older person homes and retail uses as well as a continuation of the previously assessed and examined rate at Welborne.
- 7.2** The result of the residential testing shows that all the typologies are viable with significant headroom. Flatted development is less viable and given the importance of this form of development in meeting objectives in the town centre it is appropriate for the council to consider a lower rate.
- 7.3** Retirement and supported homes for older people are not viable to pay a CIL for most types tested and therefore should be £zero rated, unless the Council decides it wants to identify a separate charge for retirement (sheltered) homes on greenfield sites (with all other types of older person homes at £zero).
- 7.4** In terms of non-residential rates the analysis shows that speculative retail uses would be able to support a charge. No other non-residential uses show sufficient viability to support a charge if speculatively built.
- 7.5** Proposed CIL rates are set out in the table below:

**Table 7.1 Proposed CIL rates**

Zone and/or use	Proposed CIL rate
Standard residential development	£195 / sq m
Flat led development in Fareham town centre	£0 / sq m
Older persons retirement (sheltered) on greenfield sites	£0 / sq m (or £28/sq m)
All other older persons (including 'care/nursing' homes)	£0 / sq m
All retail (outside town centres)	£80 / sq m
All other development	£0 / sq m
Welbourne (all uses)	£0 / sq m (continued rate)

- 7.6** Some of the residential rates proposed could theoretically be significantly higher, although this would be with a reduced buffer (compared to the theoretical maximum that could be afforded) and the potential risk to development coming forward. For standard residential development the proposed rates are already generally an increase on what the Council and national regulation has been seeking as policy requirements in the round, through the combination of CIL, affordable homes contributions, environmental mitigations and s106 requirements. Keeping the increase in CIL to about 25% represents an increase in infrastructure funding but also reflects concerns in terms of market shock.

**7.7** The analysis in this report has used current values and costs, as previously promoted in the guidance. But we and the Council are aware that both can change over time. It is important that the Council keeps values and costs under review. We recommend that the main build costs and market and rental values are monitored regularly (at least annually) using published sources and that the development industry is consulted on these and other changes that can affect viability (e.g. interest rates and developer returns). A sustained change in the key variables should trigger a review of CIL and/or the affordable homes policy. In any case, the Council should consider a regular review of CIL (say in 2-3 years' time) but noting that a review does not have to lead to a revised rate.

## Appendix A National policy review

### National policy context

- i. **National framework** - The National Planning Policy Framework (NPPF) recognises the importance of positive and aspirational planning but states that this should be done 'in a way that is aspirational but deliverable'<sup>36</sup>.
- ii. The NPPF advises that cumulative effects of policy should not combine to render plans unviable:
 

*'Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure). Such policies should not undermine the deliverability of the plan.'*<sup>37</sup>
- iii. The government has signalled its desire to simplify the planning process, including development contributions. The NPPF advises that:
 

*'All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available.'*<sup>38</sup>
- iv. In terms of affordable homes the government has reiterated previous policy on affordable homes thresholds and a desire to increase affordable home products that can potentially lead to home ownership:
 

*'Provision of affordable housing should not be sought for residential developments that are not major developments, other than in designated rural areas (where policies may set out a lower threshold of 5 units or fewer). To support the re-use of brownfield land, where vacant buildings are being reused or redeveloped, any affordable housing contribution due should be reduced by a proportionate amount'*<sup>39</sup>

*'Where major development involving the provision of housing is proposed, planning policies and decisions should expect at least 10% of the homes to be available for affordable home ownership, unless this would exceed the level of affordable housing required in the area, or significantly prejudice the ability to meet the identified affordable housing needs of specific groups.'*<sup>40</sup>
- v. With regard to non-residential development, the NPPF states that local planning authorities should:

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<sup>36</sup> DLUHC, 2021 NPPF Para 16

<sup>37</sup> DLUHC, 2021 NPPF Para 34

<sup>38</sup> DLUHC, 2021 NPPF Para 58

<sup>39</sup> DLUHC, 2021 NPPF Para 64

<sup>40</sup> DLUHC, 2021 NPPF Para 65

*'set out a clear economic vision and strategy which positively and proactively encourages sustainable economic growth...local policies for economic development and regeneration...seek to address potential barriers to investment, such as inadequate infrastructure, services or housing, or a poor environment...be flexible enough to accommodate needs not anticipated in the plan, allow for new and flexible working practices (such as live-work accommodation), and to enable a rapid response to changes in economic circumstances.'*<sup>41</sup>

- vi. However, the NPPF does not state that all sites must be viable now in order to appear in the plan. Instead, the NPPF is concerned to ensure that the bulk of the development is not rendered unviable by unrealistic policy costs. It is important to recognise that economic viability will be subject to economic and market variations over the local plan timescale. In a free market, where development is largely undertaken by the private sector, the local planning authority can seek to provide suitable sites to meet the needs of sustainable development. It is not within the local planning authority's control to ensure delivery actually takes place; this will depend on the willingness of a developer to invest and a landowner to release the land. So, in considering whether a site is deliverable now or developable in the future, we have taken account of the local context to help shape our viability assumptions.
- vii. **Planning Practice Guidance** - Planning Practice Guidance<sup>42</sup> (PPG) provides further detail about how the NPPF should be applied. PPG contains general principles for understanding viability (also relevant to CIL viability testing). The approach taken reflects the latest version of PPG. In order to understand viability, a realistic understanding of the costs and the value of development is required and direct engagement with development sector may be helpful<sup>43</sup>. Evidence should be proportionate to ensure plans are underpinned by a broad understanding of viability, with further detail for strategic sites that provide a significant proportion of planned supply<sup>44</sup>.
- viii. For a specific site, values should be based on market evidence (rather than average figures) from the actual site<sup>45</sup>. All development costs should be taken into account, including within setting of benchmark land values, in particular para 012 within the PPG Viability section states that:

*'Costs include: build costs based on appropriate data, for example that of the Building Cost Information Service*

- *abnormal costs, including those associated with treatment for contaminated sites or listed buildings, or costs associated with brownfield, phased or complex sites. These costs should be taken into account when defining benchmark land value.*
- *site-specific infrastructure costs, which might include access roads, sustainable drainage systems, green infrastructure, connection to utilities and decentralised energy. These costs should be taken into account when defining benchmark land value.*

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<sup>41</sup> DLUHC, 2021 NPPF, para 82

<sup>42</sup> DLUHC, Planning Practice Guidance

<sup>43</sup> PPG Paragraph: 010 Reference ID: 10-001-20180724

<sup>44</sup> PPG Paragraph: 005 Reference ID: 10-004-20180724

<sup>45</sup> PPG Paragraph: 011 Reference ID: 10-011-20180724

- *the total cost of all relevant policy requirements including contributions towards affordable housing and infrastructure, Community Infrastructure Levy charges, and any other relevant policies or standards. These costs should be taken into account when defining benchmark land value.*
  - *general finance costs including those incurred through loans.*
  - *professional, project management, sales, marketing and legal costs incorporating organisational overheads associated with the site. Any professional site fees should also be taken into account when defining benchmark land value.*
  - *explicit reference to project contingency costs should be included in circumstances where scheme specific assessment is deemed necessary, with a justification for contingency relative to project risk and developers return.'*
- ix. Land values<sup>46</sup> should be defined using a benchmark land value that is established on the basis of Existing Use Value plus a premium for the landowner. The premium should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The benchmark should reflect the implications of abnormal costs, site specific infrastructure and fees. It can be informed by market evidence including current costs and values but that this should be based on development that is compliant with policies, where evidence is not available adjustments should be made to reflect policy compliance.
- x. PPG states that developer return should be 15 - 20% of gross development value and that a lower figure may be more appropriate for affordable homes delivery<sup>47</sup>.
- xi. **Community Infrastructure Levy (CIL)** - CIL is payable on development which creates net additional floor space, where the gross internal area of new build exceeds 100 square metres (this limit does not apply to new houses or flats)<sup>48</sup>. Custom & self-build is exempt, along with affordable homes, charitable development, buildings into which people do not normally go and vacant buildings brought back into the same use<sup>49</sup>.
- xii. CIL rates should be set so that they strike an appropriate balance between additional investment to support development and the potential effect on the viability of developments<sup>50</sup>.
- xiii. For the purposes of CIL, a charging authority should use an area-based approach, involving a broad test of viability across their area. This should use appropriate available evidence, recognising that the available data is unlikely to be fully comprehensive. A sample of site types should be used, however more fine-grained sampling may be required where differential CIL rates

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<sup>46</sup> PPG Paragraph: 013 Reference ID: 10-013-20190509 and 014 Reference ID: 10-014-20190509

<sup>47</sup> PPG Paragraph: 018 Reference ID: 10-018-20190509

<sup>48</sup> PPG Paragraph: 001 Reference ID: 25-001-20190901

<sup>49</sup> PPG Paragraph: 005 Reference ID: 25-005-20190901

<sup>50</sup> PPG Paragraph: 010 Reference ID: 25-010-20190901

are set. Rates should be reasonable and include a buffer, but there is no requirement for a proposed rate to exactly mirror the evidence<sup>51</sup>.

- xiv. Differential rates may be set in relation to geography, development type and/or scale. However undue complexity and disproportionate impact should be avoided. The charging authority should consider a zero CIL where plan policies require significant contributions towards homes or infrastructure through planning obligations<sup>52</sup>. The guidance for testing viability for plan-making and for setting CIL rates is closely aligned and so testing both together follows the same approach and can use common assumptions.
- xv. **Other guidance on viability testing for development** - Guidance has been published to assist practitioners in undertaking viability studies for policy making purposes - *"Viability Testing Local Plans - Advice for planning practitioners"*<sup>53</sup>. The foreword to the Advice for planning practitioners includes support from DHCLG, the LGA, the HBF, PINS and POS. PINS and the POS<sup>54</sup> state that:
 

*'The Planning Inspectorate and Planning Officers Society welcome this advice on viability testing of Local Plans. The use of this approach will help enable local authorities to meet their obligations under NPPF when their plan is examined'*
- xvi. The approach to viability testing adopted for this study follows the principles set out in the Advice. The Advice re-iterates that:
 

*'The approach to assessing plan viability should recognise that it can only provide high level assurance'*
- xvii. The Advice also comments on how viability testing should deal with potential future changes in market conditions and other costs and values and states that:
 

*'The most straightforward way to assess plan policies for the first five years is to work on the basis of current costs and values'. (page 26)*
- xviii. But that:
 

*'The one exception to the use of current costs and current values should be recognition of significant national regulatory changes to be implemented.....'* (page 26)

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<sup>51</sup> PPG Paragraph: 020 Reference ID: 25-020-20190901

<sup>52</sup> PPG Paragraph: 026 Reference ID: 25-026-20190901

<sup>53</sup> The guide was published in June 2012 and is the work of the Local Housing Delivery Group, chaired by Sir John Harman, which is a cross-industry group, supported by the Local Government Association and the Home Builders Federation

<sup>54</sup> Acronyms for the following organisations - Department of Communities and Local Government, LGA Environment and Housing Board, Home Builders Federation, Planning Inspectorate, Planning Officers Society



### Principles of viability testing

- xix. The Advice for planning practitioners<sup>55</sup> summarises viability as follows:
- xx. 'An individual development can be said to be viable if, after taking account of all costs, including central and local government policy and regulatory costs and the cost and availability of development finance, the scheme provides a competitive return to the developer to ensure that development takes place and generates a land value sufficient to persuade the land owner to sell the land for the development proposed. If these conditions are not met, a scheme will not be delivered.' (page 14)
- xxi. Reflecting this definition of viability, and as specifically recommended by the Advice for planning practitioners, we have adopted a residual value approach to our analysis. Residual value is the value of the completed development (known as the Gross Development Value or GDV) less the costs of undertaking the development. The residual value is then available to pay for the land. The value of the scheme includes both the value of the market homes and affordable homes (and other non-residential values). Scheme costs include the costs of building the development, plus professional fees, scheme finance and a return to the developer. Scheme costs also include planning obligations (including affordable homes, direct s106 costs) and the greater the planning obligations, the less will be the residual value.
- xxii. The residual value of a scheme is then compared with a benchmark land value. If the residual value is less than the benchmark value, then the scheme is less likely to be brought forward for development and is considered unviable for testing purposes. If the residual value exceeds the benchmark, then it can be considered viable in terms of policy testing.
- xxiii. PPG paragraph 012 - 015 sets out that benchmark land values should be based on the current use value of a site plus an appropriate site premium in most cases. The principle of this approach is that a landowner should receive at least the value of the land in its *'pre-permission'* use, which would normally be lost when bringing forward land for development. The benchmark land values used in this study are based on the principle of *'Existing Use Value Plus'* which is considered further in other parts of this report.
- xxiv. Note the approach to Local Plan level viability (or CIL) assessment does not require all sites in the plan to be viable. The Harman Report says that a site typologies approach (i.e. assessing a range of example development sites likely to come forward) to understanding plan viability is sensible, a view echoed in CIL guidance. Viability *'...is to provide high level assurance that the policies with the plan are set in a way that is compatible with the likely economic viability of development needed to deliver the plan'*.

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<sup>55</sup> Local Housing Delivery Group, 2012, Viability Testing Local Plans - Advice for planning practitioners

## Appendix B Local Plan (as submitted) Policy Review

Policy	Summary of Contents	Cost Impact?	Nature of costs & how it is treated
Strategic Policy DS1: Development in the Countryside	<p>Proposals for development in the countryside, will be supported where the proposal:</p> <ul style="list-style-type: none"> <li>• Is for development associated with an existing lawful dwelling or,</li> <li>• Is proposed on previously developed land and appropriate for the proposed use, or</li> <li>• Is for retail, community and leisure facilities, tourism or specialist housing where it can be demonstrated that there is a local need for the facility that cannot be met by existing facilities elsewhere; or</li> <li>• Is for a new or replacement building, conversion and/or extension within an existing educational facility (as identified on the Policies map) and would not result in the loss of playing fields and/or sports pitches unless it can be demonstrated that these facilities are no longer required or they can be adequately replaced elsewhere on site; or,</li> <li>• Is for housing development / employment development compliant with other relevant policies; or,</li> <li>• Is for a new small-scale employment development to convert or extend an existing building, or replace a redundant or derelict structure, or</li> <li>• Provides infrastructure that meets an overriding public need.</li> </ul> <p>Development outside of the urban areas will be strictly controlled.</p>		No direct viability implications, however typologies within countryside locations should demonstrate points noted within this policy.
Strategic Policy DS2: Development in Strategic Gaps	Policy sets out two strategic gaps, 'Fareham / Stubbington and the Western Wards' and 'Fareham / Bridgemary and Stubbington / Lee-on-the-Solent', in order to maintain a separation between settlement areas, and a commitment that proposals will not be permitted where they cause harm to the physical separation.		No direct viability implications.
Strategic Policy DS3: Landscape	<p>Policy covers areas of Special Landscape Quality. Development proposals shall only be permitted in these areas where the landscape will be protected and enhanced. They should also recognise the intrinsic character and beauty of the countryside, with specific points to consider.</p> <p>Major development proposals must include a comprehensive landscaping mitigation and enhancement scheme, proportionate with proposed development.</p>		No direct viability implications.
Strategic Policy H1: Housing Provision & FTC3 – BL1	<p>The Council will make provision for at least 9,560 net new homes across the Borough during the Plan period of 2021-2037, phased as follows:</p> <ul style="list-style-type: none"> <li>• Approx 900 dwellings (averaging 300 per annum) between 2021/22 and 2023/24,</li> <li>• Approx 2,180 dwellings (averaging 545 dwellings per annum) between 2024/25 and 2027/28,</li> </ul>		The range of schemes tested in viability study should be representative of the different scales of delivery likely to come forward across the plan

	<ul style="list-style-type: none"> <li>Approx 6,480 dwellings (averaging 720 dwellings per annum) between 2028/29 and 2036/37.</li> </ul> <p>It is also set out how this housing will be provided: sites that already have planning permission / sites where planning permission will be granted / sites allocated in policies / specified brownfield sites or regeneration opportunities in Fareham town centre / unexpected (windfall) development.</p>		period shown in this policy.
HP1: New Residential Development	<p>Residential development within the Urban Area boundary, as shown on the Policies map, will be supported in principle.</p> <p>Residential development in locations outside of the Urban Area boundary will be permitted where one of the following applies:</p> <ul style="list-style-type: none"> <li>It involves a conversion of an existing non-residential building where: <ol style="list-style-type: none"> <li>the building is structurally sound and capable of conversion without the need for significant extension, alteration or rebuilding; and</li> <li>evidence has been provided to demonstrate that no other suitable alternative uses can be found and conversion would lead to an enhancement to the building's immediate setting.</li> </ol> </li> <li>It is for a replacement dwelling which is of an appropriate character to the location.</li> </ul>		No direct viability implications.
HP2: New Small-Scale Development Outside the Urban Areas	Promotes small scale development in sustainable locations.		No direct viability implications.
HP3: Change of Use to Garden Land	<p>A change of use of garden land will only be permitted where:</p> <ul style="list-style-type: none"> <li>It is in keeping with the scale, character and appearance of surrounding area</li> <li>It does not detract from landscape</li> </ul> <p>It respects views into and out from the site.</p>		No direct viability implications.
HP4: Five-Year Housing Land Supply	Flexible development strategy policy.		No direct viability implications.
HP5: Provision of Affordable Housing	<p>Sites that can accommodate 10 or more dwellings or sites with an area of 0.5 hectares or more shall provide:</p> <ul style="list-style-type: none"> <li>In the case of greenfield sites 40% of dwellings as affordable housing; and</li> <li>In the case of brownfield sites 35% of dwellings as affordable housing; and</li> <li>In the case of sites located within the defined Fareham town centre boundary, 20% of dwellings as affordable housing.</li> </ul> <p>The affordable housing must be provided in accordance with the following proportions:</p> <ul style="list-style-type: none"> <li>At least 10% as Social Rent; and</li> <li>At least 55% as Affordable Rent or Social Rent; and</li> <li>The remainder, but no less than 10% as Affordable Home Ownership.</li> <li>The mix of property size and type should reflect the local need and the site characteristics.</li> </ul>		<p>The viability study directly addresses the requirements of this policy.</p> <p>Testing assumptions take account of various potential levels of affordable housing provision taking into account current estimates of costs and values and across a range of different market areas reflecting different viability characteristics in the Borough.</p>

	<p>The Council will only accept affordable housing provision off site or an appropriate financial contribution in lieu where it is robustly justified and where it contributes to the objective of mixed and balanced communities.</p> <p>Viability assessment will be required where viability is an issue, along with a third party review.</p>		
HP6: Exception Sites	<p>Where there is clear evidence that affordable housing delivery is not meeting affordable need, planning permission may be granted for affordable housing on sites outside the existing urban area boundaries.</p> <p>Proposals should be:</p> <ul style="list-style-type: none"> <li>• 100% affordable, with no more than 20% provided as Starter Homes</li> <li>• Small scale (under 20 units)</li> <li>• Sensitively designed</li> <li>• Where affordable rent products are brought forward by not for profit social housing providers</li> </ul> <p>Subject to legal agreements that the units will be retained as affordable in perpetuity (excl. Starter homes).</p>		No direct viability implications. 100% affordable and would therefore be exempt for CIL, so no requirement to test.
HP7: Adaptable and Accessible Dwellings	<p>Development proposals for all new dwellings shall provide:</p> <ul style="list-style-type: none"> <li>• at least 15% of all new dwellings at Category 2 standard; and</li> <li>• on schemes of over 100 dwellings (gross), at least 2% of market housing and 5% of affordable housing, shall be provided as wheelchair accessible Category 3 properties.</li> </ul> <p>Schemes exclusively for flatted development will be expected to comply with the criteria as much as is physically possible before lifts would be a requirement.</p>		<p>The viability study directly addresses the requirements of this policy.</p> <p>Assumptions to account for the additional costs of meeting these standards are included within this appraisal.</p>
HP8: Older Persons and Specialist Housing Provision	<p>Permission will be granted for new, or extensions and additions to existing, older persons' and specialist housing where:</p> <ul style="list-style-type: none"> <li>• Sufficient parking and services are available</li> <li>• It is in a sustainable location</li> <li>• It provides appropriate provision of amenity space</li> </ul> <p>New provision shall be provided within the defined urban area unless significant unmet need exists for the particular specialist use proposed or the nature of the use warrants a more secluded location. In all instances a sequential assessment shall be provided to demonstrate that no other suitable and available sites exist in the urban area.</p>		No direct viability implications but specific typologies for older persons included within assessment
HP9: Self and Custom Build Homes	<p>This policy requires that on sites of 40 dwellings or more (gross), 10% of the overall dwellings shall be provided through the provision of plots for sale to address local self or custom build need.</p> <p>Plots which are marketed appropriately but not sold within 12 months of initial promotion, may be developed for housing other than as self and/or custom build.</p> <p>Plots cannot avoid this policy by subdividing, and it will apply to a cluster of adjoining development sites.</p>		<p>The viability study directly addresses the requirements of this policy.</p> <p>Typologies have been prepared to assess the viability implications for providing self-build plots.</p>

	Where a site's size and density make it unsuitable for self/custom build provision, exemption from the policy will be considered on an individual basis e.g. flatted development or specialist / older persons accommodation.		
HP10: Ancillary Accommodation	This policy sets out guidance on the provision of ancillary accommodation.		No direct viability implications.
HP11: Gypsies, Travellers and Travelling Showpeople	This policy sets out the guidance and conditions on which Gypsies, Travellers and Travelling Showpeople sites may be permitted. It also says that the loss of these sites will not be given planning permission, unless there is no genuine need or likely future needs for these sites in the locality.  Notes that this identified need is to be met through the allocation of land to the rear of 77 Burrigge Road in Policy HA45.		No direct viability implications.
HP12: Development Proposals within Solent Breezes Holiday Park	The policy provides guidance on planning permissions or proposals relating to the occupation of chalets or caravans at the Solent Breezes Holiday Park.		No direct viability implications.
Strategic Policy E1: Employment Land Provision	Sets out the ambition to provide 121,964 sq m of new employment floorspace.  The following sites are allocated for employment uses: <ul style="list-style-type: none"> <li>• Faraday Business Park, Daedalus</li> <li>• Swordfish Business Park, Daedalus</li> <li>• Solent 2, Whiteley</li> <li>• Land North of St Margaret's roundabout, Titchfield</li> <li>• Land at Military Road, Wallington</li> <li>• Little Park Farm, Segensworth West</li> <li>• Standard Way, Wallington</li> </ul>		No direct viability implications, however the range of employment-related typologies should reflect the type and scale that could come forward as described in this policy.
E5: Existing Employment Areas	States the intention that Employment Areas shown on the policy map will be protected within use classes B1, B2 & B8.  Proposals for the extension of new buildings and intensification will be supported where it can be demonstrated that: <ul style="list-style-type: none"> <li>• It would facilitate the creation of additional jobs; and</li> <li>• The development complies with Policy TIN1 and provides acceptable levels of parking.</li> </ul> Proposals that will result in the loss of land and/or buildings to uses other than employment within an Existing Employment Area will be permitted where policy requirements are demonstrated together with the following: <ul style="list-style-type: none"> <li>• The proposals are not for residential development; and</li> <li>• All appropriate alternative forms of employment use have been dismissed as unsuitable or unviable; and</li> <li>• It can be clearly demonstrated that the land or building is not fit for purpose and modernisation or redevelopment for employment uses would be unviable; and</li> <li>• The proposals are accompanied by details of marketing of the vacant site/building covering a period of not fewer than twelve months; and</li> </ul>		No direct viability implications, however the range of employment-related typologies should reflect the type and scale that could come forward as described in this policy.

	<ul style="list-style-type: none"> <li>Where proposals are for 'main town centre uses', such as retail and leisure facilities, but excluding offices, a full sequential assessment will be required as part of a planning application.</li> </ul>		
E6: Boatyards	Existing boatyards shall be retained for marine related employment, unless no longer financially viable. Sets out guidance for when extensions or intensification might be considered.		No direct viability implications.
E7: Solent Airport	States that Solent Airport will be retained for airport related uses to support aviation activities, unless it can be demonstrated that such uses are no longer financially viability.		No direct viability implications.
Strategic Policy R1: Retail Hierarchy and Protecting the Vitality and Viability of Centres	<p>The policy states that main town centre uses will be permitted within the defined town, district and local centres and small parades, provided that they are designed at a scale and character and contribute to the identified retail floorspace need.</p> <p>The policy sets out the hierarchy as:</p> <ul style="list-style-type: none"> <li>Town Centre – Fareham</li> <li>District Centres – Locks Heath, Portchester, Welborne</li> <li>Local Centres – Broadlaw Walk (Fareham), Gull Coppice (Whiteley), Highlands Road (Fareham), Park Gate, Stubbington, Titchfield, Warsash and Welborne</li> <li>Small Parades – various locations</li> </ul>		No direct viability implications, however the range of retail typologies should reflect the type and scale of uses that could come forward from this policy.
R2: Out-of-Town Proposals for Town Centre Uses	<p>States that main town uses proposed in out of town locations will only be permitted where there is no significant harm, subject to a number of conditions including; being sequentially tested, appropriate parking is provided, the site is accessible particularly by public transport, the scale and design are appropriate to surroundings and that the proposal would not have any unacceptable environment, amenity or traffic implications.</p> <p>Proposals for over 500sq m (or extensions of this figure and above) would require an impact assessment carried out in accordance with the NPPF.</p>		No direct viability implications, however the range of retail typologies should reflect the type and scale of uses that could come forward from this policy.
R3: Local Shops	Policy indicates that the change of use of local shops outside the defined retail centre will be permitted where there is an existing alternative local shop that can conveniently serve the area; or the unit has been vacant for a reasonable period of time.		No direct viability implications.
Strategic Policy R4: Community and Leisure Facilities	Development proposals for new or extended community and leisure facilities will be supported where they meet it is demonstrated that there is a need for the facility that cannot be met by existing facilities elsewhere, and consideration has been given to the shared use, re-use and/or redevelopment of existing buildings in the local community; and the proposals represent the provision of facilities that are of equal or better quality and function to existing facilities being replaced. The site also has to be accessible and inclusive to the local communities it serves.		No direct viability implications.

	<p>Where proposals for community and leisure facilities are considered to be main town centre uses, and are proposed outside of the identified centres, Policy R2 shall apply.</p> <p>Development proposals that would result in the loss of community or publicly owned or managed facilities will be permitted where the facility is no longer needed and no alternative community use of the facility is practical or viable. Or / and if any proposed replacement or improved facilities will be of sufficient equivalent or better in terms of quality, function and accessibility.</p>		
Strategic Policy CC1: Climate Change	<p>This policy sets out how the Council promotes mitigation and adaption to climate change, though their development strategy, ensuring allocations take into account climate change through flood risk assessment and sequential testing of sites, integrating Green and Blue Infrastructure into the design of developments, adopting higher water efficiency standards, and supporting the reuse and use of sustainably sourced materials and supporting the integration of energy efficiency, exceeding Building Regulations requirements, renewable and low carbon technologies into residential and commercial developments of all sizes.</p>		<p>Some viability implications to consider within testing. Associated costs within standard development costs plus implications of higher building standards.</p>
CC2: Managing Flood Risk and Sustainable Drainage Systems	<p>SuD's to be incorporated into new development and reiteration of national policy towards flood risk.</p>		<p>No direct viability implications. Associated costs within standard development costs.</p>
CC3: Coastal Change Management Areas (CCMA's)	<p>The policy guides development in coastal areas, stating it will only be permitted where it will not result in an increased risk to life or significantly increase the risk to any proper. The policy sets out two areas (Hook Spit to Workman's Lane and Hook Park to Meon Shore) where development will not be permitted.</p>		<p>No direct viability implications.</p>
CC4: Renewable and Low Carbon Energy	<p>Proposals for the delivery of renewable and low carbon energy (excluding wind turbines proposals) and the associated infrastructure will be supported provided that there are no severe adverse impacts the character of the surrounding landscape, heritage assets, ecology, surroundings (including air quality, shadow flicker, waste and noise) of local residents and businesses, and traffic.</p> <p>Proposals will need to be accompanied by a feasibility study. Proposals will only be supported where the benefit of the development outweighs the harm and reasonable measures for mitigation can be demonstrated.</p>		<p>No direct viability implications.</p>
Strategic Policy NE1: Protection of Nature Conservation, Biodiversity and Local Ecological Network	<p>Policy sets out certain conditions for where a development might be permitted. This includes where it can be demonstrated that:</p> <ul style="list-style-type: none"> <li>• Designated sites, sites of nature conservation and priority habitats are protected</li> <li>• Protected and priority species and their associated habitats, breeding areas and foraging areas are protected</li> <li>• Proposals would not prejudice the</li> <li>• ecological network</li> </ul>		<p>There are no specific viability implications. The means of complying with the policy are provided within typical assumptions for development costs and professional fees (e.g. ecological surveys). In most cases it is expected that</p>

	<ul style="list-style-type: none"> <li>Alternative layouts or designs have been fully considered</li> <li>Suitable mitigation can be provided</li> </ul> <p>Policy encourages that proposals should seek to provide opportunities to incorporate biodiversity within the development.</p> <p>Proposals need to include adequate and proportionate information to enable a proper assessment. And proposals that provide enhancements, local habitat restoration, creation and management, independently on-site and/or off site will be supported.</p>		requirements can be accommodated within typical development sites (e.g. through Masterplanning) and allowances for planning obligations (e.g. open space).
NE2: Biodiversity Net Gain	The development of one or more dwelling or a new commercial/leisure building should provide at least 10% net gain for biodiversity for the lifetime of the development.		Allowances for BNG within cost assumptions
NE3: Recreational Disturbance on the Solent Special Protection Areas (SPAs)	<p>Planning permission for proposals resulting in a net increase in residential units will be permitted where a financial contribution is made towards the Solent Recreation Mitigation Strategy.</p> <p>In the absence of a financial contribution towards the Solent Recreation Mitigation Strategy, proposals will need to avoid or mitigate any 'in combination' negative effects from recreation through a developer-provided package of measures for the lifetime of the development.</p>		Typologies have been tested with appropriate cost assumptions for financial contributions towards the Solent Recreation Mitigation Partnership strategy.
NE4: Water Quality Effects on the Special Protection Areas (SPAs), Special Areas of Conservation (SACs) and Ramsar Sites of the Solent.	Planning permission will be granted where the integrity of the designated sites is maintained, having regard to the effect of nutrients on the designated sites arising from increased wastewater production.		Allowances for mitigation within cost assumptions
NE5: Solent Wader and Brent Goose Sites	<p>Sites used by Solent Waders and/or Brent Geese will be protected from adverse impacts commensurate to their status in the hierarchy of the Solent Wader and Brent Geese Network.</p> <p>In Core and Primary Support Areas, development will only be permitted where the proposal has avoided or adequately mitigated impacts on site, or where it can be clearly demonstrated that criteria is not feasible or practicable, and a suitable replacement site, agreed to be suitable by all bodies, is provided and secured for the lifetime of the development.</p> <p>In Secondary Support Areas, development will only be permitted where adequate on site mitigation is provided, or a suitable replacement habitat is provided, or where these aren't appropriate a smaller replacement area is agreed and secured in perpetuity and a financial contribution is provided.</p> <p>Development on Low Use Sites will only be permitted where on site mitigation is provided, or off site enhancement and / or financial contribution is provided.</p>		No direct viability implications.



	<p>Development on Candidate Sites will only be permitted where consecutive surveys are undertaken to determine the classification of the site and the above requirements are met.</p> <p>Indirect effects to a Solent Wader and Brent Geese site from development proposals shall be avoided or a suitable package of mitigation measures should be secured.</p>		
NE6: Trees, Woodland and Hedgerows	<p>This policy states that development should avoid the unnecessary loss of non-protected trees, hedgerows and woodland, or provide for their replacement.</p> <p>The removal of protected trees, groups of trees, woodland or hedgerows will only be permitted in exceptional circumstances.</p>		No direct viability implications.
NE7: New Moorings	The policy guides development of new moorings.		No direct viability implications.
NE8: Air Quality	Measure to improve air quality including installation of EV charging points at 1 per residential dwelling with off street parking and 1 rapid charge per 10 dwellings or 1,000 sq m of commercial floorspace.		Include allowance for EV points within testing.
NE9: Green Infrastructure	<p>Development proposals are expected to provide Green Infrastructure which is fully integrated into development and maximises opportunities to connect to the wider GI Network.</p> <p>Proposals that reduce the integrity of the existing green infrastructure network will only be permitted, where suitable mitigation is identified and secured.</p> <p>Policy also sets guidelines for proposals that directly impact upon, or are adjacent to, GI projects that are included within the Fareham Borough or PUSH Green Infrastructure Strategy.</p>		<p>There are no specific viability implications.</p> <p>The means of complying with the policy are provided within typical assumptions for development costs and professional fees (e.g. ecological surveys). In most cases it is expected that requirements can be accommodated within typical development sites (e.g. through Masterplanning) and allowances for planning obligations (e.g. open space).</p>
NE10: Protection and Provision of Open Space	<p>Development on open space will be permitted provided:</p> <ul style="list-style-type: none"> <li>• The open space, or the relevant part, is clearly shown to be surplus to local requirements and will not be needed in the long-term; or</li> <li>• The loss of open space is to be replaced by at least equivalent or better in terms of quantity, quality and accessibility and there will be no overall negative impact on the provision of open space; or</li> <li>• The development is for alternative sports and recreational provision, which meets locally identified needs and clearly outweighs the loss of the current or former use.</li> </ul> <p>Residential development will be required to provide open and play space to meet the needs of new residents. Where possible, development shall address any additional identified deficiencies in open space highlighted within the most recent Open Space study.</p>		<p>There are no specific viability implications.</p> <p>The means of complying with the policy are provided within typical assumptions for development costs and professional fees (e.g. ecological surveys). In most cases it is expected that requirements can be accommodated within typical development sites (e.g. through Masterplanning) and allowances for planning obligations (e.g. open space).</p>
NE11: Local Green Space	Proposals that protect or enhance Local Green Space designations will be permitted. Appropriate forms of		No direct viability implications.

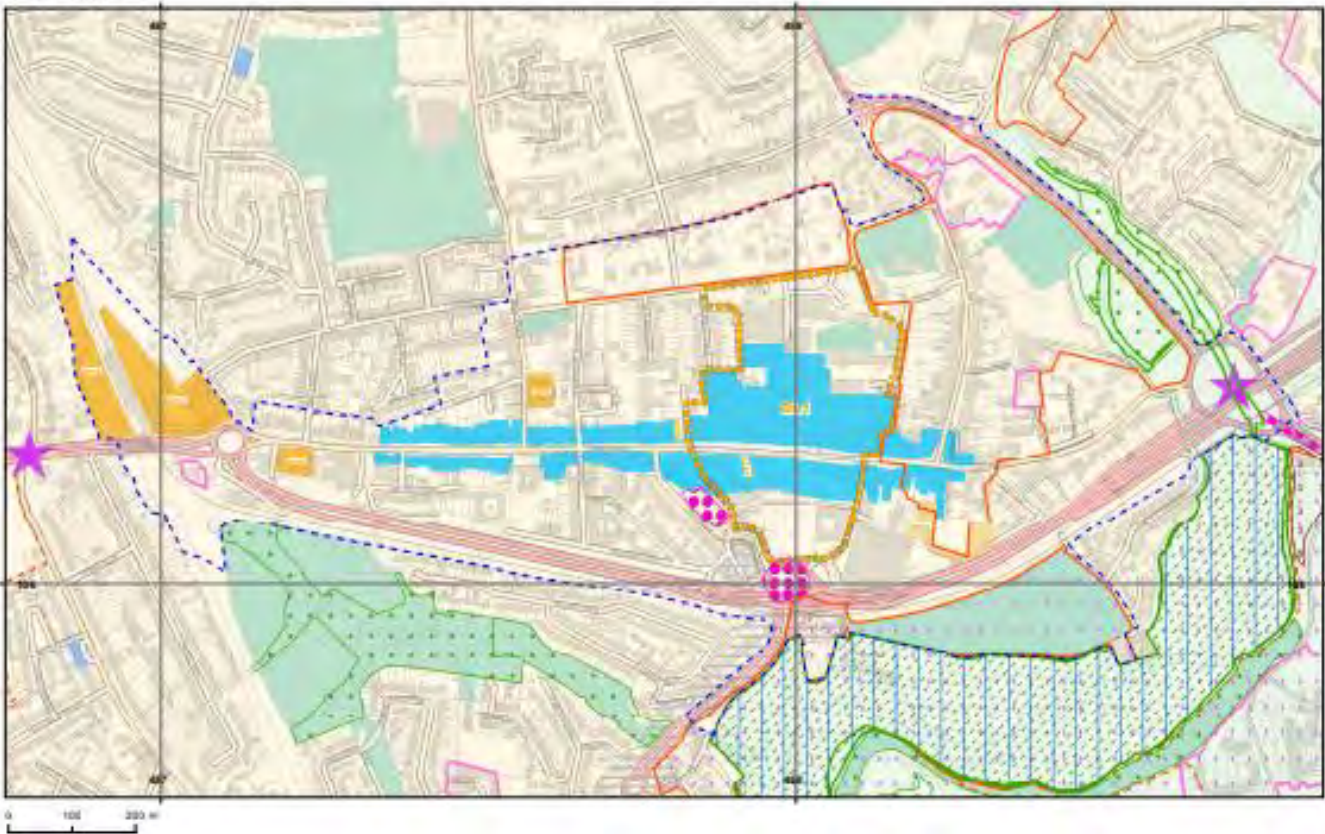
	development what would be permitted within Local Green Spaces are new buildings or facilities for outdoor sport or recreation, allotments, cemeteries and burial grounds or community areas. As long as any extension, alteration, replacement of buildings don't disproportionately impact Local Green Spaces.		
Strategic Policy TIN1: Sustainable Transport	<p>Policy sets out how new development should reduce the need to travel by motorised vehicle through the promotion of sustainable and active travel modes, offering a genuine choice of mode of travel.</p> <p>Development will be permitted where it contributes to the delivery of cycle, pedestrian and other non-road user routes and connects with public transport networks, and facilitates access to public transport services, and provides an internal layout compatible for all users.</p>		No direct viability implications.
TIN2: Highway Safety and Road Network	Development will be permitted where there is no unacceptable impact on highway safety, and the residual cumulative impact on the road networks is not severe, and the impacts are mitigated through a sequential approach, and provision of improvements or contributions.		No direct viability implications.
TIN3: Safeguarding Routes	Development will not be permitted where proposals may compromise the ability of the Highway Authority to deliver public transport highway interventions at the safeguarded locations as shown on the Policy map at: Delme Roundabout, the A27 from Delme Roundabout to Portsmouth boundary, Quay Street Roundabout and Fareham Bus Station.		No direct viability implications.
TIN4: Infrastructure Delivery	<p>Developments (excluding householder applications) will be required to provide and contribute towards the delivery of new or improved infrastructure, or other mitigation, to mitigate the impacts of the development.</p> <p>Where appropriate, the Council will require developers to provide this infrastructure as part of development proposals. Alternatively, this must be secured by planning obligations.</p>		Testing assumptions include allowances for typical planning contributions towards infrastructure requirements.
D1: High Quality Design and Place Making	<p>All development proposals and spaces will be of high quality, based on principles of urban design and sustainability to help create quality places.</p> <p>Development will be permitted where they comply with the following key characteristics of high quality design has been demonstrated, covering: context / identity / built form / movement / nature / public spaces / uses / homes and buildings / resources / lifespan.</p>		No direct viability implications.
D2: Ensuring Good Environmental Conditions	<p>Development must ensure good environmental conditions for all new and existing users of buildings and external space. Development proposals, including changes of use, will be permitted where they:</p> <ul style="list-style-type: none"> <li>Do not have an unacceptable adverse impact on the environmental conditions of future occupiers and users or on adjacent/nearby occupants and users through ensuring appropriate outlook and ventilation and providing adequate daylight, sunlight and privacy; and</li> <li>Do not, individually, or cumulatively, have an unacceptable adverse environmental impact, either on neighbouring occupants, adjoining land, or the wider environment; and</li> </ul>		No direct viability implications.

	<ul style="list-style-type: none"> <li>Can demonstrate that the future occupants and users of the development site will not be unacceptably adversely impacted from existing activities in the surrounding area.</li> </ul>		
D3: Coordination of Development and Piecemeal Proposals	<p>Indicates that where proposals come forward that are part of a wider development site, supporting information will be expected to demonstrate that the proposal will not prejudice the development of the adjoining site(s) and that the proposal maximises place-making opportunities.</p> <p>Applications which seek to evade infrastructure provision by not fully maximising the use of the site or by putting forward piecemeal development will not be supported</p>		No direct viability implications.
D4: Water Quality and Resources	<p>The Council together with its partners will seek to improve water quality and manage the use of water resources by ensuring development proposals provide for the satisfactory supply and disposal of surface and waste water. Development proposals must not be detrimental to the management and protection of river, coastal and groundwater and will take opportunities to enhance these resources.</p> <p>All new dwellings shall achieve as a minimum the Optional Technical Housing Standard for Water efficiency of no more than 110 litres per person per day. Development that achieves a higher technical standard of 100 litres per person per day, incl the use of grey water recycling, will be supported.</p>		No direct viability implications – cost to comply is de minimus
D5: Internal Space Standards	<p>All new dwellings, including subdivisions and conversions shall meet as a minimum the nationally described (internal) space standards (or future equivalent) as set out in the government's housing technical paper: 'Technical housing standards – nationally described space standard' (2015).</p>		No direct viability implications. But all viability testing will meet these standards.
Strategic Policy HE1: Historic Environment and Heritage Assets	<p>All development should seek to conserve and enhance the historic environment and heritage assets, in line with local and national policy. The Council will take appropriate positive steps to conserve and enhance the Borough's historic environment and heritage assets.</p>		No direct viability implications.
HE2: Conservation Areas	<p>Policy sets out how development affecting a Conservation Area should preserve or enhance the special architectural, historic character or appearance of the Conservation Area. By taking into account the Character and Management Strategy, retaining details which make a positive contribution to the area, ensuring the design of all development is appropriate to the area, and protecting open spaces and views which are important to the character of the area.</p> <p>Proposals which would cause substantial harm to the significance and character of a Conservation Area will not be permitted unless it is demonstrated that the harm would be outweighed by substantial public benefits.</p> <p>Proposals which would cause less than substantial harm to the significance and character of the Conservation Area will be considered against the public benefits to be gained.</p>		No direct viability implications.
HE3: Listed Buildings and Structures and/or their Settings	<p>Policy sets out how development affecting a listed building/structure and/or its setting should preserve or enhance any features of historic interest they possess, and how they must demonstrate sufficient understanding of and respond to the historic environment. By accompanying any proposals to</p>		No direct viability implications.

	<p>alter or extend with a Heritage Statement, ensuring that proposals have well-considered design, any changes should be compatible with and respect the special architectural or historic interest of the asset or its setting, and the demolition of structures within the curtilage of a listed building are supported by robust evidence that demonstrates that the structure is beyond meaningful use / repair or is not of any interest to the principal listed building.</p> <p>Proposals which would cause substantial harm to or the total loss of the listed building/structure will be refused unless it can be demonstrated that such a proposal would provide substantial public benefits which would outweigh the harm caused to the listed building/heritage asset.</p> <p>The policy also sets out the requirements of where total or partial loss of a listed building/structure is to be permitted.</p> <p>Proposals which would cause less than substantial harm to the significance of the heritage asset will be considered against the other public benefits to be gained.</p>		
HE4: Archaeology	<p>Development which would result in harm to the significance of a Scheduled Monument or other nationally important archaeological site will not be permitted unless the tests set out in the NPPF are met. The policy sets this out.</p>		No direct viability implications.
HE5: Locally Listed Buildings and Non-designated Heritage Assets	<p>Non-designated heritage assets recorded on the Council's list will be protected from development that would unacceptably harm their architectural and historic interest, and/or setting taking account of their significance.</p> <p>Development proposals which would affect the significance of one, must include a description and assessment of the significance of the asset, a description of the impact the proposed works would have on the significance and special character of the asset, and justification for the works.</p> <p>Where development would demonstrably harm the significance and/or setting of a non-designated heritage asset, consent will be refused unless it can be demonstrated that this harm is outweighed by public benefits. The Council will consider whether spot-listing is warranted, as appropriate.</p>		No direct viability implications.
Policy HE6: Heritage at Risk	<p>Development affecting heritage assets that are deemed at risk by national heritage at risk registers will be supported where the proposals constitute the optimum viable use, consistent with the conservation of the heritage asset. Where a proposed development would conflict with other policies in the Plan, but would secure the conservation of a heritage asset, the Council will consider whether the benefits of conservation would outweigh any harm caused from departing from other policies. The extent of any such enabling development should be no greater than necessary to make the conservation of the heritage asset viable.</p>		No direct viability implications.

## Appendix C Fareham Town Centre inset map

INSET MAP



## Appendix D Residential sales transactions

House Number	Street	Postcode	Floorspace Sq m	Price Paid	HPI Adjusted Price	Price per Sq m
FLAT 24	BOTLEY ROAD	SO31 1EZ	51	£304,950	£341,616	£6,698
FLAT 27	BOTLEY ROAD	SO31 1EZ	79	£434,950	£489,255	£6,193
9	GOLD CLOSE	PO14 1FP	65	£320,000	£393,508	£6,054
FLAT 19	BOTLEY ROAD	SO31 1EZ	54	£299,950	£311,821	£5,774
58	AGINCOURT DRIVE	SO31 7PG	71	£352,000	£449,134	£6,326
FLAT 8	BOTLEY ROAD	SO31 1EZ	54	£292,450	£333,083	£6,168
FLAT 18	BOTLEY ROAD	SO31 1EZ	54	£292,700	£325,222	£6,023
FLAT 4	BOTLEY ROAD	SO31 1EZ	54	£286,950	£315,607	£5,845
56	AGINCOURT DRIVE	SO31 7PG	71	£340,000	£402,356	£5,667
FLAT 31	BOTLEY ROAD	SO31 1EZ	81	£425,950	£447,505	£5,525
FLAT 3	BOTLEY ROAD	SO31 1EZ	54	£287,950	£323,901	£5,998
FLAT 33	BOTLEY ROAD	SO31 1EZ	54	£283,950	£316,052	£5,853
FLAT 2	BOTLEY ROAD	SO31 1EZ	54	£296,950	£330,742	£6,125
FLAT 6	BOTLEY ROAD	SO31 1EZ	54	£280,950	£311,210	£5,763
FLAT 20	BOTLEY ROAD	SO31 1EZ	54	£295,950	£337,069	£6,242
FLAT 21	BOTLEY ROAD	SO31 1EZ	54	£270,000	£306,002	£5,667
FLAT 21	TRINITY STREET	PO16 7SJ	58	£289,995	£326,202	£5,624
9	SAPPHIRE CLOSE	SO31 6BT	62	£280,000	£348,226	£5,617
24	COMPASS WAY	SO31 7PS	87	£384,995	£485,446	£5,580
FLAT 42	BOTLEY ROAD	SO31 1EZ	56	£281,950	£314,585	£5,618
FLAT 28	BOTLEY ROAD	SO31 1EZ	56	£279,950	£311,159	£5,556
55	AGINCOURT DRIVE	SO31 7PH	120	£520,000	£621,935	£5,183
FLAT 32	BOTLEY ROAD	SO31 1EZ	54	£289,950	£317,029	£5,871
FLAT 57	HAMILTON ROAD	SO31 7PU	66	£325,000	£341,447	£5,173
FLAT 51	HAMILTON ROAD	SO31 7PU	66	£315,000	£344,419	£5,218
FLAT 5	BOTLEY ROAD	SO31 1EZ	54	£276,450	£297,332	£5,506
FLAT 7	HAMILTON ROAD	SO31 7PU	66	£325,000	£361,442	£5,476
5	SAPPHIRE CLOSE	SO31 6BT	62	£275,000	£337,783	£5,448
53	AGINCOURT DRIVE	SO31 7PH	120	£520,000	£605,668	£5,047

House Number	Street	Postcode	Floorspace Sq m	Price Paid	HPI Adjusted Price	Price per Sq m
FLAT 8	HAMILTON ROAD	SO31 7PU	66	£320,000	£354,466	£5,371
FLAT 32	HAMILTON ROAD	SO31 7PU	66	£315,000	£345,975	£5,242
FLAT 7	BOTLEY ROAD	SO31 1EZ	54	£260,950	£289,056	£5,353
26	NORMANDY ROAD	PO14 1FJ	88	£365,000	£425,229	£4,832
FLAT 63	HAMILTON ROAD	SO31 7PU	66	£315,000	£332,220	£5,034
FLAT 2	HAMILTON ROAD	SO31 7PU	66	£315,000	£345,975	£5,242
FLAT 18	HAMILTON ROAD	SO31 7PU	94	£445,000	£498,504	£5,303
FLAT 15	BOTLEY ROAD	SO31 1EZ	82	£386,950	£427,423	£5,212
21	JUNO CLOSE	PO14 1FN	88	£372,500	£479,531	£5,449
FLAT 67	HAMILTON ROAD	SO31 7PU	94	£443,950	£494,099	£5,256
25	COMPASS WAY	SO31 7PS	87	£370,000	£442,531	£5,087
19	JUNO CLOSE	PO14 1FN	79	£332,000	£387,087	£4,900
1	UTAH CLOSE	PO14 1FT	88	£365,000	£455,376	£5,175
FLAT 20	HAMILTON ROAD	SO31 7PU	89	£418,000	£463,328	£5,206
FLAT 14	HAMILTON ROAD	SO31 7PU	66	£305,000	£341,672	£5,177
FLAT 9	HAMILTON ROAD	SO31 7PU	90	£422,500	£477,177	£5,302
28	COMPASS WAY	SO31 7PS	112	£450,000	£469,593	£4,193
59	AGINCOURT DRIVE	SO31 7PH	143	£585,000	£689,637	£4,823
3	MONTEFIORE DRIVE	SO31 7PJ	148	£599,000	£741,056	£5,007
14	COMPASS WAY	SO31 7PS	112	£459,995	£578,164	£5,162
FLAT 28	HAMILTON ROAD	SO31 7PU	66	£305,000	£328,039	£4,970
FLAT 8	MONTEFIORE DRIVE	SO31 7PJ	61	£275,000	£304,745	£4,996
22	JUNO CLOSE	PO14 1FN	88	£372,500	£460,841	£5,237
19	COMPASS WAY	SO31 7PS	112	£449,995	£540,945	£4,830

House Number	Street	Postcode	Floorspace Sq m	Price Paid	HPI Adjusted Price	Price per Sq m
FLAT 66	HAMILTON ROAD	SO31 7PU	90	£422,500	£478,106	£5,312
FLAT 33	HAMILTON ROAD	SO31 7PU	66	£295,000	£321,814	£4,876
60	AGINCOURT DRIVE	SO31 7PG	120	£479,995	£601,531	£5,013
FLAT 45	HAMILTON ROAD	SO31 7PU	90	£412,000	£455,243	£5,058
5	JUNO CLOSE	PO14 1FN	65	£260,000	£281,118	£4,325
24	NORMANDY ROAD	PO14 1FJ	79	£320,000	£341,638	£4,325
15	COMPASS WAY	SO31 7PS	82	£359,995	£450,558	£5,495
7	WILLOW BROOK CLOSE	PO14 4GE	71	£280,000	£347,478	£4,894
8	NORMANDY ROAD	PO14 1FJ	79	£320,000	£398,115	£5,039
6	NORMANDY ROAD	PO14 1FJ	79	£320,000	£390,236	£4,940
12	COMPASS WAY	SO31 7PS	112	£449,039	£509,008	£4,545
15	JUNO CLOSE	PO14 1FN	65	£260,000	£321,621	£4,948
FLAT 38	HAMILTON ROAD	SO31 7PU	66	£299,000	£332,526	£5,038
3	JUNO CLOSE	PO14 1FN	65	£262,500	£321,824	£4,951
7	SAPPHIRE CLOSE	SO31 6BT	62	£255,000	£325,215	£5,245
10	GOLD CLOSE	PO14 1FP	65	£260,000	£322,658	£4,964
26	CAVENDISH DRIVE	SO31 6BP	79	£312,000	£379,808	£4,808
8	COMPASS WAY	SO31 7PS	82	£330,000	£349,948	£4,268
16	JUNO CLOSE	PO14 1FN	65	£257,500	£318,136	£4,894
20	JUNO CLOSE	PO14 1FN	79	£315,000	£376,089	£4,761
28	NORMANDY ROAD	PO14 1FJ	88	£345,000	£426,071	£4,842
FLAT 15	HAMILTON ROAD	SO31 7PU	87	£385,000	£433,032	£4,977
16	COMPASS WAY	SO31 7PS	87	£375,000	£411,774	£4,733
2	THISTLE CLOSE	PO16 9FL	58	£224,995	£246,212	£4,245
51	AGINCOURT DRIVE	SO31 7PH	120	£475,000	£594,156	£4,951



House Number	Street	Postcode	Floorspace Sq m	Price Paid	HPI Adjusted Price	Price per Sq m
62	SOUTHFIELDS	PO16 9FG	69	£262,995	£305,504	£4,428
100	SOUTHFIELDS	PO16 9FG	112	£439,995	£550,684	£4,917
12	THISTLE CLOSE	PO16 9FL	58	£229,995	£282,319	£4,868
FLAT 12	HAMILTON ROAD	SO31 7PU	90	£422,500	£470,579	£5,229
4	JUNO CLOSE	PO14 1FN	65	£255,000	£313,012	£4,816
7	PEWIT VIEW	PO16 9FF	84	£329,950	£407,646	£4,853
10A	WHITE HART LANE	PO16 9BS	75	£295,000	£317,999	£4,240
2	JUNO CLOSE	PO14 1FN	65	£265,000	£310,175	£4,772
4	UTAH CLOSE	PO14 1FT	65	£255,000	£280,026	£4,308
10	PEWIT VIEW	PO16 9FF	84	£327,950	£405,208	£4,824
6	WHITE HART LANE	PO16 9BS	75	£295,000	£366,881	£4,892
3	THISTLE CLOSE	PO16 9FL	58	£224,995	£273,897	£4,722
4	WILLOW BROOK CLOSE	PO14 4GE	95	£364,950	£449,221	£4,729
5	MONTEFIORE DRIVE	SO31 7PJ	165	£640,000	£765,459	£4,639
15	PEWIT VIEW	PO16 9FF	84	£327,950	£406,245	£4,836
64	SOUTHFIELDS	PO16 9FG	69	£262,995	£327,168	£4,742
7	UTAH CLOSE	PO14 1FT	84	£325,000	£396,110	£4,716
57	AGINCOURT DRIVE	SO31 7PH	165	£650,000	£757,257	£4,589
4	PEWIT VIEW	PO16 9FF	84	£323,950	£399,618	£4,757
16	PEWIT VIEW	PO16 9FF	87	£339,950	£427,099	£4,909
6	UTAH CLOSE	PO14 1FT	79	£300,000	£343,485	£4,348
7	COMPASS WAY	SO31 7PS	82	£329,995	£416,499	£5,079
10	NORMANDY ROAD	PO14 1FJ	88	£365,000	£397,019	£4,512
FLAT 9	MONTEFIORE DRIVE	SO31 7PJ	68	£285,000	£316,588	£4,656
2	WILLOW BROOK CLOSE	PO14 4GE	95	£374,950	£478,594	£5,038
FLAT 2	MONTEFIORE DRIVE	SO31 7PJ	61	£259,000	£290,092	£4,756
FLAT 7	MONTEFIORE DRIVE	SO31 7PJ	68	£285,000	£321,747	£4,732
8	WILLOW BROOK CLOSE	PO14 4GE	71	£275,000	£338,171	£4,763
FLAT 1	FIRECRACKER DRIVE	SO31 6BU	46	£203,000	£225,556	£4,903

House Number	Street	Postcode	Floorspace Sq m	Price Paid	HPI Adjusted Price	Price per Sq m
20	BERRY CLOSE	PO16 9FJ	84	£304,995	£334,904	£3,987
17	PEWIT VIEW	PO16 9FF	84	£315,000	£385,905	£4,594
1	THISTLE CLOSE	PO16 9FL	69	£254,995	£314,523	£4,558
11	THISTLE CLOSE	PO16 9FL	69	£258,995	£319,221	£4,626
18	JUNO CLOSE	PO14 1FN	65	£260,000	£321,251	£4,942
66	SOUTHFIELDS	PO16 9FG	80	£289,995	£350,403	£4,380
3	UTAH CLOSE	PO14 1FT	79	£300,000	£378,142	£4,787
69	SOUTHFIELDS	PO16 9FG	89	£332,995	£394,860	£4,437
9	THISTLE CLOSE	PO16 9FL	89	£322,995	£366,131	£4,114
29	SOUTHFIELDS	PO16 9FG	69	£259,995	£293,713	£4,257
4	THISTLE CLOSE	PO16 9FL	69	£252,995	£292,792	£4,243
4	MAGNOLIA VIEW	SO31 7PW	87	£322,500	£398,934	£4,585
14	THISTLE CLOSE	PO16 9FL	58	£229,995	£293,325	£5,057
18	SWORD DRIVE	PO14 1FS	140	£500,000	£621,581	£4,440
12	PEWIT VIEW	PO16 9FF	87	£339,950	£367,561	£4,225
27	COMPASS WAY	SO31 7PS	112	£469,995	£574,929	£5,133
18	COMPASS WAY	SO31 7PS	138	£499,995	£524,043	£3,797
FLAT 4	MONTEFIORE DRIVE	SO31 7PJ	68	£279,995	£305,445	£4,492
FLAT 26	HAMILTON ROAD	SO31 7PU	66	£285,000	£317,220	£4,806
45	SOUTHFIELDS	PO16 9FG	69	£262,995	£308,101	£4,465
6	THISTLE CLOSE	PO16 9FL	89	£322,995	£399,081	£4,484
47	SOUTHFIELDS	PO16 9FG	91	£332,995	£398,272	£4,377
30	NORMANDY ROAD	PO14 1FJ	84	£327,500	£398,676	£4,746
FLAT 5	MONTEFIORE DRIVE	SO31 7PJ	61	£249,995	£280,170	£4,593
6	JUNO CLOSE	PO14 1FN	79	£309,000	£331,425	£4,195
9	PEWIT VIEW	PO16 9FF	87	£337,950	£415,581	£4,777
43	SOUTHFIELDS	PO16 9FG	69	£264,995	£333,599	£4,835
2	BERRY CLOSE	PO16 9FJ	91	£332,995	£349,011	£3,835
18	BERRY CLOSE	PO16 9FJ	84	£304,995	£318,275	£3,789
61	SOUTHFIELDS	PO16 9FG	84	£304,995	£334,904	£3,987
2	UTAH CLOSE	PO14 1FT	116	£425,000	£490,444	£4,228
68	SOUTHFIELDS	PO16 9FG	80	£289,995	£355,821	£4,448
84	SOUTHFIELDS	PO16 9FG	84	£304,995	£359,549	£4,280
19	SOUTHFIELDS	PO16 9FG	112	£399,995	£423,743	£3,783
4A	WHITE HART LANE	PO16 9BS	94	£340,000	£396,414	£4,217

House Number	Street	Postcode	Floorspace Sq m	Price Paid	HPI Adjusted Price	Price per Sq m
1	BERRY CLOSE	PO16 9FJ	91	£324,995	£406,522	£4,467
6	SWORD DRIVE	PO14 1FS	140	£495,000	£538,423	£3,846
5	UTAH CLOSE	PO14 1FT	65	£260,000	£317,799	£4,889
65	SOUTHFIELDS	PO16 9FG	84	£304,995	£377,205	£4,491
67	SOUTHFIELDS	PO16 9FG	84	£304,995	£380,328	£4,528
72	SOUTHFIELDS	PO16 9FG	80	£292,995	£359,153	£4,489
8	PEWIT VIEW	PO16 9FF	87	£339,950	£410,642	£4,720
2	HOPE LODGE CLOSE	PO15 6FH	150	£540,000	£667,849	£4,452
12	BERRY CLOSE	PO16 9FJ	91	£339,950	£417,879	£4,592
12	SWORD DRIVE	PO14 1FS	140	£500,000	£504,267	£3,602
6	WILLOW BROOK CLOSE	PO14 4GE	86	£339,950	£396,356	£4,609
5	WILLOW BROOK CLOSE	PO14 4GE	86	£339,950	£427,888	£4,975
21	PEWIT VIEW	PO16 9FF	84	£325,000	£378,543	£4,506
45	CAVENDISH DRIVE	SO31 6BN	103	£370,000	£473,772	£4,600
6	WILDWOOD CLOSE	PO14 4GB	120	£435,000	£547,914	£4,566
1	WILLOW BROOK CLOSE	PO14 4GE	119	£430,000	£538,877	£4,528
20	SWORD DRIVE	PO14 1FS	130	£475,000	£585,950	£4,507
6	SOUTHFIELDS	PO16 9FG	80	£284,995	£341,206	£4,265
3	WILLOW BROOK CLOSE	PO14 4GE	119	£425,000	£508,313	£4,272
1	SOUTHFIELDS	PO16 9FG	91	£349,995	£366,829	£4,031
23	COMPASS WAY	SO31 7PS	155	£565,000	£699,951	£4,516
4	WHITE HART LANE	PO16 9BS	75	£265,000	£299,367	£3,992
3	SOUTHFIELDS	PO16 9FG	89	£314,995	£401,299	£4,509
17	COMPASS WAY	SO31 7PS	155	£570,000	£685,204	£4,421
18	PEWIT VIEW	PO16 9FF	84	£299,950	£369,700	£4,401
29	COMPASS WAY	SO31 7PS	112	£449,995	£476,712	£4,256
FLAT 9	WEST STREET	PO16 0EN	45	£185,724	£205,813	£4,574
3	NORMANDY ROAD	PO14 1FJ	140	£500,000	£619,426	£4,424
14	BERRY CLOSE	PO16 9FJ	84	£307,995	£361,477	£4,303
5	PEWIT VIEW	PO16 9FF	84	£315,000	£384,603	£4,579

House Number	Street	Postcode	Floorspace Sq m	Price Paid	HPI Adjusted Price	Price per Sq m
76	SOUTHFIELDS	PO16 9FG	130	£449,995	£530,484	£4,081
4	SOUTHFIELDS	PO16 9FG	89	£314,995	£325,438	£3,657
20	PEWIT VIEW	PO16 9FF	84	£319,000	£373,381	£4,445
20	NORMANDY ROAD	PO14 1FJ	88	£365,000	£467,330	£5,311
5	SWORD DRIVE	PO14 1FS	140	£490,000	£603,195	£4,309
10	SOUTHFIELDS	PO16 9FG	89	£316,995	£385,956	£4,337
11	PEWIT VIEW	PO16 9FF	84	£327,950	£399,230	£4,753
24	CAVENDISH DRIVE	SO31 6BP	80	£290,000	£364,040	£4,550
2	COMPASS WAY	SO31 7PS	62	£245,000	£269,468	£4,346
11	UTAH CLOSE	PO14 1FT	116	£415,000	£528,704	£4,558
10	WILLOW BROOK CLOSE	PO14 4GE	71	£280,000	£309,286	£4,356
5	SOUTHFIELDS	PO16 9FG	80	£284,995	£351,564	£4,395
20	COMPASS WAY	SO31 7PS	138	£500,000	£543,862	£3,941
23	PEWIT VIEW	PO16 9FF	87	£299,950	£338,849	£3,895
25	PEWIT VIEW	PO16 9FF	87	£299,950	£373,140	£4,289
24	PEWIT VIEW	PO16 9FF	87	£299,950	£370,888	£4,263
11	GOLD CLOSE	PO14 1FP	65	£262,500	£319,554	£4,916
70	SOUTHFIELDS	PO16 9FG	80	£292,995	£341,610	£4,270
22	NORMANDY ROAD	PO14 1FJ	79	£320,000	£403,884	£5,112
22	PEWIT VIEW	PO16 9FF	87	£297,950	£368,415	£4,235
FLAT 4	TRINITY STREET	PO16 7SJ	36	£136,500	£157,382	£4,372
2	NORMANDY ROAD	PO14 1FJ	122	£425,000	£462,282	£3,789
14	SWORD DRIVE	PO14 1FS	140	£490,000	£582,337	£4,160
2	PEWIT VIEW	PO16 9FF	87	£296,000	£366,004	£4,207
7	THISTLE CLOSE	PO16 9FL	85	£289,995	£355,045	£4,177
27	SOUTHFIELDS	PO16 9FG	91	£324,995	£381,428	£4,192
14	PEWIT VIEW	PO16 9FF	87	£339,950	£420,035	£4,828
19	PEWIT VIEW	PO16 9FF	84	£299,950	£369,063	£4,394
FLAT 1	MONTEFIORE DRIVE	SO31 7PJ	69	£265,000	£283,036	£4,102
22	BERRY CLOSE	PO16 9FJ	89	£324,995	£404,022	£4,540
9	SYMPHONY CLOSE	SO31 6DB	125	£450,000	£464,919	£3,719
21	COMPASS WAY	SO31 7PS	138	£495,995	£620,418	£4,496

House Number	Street	Postcode	Floorspace Sq m	Price Paid	HPI Adjusted Price	Price per Sq m
2	WHITE HART LANE	PO16 9BS	75	£260,000	£305,064	£4,068
FLAT 6	MONTEFIORE DRIVE	SO31 7PJ	68	£259,995	£288,667	£4,245
12	SOUTHFIELDS	PO16 9FG	89	£319,995	£319,995	£3,595
25	SOUTHFIELDS	PO16 9FG	112	£384,995	£482,476	£4,308
42	SOUTHFIELDS	PO16 9FG	85	£287,995	£363,641	£4,278
44	SOUTHFIELDS	PO16 9FG	85	£287,995	£358,298	£4,215
FLAT 1	GLOUCESTER DRIVE	SO31 7PF	67	£250,000	£262,651	£3,920
17	JUNO CLOSE	PO14 1FN	65	£260,000	£311,064	£4,786
7	SOUTHFIELDS	PO16 9FG	80	£284,995	£359,853	£4,498
74	SOUTHFIELDS	PO16 9FG	130	£439,995	£516,398	£3,972
80	SOUTHFIELDS	PO16 9FG	85	£289,995	£364,073	£4,283
21	SOUTHFIELDS	PO16 9FG	85	£289,995	£307,525	£3,618
23	SOUTHFIELDS	PO16 9FG	85	£289,995	£340,258	£4,003
16	BERRY CLOSE	PO16 9FJ	122	£409,995	£481,188	£3,944
17	BERRY CLOSE	PO16 9FJ	112	£375,000	£465,922	£4,160
31	SOUTHFIELDS	PO16 9FG	69	£259,995	£317,444	£4,601
4B	WHITE HART LANE	PO16 9BS	94	£343,000	£410,652	£4,369
82	SOUTHFIELDS	PO16 9FG	84	£299,995	£358,803	£4,271
15	BERRY CLOSE	PO16 9FJ	122	£404,995	£477,435	£3,913
8	SWORD DRIVE	PO14 1FS	116	£420,000	£456,844	£3,938
26	COMPASS WAY	SO31 7PS	155	£560,000	£627,331	£4,047
6	MAGNOLIA VIEW	SO31 7PW	119	£417,500	£501,882	£4,218
FLAT 14	TRINITY STREET	PO16 7SJ	36	£140,000	£161,418	£4,484
5	HOPE LODGE CLOSE	PO15 6FH	156	£500,000	£566,775	£3,633
8	UTAH CLOSE	PO14 1FT	88	£345,000	£400,764	£4,554
2	SWORD DRIVE	PO14 1FS	116	£385,000	£481,854	£4,154
10	SWORD DRIVE	PO14 1FS	128	£440,000	£559,811	£4,374
5	THISTLE CLOSE	PO16 9FL	112	£384,995	£480,088	£4,287
41	CAVENDISH DRIVE	SO31 6BN	102	£325,000	£376,867	£3,695
22	COMPASS WAY	SO31 7PS	138	£529,995	£658,497	£4,772
FLAT 4	FIRECRACKER DRIVE	SO31 6BU	46	£170,000	£187,781	£4,082

House Number	Street	Postcode	Floorspace Sq m	Price Paid	HPI Adjusted Price	Price per Sq m
43	CAVENDISH DRIVE	SO31 6BN	102	£335,000	£421,657	£4,134
9	WILLOW BROOK CLOSE	PO14 4GE	71	£275,000	£342,008	£4,817
52	AGINCOURT DRIVE	SO31 7PG	126	£405,000	£496,288	£3,939
15	THISTLE CLOSE	PO16 9FL	69	£259,995	£301,963	£4,376
32	NORMANDY ROAD	PO14 1FJ	116	£380,000	£456,803	£3,938
4	FIRECRACKER DRIVE	SO31 6BU	102	£327,500	£386,615	£3,790
12	NORMANDY ROAD	PO14 1FJ	111	£370,000	£392,558	£3,537
9	UTAH CLOSE	PO14 1FT	110	£355,000	£423,847	£3,853
1	COMPASS WAY	SO31 7PS	69	£244,995	£273,353	£3,962
FLAT 3	MONTEFIORE DRIVE	SO31 7PJ	69	£265,000	£294,542	£4,269
63	SOUTHFIELDS	PO16 9FG	122	£404,995	£440,522	£3,611
FLAT 7	WEST STREET	PO16 0EN	45	£160,000	£174,957	£3,888
FLAT 12A	WICKHAM ROAD	PO16 7FR	50	£180,000	£199,387	£3,988
10	UTAH CLOSE	PO14 1FT	110	£350,000	£426,409	£3,876
18	NORMANDY ROAD	PO14 1FJ	111	£360,000	£425,393	£3,832
41	SOUTHFIELDS	PO16 9FG	91	£329,995	£374,066	£4,111
FLAT 22	TRINITY STREET	PO16 7SJ	43	£150,000	£167,069	£3,885
1	FIRECRACKER DRIVE	SO31 6BW	74	£235,000	£293,903	£3,972
1	PEWIT VIEW	PO16 9FF	112	£354,950	£443,919	£3,964
FLAT 7	FIRECRACKER DRIVE	SO31 6BU	60	£211,000	£233,223	£3,887
FLAT 3	FIRECRACKER DRIVE	SO31 6BU	57	£199,950	£225,960	£3,964
FLAT 5	FIRECRACKER DRIVE	SO31 6BU	57	£199,995	£220,986	£3,877
FLAT 9	FIRECRACKER DRIVE	SO31 6BU	60	£212,000	£241,455	£4,024
11	BERRY CLOSE	PO16 9FJ	91	£339,995	£427,337	£4,696
FLAT 12	TRINITY STREET	PO16 7SJ	39	£135,000	£149,169	£3,825

House Number	Street	Postcode	Floorspace Sq m	Price Paid	HPI Adjusted Price	Price per Sq m
FLAT 6	FIRECRACKER DRIVE	SO31 6BU	57	£199,995	£220,986	£3,877
28	CAVENDISH DRIVE	SO31 6BP	69	£235,000	£260,138	£3,770
19	BERRY CLOSE	PO16 9FJ	122	£409,995	£427,846	£3,507
8	HOPE LODGE CLOSE	PO15 6FH	149	£458,000	£484,324	£3,250
FLAT 5	TRINITY STREET	PO16 7SJ	43	£150,000	£166,625	£3,875
FLAT 12	WEST STREET	PO16 0EN	50	£175,000	£184,727	£3,695
3	MAGNOLIA VIEW	SO31 7PW	105	£376,950	£458,880	£4,370
14	NORMANDY ROAD	PO14 1FJ	110	£350,000	£429,446	£3,904
8	SOUTHFIELDS	PO16 9FG	80	£284,995	£334,832	£4,185
FLAT 10	FIRECRACKER DRIVE	SO31 6BU	57	£214,000	£236,383	£4,147
16	SWORD DRIVE	PO14 1FS	140	£505,000	£624,311	£4,459
4	NORMANDY ROAD	PO14 1FJ	110	£350,000	£419,032	£3,809
8	THISTLE CLOSE	PO16 9FL	85	£287,995	£330,993	£3,894
10	THISTLE CLOSE	PO16 9FL	112	£385,995	£491,752	£4,391
6	FIRECRACKER DRIVE	SO31 6BU	102	£322,500	£404,769	£3,968
12	PETERS ROAD	SO31 6EQ	135	£450,000	£471,644	£3,494
FLAT 11	TRINITY STREET	PO16 7SJ	52	£175,000	£193,929	£3,729
FLAT 2	FIRECRACKER DRIVE	SO31 6BU	60	£200,000	£222,426	£3,707
4	SWORD DRIVE	PO14 1FS	140	£497,000	£614,125	£4,387
APARTMENT 5	SOUTHAMPTON HILL	PO14 4GA	81	£267,500	£304,148	£3,755
1	NORMANDY ROAD	PO14 1FJ	122	£415,000	£510,828	£4,187
4	HOPE LODGE CLOSE	PO15 6FH	149	£450,000	£519,293	£3,485
7	MAGNOLIA VIEW	SO31 7PW	119	£392,500	£426,931	£3,588
10	FIRECRACKER DRIVE	SO31 6BU	74	£235,000	£297,569	£4,021

House Number	Street	Postcode	Floorspace Sq m	Price Paid	HPI Adjusted Price	Price per Sq m
3	SAPPHIRE CLOSE	SO31 6BT	69	£225,000	£255,109	£3,697
2	SOUTHFIELDS	PO16 9FG	91	£324,995	£381,428	£4,192
15	FIRECRACKER DRIVE	SO31 6BW	112	£335,000	£413,919	£3,696
FLAT 23	TRINITY STREET	PO16 7SJ	46	£155,000	£173,636	£3,775
1	JUNO CLOSE	PO14 1FN	128	£385,000	£470,070	£3,672
3	PEWIT VIEW	PO16 9FF	87	£300,000	£370,950	£4,264
17	FIRECRACKER DRIVE	SO31 6BW	112	£350,000	£432,489	£3,862
FLAT 6	TRINITY STREET	PO16 7SJ	44	£155,000	£171,808	£3,905
7	FIRECRACKER DRIVE	SO31 6BW	112	£333,000	£364,402	£3,254
60	SOUTHFIELDS	PO16 9FG	85	£289,995	£342,672	£4,031
14	PETERS ROAD	SO31 6EQ	135	£420,000	£517,024	£3,830
FLAT 14	WEST STREET	PO16 0EN	60	£195,000	£214,175	£3,570
8	FIRECRACKER DRIVE	SO31 6BU	103	£330,000	£414,598	£4,025
8	WYKEHAM PLACE	PO16 0FA	179	£545,000	£658,332	£3,678
8	WHITE HART LANE	PO16 9BS	102	£290,000	£336,812	£3,302
FLAT 32	WICKHAM ROAD	PO16 7FP	51	£160,000	£178,520	£3,500
12	FIRECRACKER DRIVE	SO31 6BU	74	£227,500	£244,685	£3,307
7	SWORD DRIVE	PO14 1FS	116	£380,000	£451,608	£3,893
11	WYKEHAM PLACE	PO16 0FA	196	£555,000	£682,881	£3,484
4	COMPASS WAY	SO31 7PS	85	£279,995	£311,624	£3,666
78	SOUTHFIELDS	PO16 9FG	85	£289,995	£314,996	£3,706
10	WYKEHAM PLACE	PO16 0FA	196	£550,000	£652,612	£3,330
10	WHITE HART LANE	PO16 9BS	102	£282,500	£354,565	£3,476
14	WYKEHAM PLACE	PO16 0FA	196	£535,000	£658,273	£3,359



House Number	Street	Postcode	Floorspace Sq m	Price Paid	HPI Adjusted Price	Price per Sq m
9	WYKEHAM PLACE	PO16 0FA	195	£562,500	£676,478	£3,469
98	SOUTHFIELDS	PO16 9FG	130	£394,995	£493,399	£3,795
FLAT 8	FIRECRACKER DRIVE	SO31 6BU	60	£198,000	£218,782	£3,646
FLAT 13	WEST STREET	PO16 0EN	45	£137,000	£144,683	£3,215
FLAT 15	WEST STREET	PO16 0EN	47	£143,000	£149,731	£3,186
FLAT 20	WICKHAM ROAD	PO16 7FR	50	£150,000	£166,156	£3,323
FLAT 28	WICKHAM ROAD	PO16 7FP	50	£150,000	£165,689	£3,314
FLAT 13	TRINITY STREET	PO16 7SJ	58	£175,000	£197,647	£3,408
FLAT 26	WICKHAM ROAD	PO16 7FP	46	£142,000	£158,041	£3,436
12	WYKEHAM PLACE	PO16 0FA	196	£550,000	£681,307	£3,476
16	NORMANDY ROAD	PO14 1FJ	110	£350,000	£441,748	£4,016
17	WYKEHAM PLACE	PO16 0FA	179	£512,000	£598,443	£3,343
2	FIRECRACKER DRIVE	SO31 6BU	102	£330,000	£404,414	£3,965
FLAT 15	TRINITY STREET	PO16 7SJ	58	£170,000	£190,760	£3,289
FLAT 19	TRINITY STREET	PO16 7SJ	52	£155,000	£173,607	£3,339
FLAT 12	WICKHAM ROAD	PO16 7FR	50	£145,000	£161,500	£3,230
8	MAGNOLIA VIEW	SO31 7PW	128	£376,000	£468,979	£3,664
15	WYKEHAM PLACE	PO16 0FA	196	£530,000	£567,409	£2,895
FLAT 11	WEST STREET	PO16 0EN	62	£177,500	£195,436	£3,152
FLAT 8	WEST STREET	PO16 0EN	64	£174,000	£192,263	£3,004
16	WYKEHAM PLACE	PO16 0FA	196	£550,000	£678,564	£3,462
FLAT 29	WICKHAM ROAD	PO16 7FP	62	£170,000	£192,831	£3,110

House Number	Street	Postcode	Floorspace Sq m	Price Paid	HPI Adjusted Price	Price per Sq m
FLAT 34	WICKHAM ROAD	PO16 7FP	65	£180,000	£188,472	£2,900
FLAT 21	WICKHAM ROAD	PO16 7FR	68	£187,000	£205,675	£3,025
FLAT 10	WEST STREET	PO16 0EN	72	£202,500	£225,939	£3,138
FLAT 27	WICKHAM ROAD	PO16 7FP	55	£147,500	£162,404	£2,953
FLAT 15	WICKHAM ROAD	PO16 7FR	71	£187,500	£206,293	£2,906
1	SYMPHONY CLOSE	SO31 6DB	134	£391,984	£501,879	£3,745
FLAT 4	WICKHAM ROAD	PO16 7FR	55	£155,000	£173,028	£3,146
FLAT 14	WICKHAM ROAD	PO16 7FR	66	£170,000	£175,554	£2,660
FLAT 20	TRINITY STREET	PO16 7SJ	39	£107,000	£118,928	£3,049
FLAT 8	WICKHAM ROAD	PO16 7FR	76	£195,000	£215,396	£2,834
FLAT 9	WICKHAM ROAD	PO16 7FR	74	£195,000	£217,571	£2,940
FLAT 18	WICKHAM ROAD	PO16 7FR	69	£175,000	£188,219	£2,728
FLAT 17	WICKHAM ROAD	PO16 7FR	74	£185,000	£193,707	£2,618
FLAT 6	WEST STREET	PO16 0EN	72	£185,000	£202,278	£2,809
FLAT 35	WICKHAM ROAD	PO16 7FP	68	£175,000	£193,304	£2,843
FLAT 33	WICKHAM ROAD	PO16 7FP	56	£140,000	£158,721	£2,834
FLAT 22	WICKHAM ROAD	PO16 7FR	61	£165,000	£187,925	£3,081
FLAT 6	WICKHAM ROAD	PO16 7FR	66	£165,000	£180,425	£2,734
FLAT 2	WICKHAM ROAD	PO16 7FR	73	£182,500	£206,922	£2,835
FLAT 10	WICKHAM ROAD	PO16 7FR	69	£175,000	£195,354	£2,831
FLAT 7	WICKHAM ROAD	PO16 7FR	71	£175,000	£197,564	£2,783

House Number	Street	Postcode	Floorspace Sq m	Price Paid	HPI Adjusted Price	Price per Sq m
FLAT 7	TRINITY STREET	PO16 7SJ	52	£129,500	£144,140	£2,772
FLAT 23	WICKHAM ROAD	PO16 7FR	71	£175,000	£196,008	£2,761
FLAT 5	WICKHAM ROAD	PO16 7FR	74	£180,000	£200,333	£2,707
FLAT 19	WICKHAM ROAD	PO16 7FR	69	£172,500	£192,130	£2,784
FLAT 30	WICKHAM ROAD	PO16 7FP	51	£130,000	£143,597	£2,816
FLAT 11	WICKHAM ROAD	PO16 7FR	69	£164,000	£181,784	£2,635
FLAT 31	WICKHAM ROAD	PO16 7FP	76	£177,000	£198,248	£2,609
FLAT 16	WICKHAM ROAD	PO16 7FR	76	£175,000	£193,720	£2,549
FLAT 3	WICKHAM ROAD	PO16 7FR	75	£164,000	£184,027	£2,454
FLAT 1	WICKHAM ROAD	PO16 7FR	73	£147,000	£152,806	£2,093

# Appendix E BCIS build costs and Part L build costs



Information contained on this spreadsheet is confidential as of 14-Aug-2022

## E/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims

**Last updated:** 13-Aug-2022 05:50

↳ Released to 2022 (361) and Fareham ( 107; sample 19 )

Maximum age of results: 5 years

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
<b>New build</b>							
B10. Housing, mixed developments (5)	1,462	818	1,309	1,425	1,571	3,162	356
<b>B10.1 Estate housing</b>							
Generally (5)	1,435	805	1,234	1,389	1,576	2,500	200
Single storey (5)	1,507	1,007	1,304	1,576	1,771	2,896	42
2-storey (5)	1,389	805	1,218	1,359	1,498	2,590	162
B10.11 Estate housing detached (5)	1,252	-	-	-	-	-	1
<b>B10.12 Estate housing semi detached</b>							
Generally (5)	1,457	882	1,247	1,407	1,577	2,590	53
Single storey (5)	1,521	1,172	1,235	1,446	1,690	2,570	21
2-storey (5)	1,415	882	1,248	1,374	1,488	2,590	32
<b>B10.13 Estate housing terraced</b>							
Generally (5)	1,433	957	1,209	1,338	1,567	2,148	11
2-storey (5)	1,361	957	1,205	1,296	1,476	1,922	10
<b>B16. Flats (apartments)</b>							
Generally (5)	1,881	934	1,396	1,576	1,890	3,668	188
1-2 storey (5)	1,557	1,031	1,303	1,556	1,971	2,365	32
3-5 storey (5)	1,688	934	1,385	1,561	1,834	3,668	152
5 storey or above (5)	1,800	1,273	1,526	1,784	1,950	2,608	24
<b>B43. Supported housing</b>							
Generally (5)	1,870	1,166	1,571	1,685	2,195	3,347	26
Single storey (5)	1,706	-	-	-	-	-	1
2-storey (5)	1,375	1,166	1,085	1,695	2,315	3,347	12
3-storey (5)	1,881	1,214	1,481	1,568	1,696	2,632	7
4-storey or above (5)	1,845	1,283	1,581	1,912	2,017	2,437	5
B43.1 Supported housing with shops, restaurants or life like (5)	1,631	1,304	1,436	1,463	1,632	2,393	5



£/m<sup>2</sup> study

**Description:** Rate per m<sup>2</sup> gross internal floor area for the building Cost including prelims

**Last updated:** 13-Aug-2022 00:00

( Researched in Q3 2022 (361) and Fareham ( 107/ sample 19 )

Maximum age of results: Default period

Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
<b>New build</b>							
<b>282. Factories</b>							
Generally (20)	1,253	267	686	1,030	1,492	4,702	50
Up to 500m <sup>2</sup> GFA (20)	1,587	1,015	1,142	1,344	1,590	2,743	13
500 to 2000m <sup>2</sup> GFA (20)	1,330	267	786	1,192	1,466	4,702	36
Over 2000m <sup>2</sup> GFA (20)	1,066	512	633	655	1,166	2,726	40
<b>282.1 Advance factories</b>							
Generally (15)	1,079	508	665	1,047	1,298	1,756	22
Up to 500m <sup>2</sup> GFA (15)	1,204	1,015	1,031	1,181	1,293	1,591	7
500 to 2000m <sup>2</sup> GFA (15)	1,172	608	983	1,255	1,667	1,756	9
Over 2000m <sup>2</sup> GFA (15)	793	592	631	776	854	1,041	6
<b>282.12 Advance factories/offices - mixed facilities (class B1)</b>							
Generally (20)	1,459	545	665	1,462	1,772	2,743	19
Up to 500m <sup>2</sup> GFA (20)	2,420	1,990		2,528		2,743	3
500 to 2000m <sup>2</sup> GFA (20)	1,374	545	1,228	1,510	1,667	1,826	6
Over 2000m <sup>2</sup> GFA (20)	1,220	640	632	651	1,039	2,726	10
<b>282.2 Purpose built factories</b>							
Generally (30)	1,357	267	726	1,155	1,731	4,702	79
Up to 500m <sup>2</sup> GFA (30)	1,584	846	1,097	1,353	2,133	2,430	7
500 to 2000m <sup>2</sup> GFA (30)	1,466	267	762	1,092	1,647	4,702	26
Over 2000m <sup>2</sup> GFA (30)	1,252	390	680	1,164	1,668	2,467	44
282.22 Purpose built factories/offices - mixed facilities (15)	1,066	521	657	1,049	1,158	2,319	23
<b>284. Warehouse/retail</b>							
Generally (15)	1,089	430	659	671	1,258	5,002	46
Up to 500m <sup>2</sup> GFA (15)	1,995	722	1,102	1,403	2,366	5,002	8
500 to 2000m <sup>2</sup> GFA (15)	1,001	508	726	697	1,149	1,760	17
Over 2000m <sup>2</sup> GFA (15)	615	430	603	665	838	1,719	21
284.1 Advance warehouse/offices (15)	679	440	682	603	1,102	1,445	10



Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
<b>284.2 Purpose built warehouses/stores</b>							
Generally (15)	1,152	630	667	871	1,310	5,002	34
Up to 500m <sup>2</sup> GFA (15)	2,301	722	1,365	1,700	2,907	5,002	6
500 to 2000m <sup>2</sup> GFA (15)	456	508	703	871	1,062	1,760	14
Over 2000m <sup>2</sup> GFA (16)	853	430	639	754	1,011	1,719	14
284.5 Cold stores/refrigerated stores (25)	1,393	1,041		1,103		2,036	3
<b>320. Offices</b>							
Generally (16)	2,264	1,150	1,630	2,158	2,680	5,540	66
<b>Air-conditioned</b>							
Generally (15)	2,339	1,341	1,958	2,271	2,672	5,933	27
1-2 storey (15)	2,291	1,341	1,919	2,135	2,373	5,933	8
3-5 storey (15)	2,256	1,634	1,799	2,163	2,672	3,059	9
6 storey or above (20)	2,634	1,866	2,324	2,511	2,870	5,064	9
<b>Not air-conditioned</b>							
Generally (15)	2,241	1,130	1,580	2,124	2,771	3,910	31
1-2 storey (15)	2,318	1,297	1,818	2,158	2,876	3,622	16
3-5 storey (15)	2,155	1,130	1,676	1,816	2,386	3,910	13
6 storey or above (20)	2,666	2,077		2,775		3,116	4
<b>341.1 Retail warehouses</b>							
Generally (25)	1,057	629	806	948	1,112	3,129	48
Up to 1000m <sup>2</sup> (25)	1,227	842	928	1,010	1,131	3,129	10
1000 to 7000m <sup>2</sup> GFA (25)	1,045	629	789	948	1,167	2,240	54
7000 to 15000m <sup>2</sup> (25)	817	793				839	2
Over 15000m <sup>2</sup> GFA (30)	897	793				1,000	2
<b>344. Hypermarkets/supermarkets</b>							
Generally (30)	1,815	705	1,216	1,604	2,471	3,486	27
Up to 1000m <sup>2</sup> (30)	2,323	1,615				3,031	4
1000 to 7000m <sup>2</sup> GFA (30)	1,806	765	1,156	1,601	2,471	3,186	24
7000 to 15000m <sup>2</sup> (30)	1,544						1
Over 15000m <sup>2</sup> GFA (35)	2,062						1
<b>345. Shops</b>							
Generally (30)	1,814	660	979	1,467	2,541	4,772	83
1-2 storey (30)	1,890	660	978	1,425	2,365	4,772	19
3-5 storey (30)	1,519						1
442. Nursing homes (25)	2,203	1,325	1,621	2,155	2,550	3,660	28
442.2 Nursing homes long stay (residential homes) (5)	2,369	2,219				2,513	3

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Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
<b>447. Care homes for the elderly</b>							
Generally (15)	2,099	1,289	1,556	1,895	2,396	4,300	35
Up to 500m <sup>2</sup> GFA (25)	2,037	1,954				3,120	2
500 to 2000m <sup>2</sup> GFA (15)	2,491	1,360	1,367	2,054	3,459	4,300	7
Over 2000m <sup>2</sup> GFA (15)	2,001	1,288	1,654	1,894	2,509	3,006	28
853. Nodets (20)	1,817	1,535		1,852		1,966	3

**Changes to Part L 2021 and Future Homes Standards 2025**

- 1 The introduction of Part L 2021 came into effect in summer 2022, therefore BCIS data has yet to adjust to the new standards. Whilst the standards are set out there are multiple ways to achieve them, which is acknowledged by the Government, which itself sets out two compliance rates with different approaches and costs.
- 2 In terms of the Future Homes Standard 2025 no formal guidance or impact assessment has been undertaken and therefore there is an even wider range of approaches and costs that could be used to assess impact on viability. This is further complicated as it will also depend on how the Part L 2021 requirements are met as this affects the 'start point' for any extra over cost estimates. As set out in the following table where higher costs are attributed to Part L 21 it can mean lower costs for meeting potential Future Homes 2025 standards.
- 3 The following table sets out potential costs for meeting both Part L 2021 and Future Homes Standard 2025. The information is sourced from a variety of different reports that are supporting local plans and strategies. The approaches and intended use all vary greatly and therefore it difficult to establish any common figure.

**Table E1 Sample of costs to meet Part L 2021 and Future Homes 2025**

Reference	Unit type	£ cost per unit to meet Part L 2021 from Part L 2013	£ cost per unit to meet Future Homes 2025 from Part L 2013	Notes
Cornwall Council Technical evidence base for policy Sec 1 - new housing Technical appendices	Semi	£7,162	£3,758	Lower Future Homes costs due to reduced PV costs from Part L 2021
	Flat	£1,943	£2,885	
Essex County Council Net zero carbon viability and toolkit study	Semi	£3,000	£16,500	Higher Future Homes costs due to no allowance for scale and approach to meeting standards
	Flat	£1,900	£9,900	
Lancaster Viability Assessment	Semi	£4,100	£11,500	
	Flat	£2,813	£7,938	
Basingstoke and Deane Climate Change Study	Semi	£4,600	£7,000	No figures provided for flats

Isle of Wight Viability Study	Semi	£4,000	£10,000	No figures provided for flats
Dartford Viability Assessment	Semi	£5,142	-	No figure provided for flats or FH. Figure also includes allowance for BNG and EVC.

- 4 For the Fareham allowances it is considered that for meeting the Part L 2021 the Government's impact assessment is used as this approach is used for other requirements and therefore considered reasonable. In terms of Future Homes there are currently no standards and no impact assessment available. A number of councils have undertaken work to consider what the cost impact could be given individual interpretation of both meeting Part L 2021 standards and the guidance to date regarding what the Future Homes 2025 standards may look like. This has given rise to a wide range of costs for meeting Future Homes Standards from just under £4,000 per house to over £16,000 per house. Given the uncertainty a cautious approach is required and therefore it is considered that a figure of £12,000 per house and £8,000 per flat to move from Part L 2013 to Future Homes 2025 is reasonable for high level testing. Therefore:
- Part L 2021 – include the Government impact allowance figures of £45/sq m ( for a house and £2,035/sq m for a flat within all the residential testing as applicable.
  - Future Homes 2025 – include £12,000 per house and £8,000 per flat as a sensitivity test (noting that it is assumed that Part L 2021 requirements are also met within this cost)



## Appendix F Land values

This appendix is drawn from the evidence used for the Fareham Local Plan Viability Study

### Council studies and assessments

Site name	Location	Use	Size (h)	Value	Value ph	Status	Source
Welborne Garden Village	Fareham	Residential land	0.40	£110,000	£271,816	GF BMLV (min option agreement, inc uplift)	Planning application
Welborne Garden Village	Fareham	Serviced residential land (PP)	0.40	£1,388,000	£3,429,820	Serviced Sale rate per net hectare)	Planning application
DSP VA	Fareham	Greenfield residential land	0.40	£100,000	£247,105	GF BMLV (min option agreement, inc uplift)	DSP study
DSP VA	Fareham	Low value commercial use	1.00	£1,250,000	£1,250,000	BF BMLV inc uplift	DSP study
CIL VA	Fareham	Previously developed land	1.00	£1,400,000	£1,400,000	BF BMLV inc uplift	CIL VA study

### Land value transactions and advertised - Fareham and wider Hampshire area

Site name	Location	Use	Size (h)	Value	Value ph	Status	Source
Speedfields Park	Fareham	Development land	0.51	£277,000	£543,137	Price paid	EGiRadius
Kites Croft	Fareham	Development land	11.23	£5,000,000	£445,236	Price paid	EGiRadius
Midpoint 27	Fareham	Commercial unit	2.23	£2,475,000	£1,109,865	Price paid	EGiRadius
Barley House BP	Fareham	Commercial unit	0.26	£675,000	£2,596,154	Price paid	EGiRadius
Land at Bridge Road	Southampton	Residential land	3.24	£5,860,000	£1,808,642	Price paid	EGiRadius
Heather Lane	Hook	Residential land (rural) (PP)	0.45	£600,000	£1,347,846	Advertised	Rightmove
Bourne Lane	Southampton	Land (edge of urban area)	2.83	£350,000	£123,553	Advertised	Rightmove

Medstead	Alton	Land (edge of urban area)	2.02	£150,000	£74,132	Advertised	Rightmove
Bourne	Fording	Land (agricultural)	62.73	£1,200,000	£19,131	Advertised	Rightmove
Clements Close	South Downs	Land (edge of urban area) (PP)	0.52	£1,000,000	£1,923,077	Advertised	Rightmove
Scures Hill	Nateley	Land (edge of urban area) (PP)	0.80	£1,000,000	£1,250,000	Advertised	Rightmove
Headley Tyres	Thatcham	Land (edge of urban area) (PP)	1.34	£1,000,000	£748,804	Advertised	Rightmove
Sway Road	Tiptoe	Horticultural land	1.90	£975,000	£512,612	Advertised	Rightmove
Ropley	Hampshire	Residential land (rural) (PP)	0.81	£895,000	£1,105,796	Advertised	Rightmove
Romsey Road	East Wellow	Residential land (rural) (PP)	0.81	£850,000	£1,050,197	Advertised	Rightmove
Three Maids Hill	Hampshire	Agricultural Land	67.99	£1,350,000	£19,857	Advertised	Rightmove
Rockbourne	Hampshire	Agricultural Land	62.73	£1,200,000	£19,131	Advertised	Rightmove

Please note that some of the transactions above have the benefit of planning permission, so command a premium in terms of the values

### MHCLG Land value estimates for policy appraisal

Site name	Location	Use	Size (h)	Value	Value ph	Status	Source
Portsmouth	Solent	Industrial/Out of Centre Office	1.00	£1,250,000	£1,250,000	Land value estimate	VOA
Southampton	Solent	Industrial/Out of Centre Office	1.00	£1,450,000	£1,450,000	Land value estimate	VOA
Portsmouth	Solent	Central Business District	1.00	£865,000	£865,000	Land value estimate	VOA
Southampton	Solent	Central Business District	1.00	£1,680,000	£1,680,000	Land value estimate	VOA
Fareham	Hampshire	Unconstrained residential land	1.00	£3,870,000	£3,870,000	Land value estimate	VOA
Solent	Solent	Agricultural land	1.00	£22,500	£22,500	Land value estimate	VOA

## Land Registry Titles for allocated sites (where transaction data is clear)

Site name	Location	Title	Size (h)	Value	Value ph	Status	Source
Land at Beacon Bottom II	2	HP684983	4.95	£50,000	£10,097	Price paid	Land Registry
Rookery Farm	46	HP481525	2.74	£478,774	£174,956	Price paid	Land Registry
		HP256913					
		HP798260	1.94	£54,000	£27,821	Price paid	Land Registry
Land at corner of Station Road and A27, Portchester	1002	HP766152	0.19	£9,000	£48,199	Price paid	Land Registry
Heath Road, Locks Heath	1007	HP779760	1.46	£100,000	£68,657	Price paid	Land Registry
		HP673991	0.51	£1,000,000	£1,979,273	Price paid	Land Registry
		HP779751	0.06	£250,000	£3,929,946	Price paid	Land Registry
Hampshire Rose, Fareham	1056	HP424115	0.13	£350,000	£2,751,248	Price paid	Land Registry
		HP784144	0.11	£310,000	£2,884,311	Price paid	Land Registry
Stubbington Lane, Hill Head	1078	HP806114	0.25	£425,000	£1,719,791	Price paid	Land Registry
Newpark Garage, Park Gate	1144	HP150971	0.08	£1,245,000	£15,852,401	Price paid	Land Registry
Swanwick Marina, Bridge Road	1203	HP763034	0.21	£41,000	£198,837	Price paid	Land Registry
16-18 Botley Road, Park Gate	1249	HP189344	0.25	£980,000	£3,849,659	Price paid	Land Registry
		HP391569	0.07	£440,000	£6,618,641	Price paid	Land Registry
Land North of Greenaway Lane, Warsash	1263	HP659694	1.30	£100,000	£76,718	Price paid	Land Registry
69 Botley Road, Park Gate	1349	HP436350	0.11	£650,000	£6,061,284	Price paid	Land Registry
Beacon Bottom West, Park Gate	1360	HP803027	1.31	£96,000	£73,121	Price paid	Land Registry

Land at Brook Lane, Warsash	1382	HP716008	1.73	£10,000	£5,779	Price paid	Land Registry
		HP797609	0.16	£100,000	£607,286	Price paid	Land Registry
		HP592529	0.37	£70,000	£191,596	Price paid	Land Registry
		HP687440	1.29	£500,000	£387,174	Price paid	Land Registry
		HP154594					
		HP772638	1.07	£750,000	£699,320	Price paid	Land Registry
		HP725291	0.80	£100,000	£125,517	Price paid	Land Registry
		HP681241	2.74	£350,000	£127,960	Price paid	Land Registry
Land at Junction of Newgate Lane, Stubbington	1388	HP626020	3.63	£160,000	£44,135	Price paid	Land Registry
Sea Lane, Hill Head	1394	HP806114	0.25	£425,000	£1,719,791	Price paid	Land Registry
Pinks Hill, Wallington	1998	HP530010	0.41	£58,000	£140,198	Price paid	Land Registry
		HP178677	1.04	£107,500	£103,093	Price paid	Land Registry
		HP240763	0.60	£100,000	£166,711	Price paid	Land Registry
		HP633176	1.07	£35,000	£32,783	Price paid	Land Registry
Land East of Brook Lane, Warsash	2849	HP790747	2.68	£150,000	£55,895	Price paid	Land Registry
Egmont Nursery, Warsash	2890	HP631878	1.96	£200,000	£101,863	Price paid	Land Registry
Delme Court, Fareham	2956	HP63472	0.11	£15,000	£138,311	Price paid	Land Registry
Land at Hope Lodge, Fareham	3118	HP818197	0.39	£200,000	£514,827	Price paid	Land Registry
		HP789015	0.02	£830,000	£47,702,246	Price paid	Land Registry
North and South of Greenaway Lane, Warsash	3126	HP716008	1.73	£10,000	£5,779	Price paid	Land Registry
		HP524851	0.03	£25,000	£800,851	Price paid	Land Registry

		HP797609	0.16	£100,000	£607,286	Price paid	Land Registry
		HP592529	0.37	£70,000	£191,596	Price paid	Land Registry
		HP687440	1.29	£500,000	£387,174	Price paid	Land Registry
		HP154594					
		HP772638	1.07	£750,000	£699,320	Price paid	Land Registry
		HP725291	0.80	£100,000	£125,517	Price paid	Land Registry
		HP681241	2.74	£350,000	£127,960	Price paid	Land Registry
		HP790747	2.68	£150,000	£55,895	Price paid	Land Registry
		HP725291	0.80	£100,000	£125,517	Price paid	Land Registry
		HP681241	2.74	£350,000	£127,960	Price paid	Land Registry
		HP739954	1.40	£705,000	£503,877	Price paid	Land Registry
		HP823935	0.37	£1,400,000	£3,803,077	Price paid	Land Registry
		HP712453	4.80	£300,000	£62,503	Price paid	Land Registry
		HP348407	0.72	£100,000	£138,191	Price paid	Land Registry
		HP789425	0.19	£450,000	£2,310,738	Price paid	Land Registry
		HP674566	0.77	£285,000	£371,222	Price paid	Land Registry
		HP752617	0.77	£50,000	£65,194	Price paid	Land Registry
		HP809419	0.07	£650,000	£9,155,071	Price paid	Land Registry
Southampton Road, Titchfield Common	3128	HP158435	0.45	£3,300,000	£7,314,689	Price paid	Land Registry
		HP594125	0.18	£350,000	£1,945,828	Price paid	Land Registry
		HP599840					
		HP71017	0.78	£120,000	£154,764	Price paid	Land Registry
		HP537742	0.29	£35,000	£119,238	Price paid	Land Registry
Newgate Lane South, Peel Common	3133	HP782021	4.70	£100,000	£21,265	Price paid	Land Registry

1 Station Industrial Park, Duncan Road, Park Gate	3142	HP652743	0.29	£1,200,000	£4,185,049	Price paid	Land Registry
Former Wavemar Electronics Building, Middle Road, Park Gate	3146	HP22742	0.12	£330,000	£2,656,171	Price paid	Land Registry
Land West of Lockwood Road	3162	HP716008	1.73	£10,000	£5,779	Price paid	Land Registry
Land East of Brook Lane	3164	HP524851	0.03	£25,000	£800,851	Price paid	Land Registry
		HP592529	0.37	£70,000	£191,596	Price paid	Land Registry
		HP687440	1.29	£500,000	£387,174	Price paid	Land Registry
		HP154594					
		HP772638	1.07	£750,000	£699,320	Price paid	Land Registry
		HP681241	2.74	£350,000	£127,960	Price paid	Land Registry

## Appendix G Development industry workshop

# Fareham Borough Council

## Local Plan and CIL Review Viability Assessment

Attendees:

- Bargate Homes
- Land Quest UK
- Persimmon Homes
- DLA/Buckland Development
- Hallam Land Management
- Reside
- Savills
- Miller Homes
- Raymond Brown Group
- Fareham Borough Council (FBC) – Gayle Wootton (GW)
- Three Dragons – Mark Felgate (MF) and Dominic Houston

### Introduction

GW introduced the workshop and provided an update on the progress of the emerging Local Plan – draft Local Plan with new housing figures due soon for consultation, plus consultation for site allocations late 2019/early 2020 (with any new plan policies).

Introductions were undertaken and attendees were told that there would be a circulation of presentation slides and notes after the meeting for further comment.

### Guidance

#### New viability guidance

- ▶ NPPF - Paragraph 173 has gone, reliance on PPG through Paragraph 57:  
*“all viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available“*
- ▶ NPPG - Ever changing but some key elements from the past year:
  - ▶ Standardised inputs
  - ▶ Clearer approach to land value
  - ▶ Accountability and monitoring



## Role of the evidence base in national policy and guidance

### ► Principles:

- Evidence-based judgements informed by relevant available facts  
Collaboration with LPAs, landowners, RPs, agents, developers, community
- Understanding past performance and historic trends
- Current values and costs
- Area wide, broad testing

MF explained changes in NPPF and PPG, and the likelihood of further PPG changes - changes in: profit, land values, accountability and monitoring.

MF explained overall approach to the viability testing, which would be based on generic typologies (in line with guidance) plus more detail for large strategic sites.

### **Comments**

No comments were made on the overall approach.

### **Process**

## Plan viability and CIL review process

### ► Establish testing parametres:

- Reference proposed local & national policies
- Past delivery & planned delivery
- Costs and values assumptions
- Published sources e.g. BCIS and EGİ
- Stakeholder workshop & individual consultations

### ► Viability testing

- Iterative process seeking balance between delivery, policy requirements and infrastructure provision

### ► Report

- To inform plan making and CIL setting

MF explained that the viability testing is structured around the emerging plan policies (with an iterative process alongside the plan making, in order to ensure deliverability).

Testing will include review of CIL rates – noting that they have been indexed up since adoption.

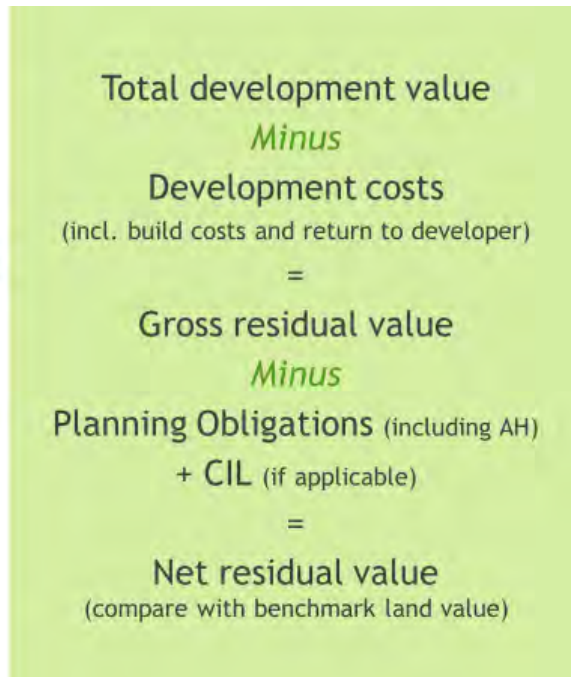
**Comments**

Attendees commented that it was important that all policy costs are included within the viability testing.

**Approach**

**Approach to viability testing**

- ▶ Residual value approach



**Comments**

There were no comments on the standard residual approach to viability testing.

## Residential typologies and case studies

### Residential typologies and case studies

- ▶ Separate viability work carried out for Welborne
- ▶ All testing will take account of policy, obligations & infrastructure costs
- ▶ Average 35 DPH on greenfield with higher density for brownfield
- ▶ Rural Exception Sites will be tested to see whether any low cost market housing required to ensure delivery

Ref	Dwellings	Type	Density	Developable land
1	1000	GF	30-40dph	55%
2	300	GF	30-40dph	65%
3	100	GF	30-40dph	75%
4	80	BF Flatted	80 dph	100%
5	50	GF/BF	30-40dph	80%
6	30	BF Flatted	80 dph	100%
7	15	GF/BF	30-40dph	100%
8	8	GF/BF	30-40dph	100%
9	3	GF/BF	30-40dph	100%
10	50-60 units	Older person (sheltered/supported)	100dph	100%

MF explained that the choice of typologies has been informed by a review of allocated sites and potential new sites to form the suggested typologies list. MF explained that Welborne being handled separately, particularly in relation to CIL.

### Comments

There is a gap between the 300 dwgs and 1,000 dwgs typology and it was suggested that a 600 dwgs typology was added.

Fareham town centre is expected to deliver 400 dwgs on car park and it would be important to ensure that this type of development is included in the testing. Discussion around the characteristics of urban infill sites included a 100 dwelling scheme at 50dph with a mix of flats and houses (*Post meeting note: flats 40%, almost all AH; 55% market two and three bed houses plus 5% market four bed houses*).

Non-developable needs to include SuDs and informal open space – so even 30 dwgs needs adjustment (say 90%/95% gross to net), and also the flatted schemes will have some non-developable area.

Discussed flats build height – 3 storeys suburban, 5 storeys in an urban setting e.g. Fareham town centre.

## Benchmark Land Values

### Benchmark Land Value

Greenfield sites circa £250,000 - £375,000 per gross hectare

Land in commercial use circa £1,250,000

Land in residential use circa £2,500,000

- ▶ Do these figures seem reasonable for Fareham?
- ▶ Should they vary according to size of site as well as existing use?

- ▶ Figures based on previous studies
- ▶ Developable area is low on medium & large sites
- ▶ Benchmark Land Value - enough to enable transaction but not the same as best price. Land will transact above this value

MF noted that the genesis of some of these figures predates the current PPG and therefore they may be a bit high. In addition the testing may also need to include a separate additional benchmark for sites in low value existing use.

### Comments

Residential benchmarks may be too high – especially land in current residential use. It was explained that some of the small residential sites may vary in value substantially and that the easiest to re-develop sites may come forward first.

Greenfield land values may be higher. In Dorset it was suggested that greenfield land may be £250k/acre and will be higher in Fareham. But the discussion also acknowledged the issue that landowners can have high expectations based on reported prices achieved for other sites in the locality; and that some of the prices paid for land may be for schemes that are not policy compliant as landowners will not always accommodate the costs of compliance. MF explained that government is re-dressing balance through the clarifications in PPG. The question is how low can the value be pushed before the site is withdrawn – some sites are negotiated some way in advance of the new policy requirements and there may be a lag in changing expectations as new policies introduced. However, as Fareham was one of the early adopters of CIL (2013) and the current adopted Local Plan requires 40% AH it seems reasonable to expect that these significant policy requirements are already factored in to site negotiations.

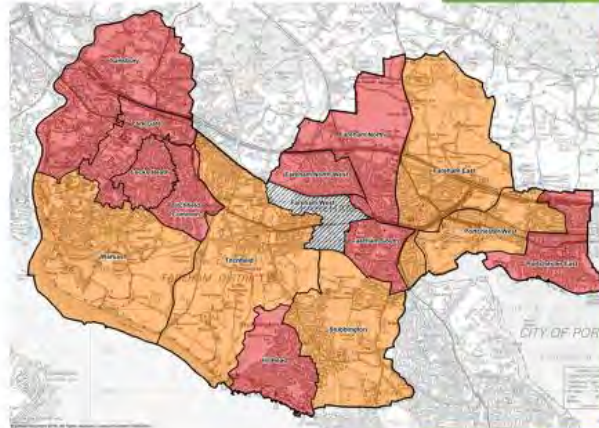
It was suggested that values for agricultural land is higher – more than £10-12 k acre – maybe £15k/acre+. Supporting evidence was requested to verify these figures.

Attendees were asked to provide any further information on examples of policy compliant land value benchmarks.

## Sales Values and Market Areas

### Sales values and market areas

- ▶ Previous CIL work concluded one residential charging area
- ▶ Values derived from Land Registry and EPC records, indexed
- ▶ Data on flats more limited
- ▶ There may be some higher value pockets e.g. in NW
- ▶ But not significantly different or with large enough contiguous boundaries to suggest multiple value areas
- ▶ £3,835 per sqm for houses
- ▶ £3,375 per sqm for flat
- ▶ Would you agree with this broad conclusion?



MF explained the source of the value data, and that the difference between the value areas was minimal and it is proposed to use one value area. Attendees were asked whether the values should be amended or whether there should be different value areas within the borough.

### Market values- Fareham Borough

Market GIA SQ M	124		102		106		93		84		70		61	
	Detached		Semi-detached		Terraced		Flat							
	4 Bed	3 Bed	4 Bed	3 Bed	3 Bed	2 Bed	2 bed							
Per SQM														
£3,835 hse	£475,540	£391,170	£406,510	£356,655	£322,140	£268,450	£205,875							
£3,375 flat														

All dwellings meet Nationally Described Space Standards - is this what you would expect?

An allowance of 10% of floor area will be added to the flats for circulation and common areas

### Comments

Discussion included whether large scale development may support higher or lower values than the Borough average. Whilst there may be some circumstances generally where this may be the case (such as values from small infill being used to drive estimates for large scale sites) there was no clear suggestion that this needs to be factored into the typologies

for Fareham. It was acknowledged that there will be localised variations on a street by street basis but there was no suggestion that values differed significantly across the Borough.

NDSS – has an impact on flats and smaller dwellings in some circumstances, as parts of the market are at a certain value point and will not extend to a premium in price for a larger dwelling. For two and three bed houses there is a buyer’s budget ceiling – but these are particularly short term impacts. This is important when drawn out consent process for some sites means that the NDSS hasn’t been taken into account in the metrics for the site. FBC noted that in the main, most development has been at or nearly at NDSS standards already and so it is unlikely that standards would have a systematic impact.

## Dwelling Mix

### Residential Testing - market dwelling mix

Type	35 dph Average (HMA)	35% Average (MM)	80 dph
1/2 bed flat	20%	14%	100%
2 bed terrace	36%	18%	
3 bed terrace	12%	18%	
3 bed semi	15%	18%	
4+ bed semi	1%	8%	
3 bed detached	15%	16%	
4+ bed detached	1%	8%	

- ▶ Mix takes into account need to provide smaller market dwellings to meet a local need (HMA)
- ▶ On Rural Exception Sites - mix may vary
- ▶ Sheltered housing will be 1 & 2 bed apartments

Some housebuilders focus on smaller dwellings so HMA based mix may not cause problems. But discussion suggested that there were doubts about whether a mix should be in a policy or not, and whether it is best used as an overall monitoring tool to check delivery of different dwelling types across the Borough.

There was a comment that the market mix has too many three bed dwellings and not enough four bed dwellings. The proportion of two bed dwellings is about right and there is no market for sale single bed dwellings.

Note earlier comment about the dwelling mix for a higher density urban infill development (50dph) - flats 40%, almost all AH; 55% market two and three bed houses plus 5% market four bed houses.

## Affordable Housing Dwelling Mix - Mixed Tenure Sites

Affordable Housing Development Mix House Type	Social/ Affordable Rent	Intermediate
1 bed	30%	20%
2 bed	30%	50%
3 bed	30%	30%
4+ bed	10%	0%

- ▶ Affordable threshold of 10 dwellings
- ▶ Policy for mix is based on need identified by FBC
- ▶ There may be some adjustments to mix following further planned consultation with Councils and Registered Providers
- ▶ This basic mix will be used for Rural Exception Sites but in practice we acknowledge it will be based on local need

MF explained that the AH mix reflects housing need. Noted that discussion with RPs may adjust this.

### **Comments**

It was noted that on some sites the Council has been requiring social rented affordable housing – and this has a significant impact on viability. The lack of clarity about what is required and the suggestion that different affordable housing tenures are required in different Parts of the Borough make it difficult to plan development and negotiate sites. MF explained that the Council’s requirements would be confirmed with the Housing Enabling Officer and that the testing would reflect these requirements – including varying this by areas if this is what the Council required.

It was also suggested that the proportion of three bed rented units was higher than what is normally provided (would generally be 2 beds and 1 beds), and that generally 4 beds are not provided.

In terms of tenure it was reported that RPs will sometimes prefer intermediate tenures rather than rented.

## Build Costs

Type	Cost/sq m GIA	
Flats (1-2 storeys)	£1,544	sq m mean BCIS plus 15% for external works & contingency
Flats (3-5 storeys)	£1,549	sq m mean BCIS plus 15% for external works & contingency
Houses 2-5 dwellings	£1,466	sq m 105% mean BCIS plus 15% for external works & contingency
Houses 6-10 dwellings	£1,396	sq m mean BCIS plus 15% for external works & contingency
Houses 11-50 dwellings	£1,326	sq m 95% mean BCIS plus 15% for external works & contingency
Houses 51-100 dwellings	£1,284	sq m 92% mean BCIS plus 15% for external works & contingency
Houses 101-250 dwellings	£1,242	sq m 89% mean BCIS plus 10% for external works & contingency
Houses 250+ dwellings	£1,158	sq m lower quartile BCIS plus 10% for external works & contingency
Older persons	£1,715	sq m BCIS plus 15% for external works & contingency

MF explained BCIS generous and that scale adjustments are drawn from BCIS

### Comments

It was suggested that in the 51-100 range that both volume and smaller housebuilders will be active; and that the smaller housebuilders will not enjoy the same economies of scale. However it was also suggested that the national volume housebuilders would not be pursuing this scale of site, and that the national volume housebuilder's cost were not included within BCIS figures.

Costs are current day and the indications are that labour market costs may rise in the short term. MF confirmed that the testing would primarily be based on current values and costs, but that the CIL rates are not set at the margins and will therefore accommodate some changes in values and costs. Over the long term values have increased more than costs although there will be different economic cycles that will affect development. However, the viability testing is around the impact of the policies in the new Local Plan and if there is a serious economic downturn then based on events after 2008, the main issue will be lack of consumer demand rather than policy impacts.

There was some discussion about whether it might be useful to model some higher cost sensitivity tests although it was noted that it can be difficult to set policy on sensitivity tests.

There was concern about the impact of NDSS on values particularly. It was discussed whether there might be impact on costs but on a per sq m this seemed unlikely.



## Other Development Costs

Type	Cost
Professional fees	6% of build costs
Finance	6% of development costs (net of inflation)
Marketing fees	3% of GDV
Developer return	17.5% of GDV
Contractor return (affordable housing)	6% of build costs
Residual s106/278	TBC Per dwelling for children's play/informal greenspace/minor local transport/education?
Site infrastructure costs	Range TBC Per dwelling
Large site s106 costs	£TBC Balance with CIL
Custom & self build	£TBC 5% dwellings 100 plus
Agents and legal	1.75%
Accessibility	M4(2) 1-2% on build cost M4(2) 15% dwellings M4(3) 6/9% f/h on build cost M4(3) 7% dwelling 100 plus
Solent Mitigation	£564 Average per dwelling (sliding scale/per bedroom)
Biodiversity net gain	£500 Based on other studies
Other policy costs?	health/energy/water/education/nitrogen?

Attendees were asked to provide site infrastructure and s106 information for their sites, as well as any other policy costs.

### Comments

Education identified as an issue – how will this be factored into the viability costings? It was noted that it was originally on the r123 list and paid by CIL but then was put in s106. This has increased s106 costs substantially in recent developments. Attendees asked for the r123 list changes to be impact tested as this has a substantial impact on development. MF noted that the new Infrastructure Funding Statements may clarify some aspects of this process.

Discussion included transport requirements and other costs. Attendees were asked to provide any further details on recent or planned schemes. Attendees were also asked to consider how atypical costs may have an impact on site value.

Agents fees may need to be higher – say 2%-3%. This can be because sometimes sites take multiple attempts to get allocated in the plan process. This is particularly for larger sites, but can include small sites, which can take as much to promote as some large sites. Appeal costs can make an impact including professional fees. But – it was noted that some site promotion costs are with the land value uplift allowances and therefore there does not necessarily need to be an increase in agents' fees.

Also costs of appropriate assessments – a recent planning inquiry decision has increased these costs. Locally, the nitrates issue has led to higher costs as housebuilders determine what course of action to take.

There have been some calls by health authorities for contributions but generally these have been refused by developers and housebuilders. However a Winchester consent may be quashed because of a lack of health contribution and a decision is expected shortly.

There may be higher costs per unit for small sites for professional fees – potentially schemes up to 100 units.

Biodiversity net gain costs may be higher for greenfield sites than brownfield sites although currently there is no set response to this issue.

The viability testing needs to include Brent geese mitigation costs – applies to sensitive sites (*Post meeting note this specific area is to the south of Fareham Town and this may apply to a variety of typologies*).

Attendees noted that SANGS may also be required and should be included in the testing; and this may need to be considered in the net to gross site area.

### Affordable Housing

#### Affordable housing

- Tested at different proportions
- Tenure also tested at different proportions, with at least 10% social rent
- Capitalised rents will be compared with RP transfer values

1 bed	2 bed	3 bed	4 bed
£120	£149	£178	£240

Affordable rent	
Management and maintenance	1,000 pa
Voids/bad debts	3%
Repairs reserve	£600 pa
Capitalisation	6%
Shared ownership	
Rental factor	2.75% of share
Share size	50%
Capitalisation	6%

MF explained capitalised net rent approach, cross checked with RPs active in the area.

#### Comments

It was reported that the Rental factor requested by the Borough has been 1%. Three Dragons/FBC undertook to check and adjust the modelling inputs if necessary.

## Older Persons Housing

### Older person housing

- ▶ Two typologies
  - ▶ 60 bed sheltered scheme
  - ▶ 50 bed supported scheme
- ▶ Include tests for both CIL and affordable housing
- ▶ Use Retirement Housing Group viability note to guide form of development, costs and values

### Comments

No comments were made on this approach to viability testing older persons' housing.

## Ground rents and Delivery Rates

### Ground rents

- Market flats ground rent at £250/dwelling capitalised at 5%

### Delivery rates

- Smaller sites (up to 40 units) developed within a year
- Larger - year to first completion and then 50 units per annum per housebuilder

It was confirmed that the delivery rates included market and affordable housing.

### **Comments**

It was suggested that the smaller sites will be delivering at a lower rate - say 25 completions per year, with a lag to start.

Biodiversity net gain + SPA issues will delay large site starts – maybe sensitivity test?  
Survey windows easily missed.

CSB was raised in relation to delivery rates. Providing CSB is not seen as a good option on large sites or for volume housebuilders. However, it was acknowledged that this is more of a policy issue than a straight viability issue.

### **Next Steps**

## NEXT STEPS

- Workshop notes/slides to be circulated - another opportunity for input to the study
- Follow up interviews with RPs
- Follow up interviews with other stakeholders if appropriate, or if need for confidential discussion
- Testing undertaken
- Discussion / presentation of findings to FBC
- Produce report based on findings of testing

MF emphasised the importance of engaging with the process in order to ensure that the viability testing is as locally realistic as possible, and attendees were urged to provide evidence to assist with the viability testing.

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## Appendix H Non residential values data

Table H1 Offices, industrial & retail rents (Fareham & Hampshire)

		Fareham		Hampshire	
		Count	Average rent per Sq m	Count	Average rent per Sq m
<b>Office</b>	Office - Business Parks (B1b)	3	£139	81	£171
	Office - Office - Business Park (B1a)	2	£113	47	£157
	Office - Office (B1a)	65	£149	877	£179
<b>Industrial</b>	Industrial - Distribution Parks (B8)	0	n/a	0	n/a
	Industrial - Garage / Workshop (B1c)	0	n/a	4	£97
	Industrial - General Industrial (B2)	4	£91	151	£104
	Industrial - Industrial Park (B1/2/8)	58	£88	262	£96
	Industrial - Light Industrial / Business Units (B1c)	2	£100	54	£107
	Industrial - Mixed Industrial (B1/2)	0	n/a	8	£79
	Industrial - Mixed Industrial (B1/2/8)	72	£87	554	£93
	Industrial - Storage and Distribution (B8)	1	£82	22	£81
<b>Retail</b>	Retail - Betting Shop	0	n/a	4	£238
	Retail - Financial & Professional Services (A2)	2	£120	22	£180
	Retail - Financial (A2)	0	n/a	0	n/a
	Retail - General Retail (A1)	31	£145	565	£202
	Retail - Hairdressers (A1)	0	n/a	7	£215
	Retail - Hot Food Take Away (Food & Drink) (A5)	0	n/a	8	£192
	Retail - Mixed-use Retail (A1/2/3/4/5, B1 or D1)	3	£132	17	£157
	Retail - Restaurants and Cafes (Food & Drink) (A3)	1	£83	25	£187
	Retail - Shopping Centre (A1/2/3/4/5)	10	£160	27	£248

Table H2 Retail parks rents (locally)

Scheme	Date of transaction	SQ M	£ per SQ M
1, Hedge End Way, Hedge End, SO30 4DD	07/02/2020	2,092	£229

Table H3 Retail parks rents (nationally)

Scheme	Date of transaction	SQ M	£ per SQ M
Retail Unit, Angouleme Retail Park, Angouleme Way, Bury, BL9 0BZ	01/02/2022	1,484	£135
Unit 3, Darnell Court, Moulton Park, Northampton, NN3 6RW	25/10/2021	93	£215
Unit 2, Darnell Court, Moulton Park, Northampton, NN3 6RW	06/09/2021	111	£516

New Retail Units, Trowell Road, Nottingham, NG8 2DH	13/08/2021	116	£194
St Michaels Retail Park, Eastern Green, Penzance, TR18 3FH	24/06/2021	613	£199
Unit 8 Astle Retail Park, West Bromwich, West Midlands, B70 9NS	27/01/2021	472	£74
Wren Nest Retail Park, Glossop Brook Road, Glossop, SK13 8GN	25/12/2020	836	£120
Unit 3, Jelbert Way, Long Rock, TR18 3RG	14/12/2020	1,486	£89
Unit C, Maybird Retail Park, Birmingham Road, Stratford-upon-avon, CV37 0HZ	11/12/2020	987	£233
Solartron Retail Park, Solartron Road, Farnborough, GU14 7QJ	11/12/2020	1,659	£244
Exeter Retail Park, Marsh Barton Road, Exeter, EX2 8LH	03/12/2020	1,864	£215
Ravenhead Retail Park, 10, Milverny Way, St Helens, WA9 1JF	03/12/2020	372	£538
Ravenhead Retail Park, 2, Milverny Way, St Helens, WA9 1JF	03/12/2020	747	£375
Unit 11a Cambridge Retail Park, Newmarket Road, Cambridge, CB5 8WR	20/11/2020	338	£385
Chalfont Square Retail Park, The Square, Reading, RG6 5HJ	02/11/2020	453	£88
Solartron Retail Park, Solartron Road, Farnborough, GU14 7QJ	13/10/2020	1,891	£317
Unit 8, Castle Vale Retail Park, Birmingham, B35 6HB	12/10/2020	325	£169
Unit 1a Westgate Retail And Leisure Park, Ings Road, Wakefield, WF2 9SD	06/10/2020	929	£167
14, Lockheed Close, Banbury, OX16 1LX	06/10/2020	836	£215
Unit 23b, Grand Junction Way, Crewe, CW1 2RP	22/09/2020	407	£172
Orpington Trading Estate, Sevenoaks Way, Orpington, Br5 3	14/09/2020	184	£484
Sundorne Retail Park, Battlefield Road, Shrewsbury, SY1 4YA	14/09/2020	3,407	£91
Cambridge Retail Park, Newmarket Road, Cambridge, CB5 8JL	11/09/2020	918	£269
Warwickshire Shopping Park, Kynner Way, Coventry, CV3 2SB	11/09/2020	492	£102
10, Grand Junction Way, Crewe, CW1 2RP	10/09/2020	1,161	£199
Unit 1, Olympus Park, Quedgeley, Gloucester, GL2 4NF	04/09/2020	1,781	£118
Staples Corner Retail Park, Geron Way, London, NW2 6LW	01/09/2020	462	£325
Sprowston Retail Park, Salhouse Road, Norwich, NR7 9AZ	27/08/2020	1,854	£194
Centrum Park, Tewkesbury Road, Cheltenham, GL51 9FD	15/07/2020	3,530	£301
Unit 2a Jasper Retail Park, Tunstall, Stoke On Trent, , ST6 6AN	02/07/2020	275	£140
9 Newbury Retail Park, Pinchington Lane, Newbury, RG14 7HU	30/06/2020	1,819	£247
1a, Charter Way, Braintree, CM77 8YJ	23/06/2020	673	£301
Unit 1a, Forest Retail Park Forest Street, Sutton-in-ashfield, Nottinghamshire, NG17 1BE	10/06/2020	212	£92
Unit 3, Yew Tree Retail Park, Yardley, Birmingham, B25 8YP	14/05/2020	162	£185

Clifton Moor Retail Park, Hurricane Way, York, YO30 4XU	01/04/2020	764	£144
Unit J1 Maybird Retail Park, Birmingham Road, Stratford-upon-avon, CV37 0HZ	18/03/2020	466	£296
Warwickshire Shopping Park, Kynner Way, Coventry, CV3 2SB	04/03/2020	183	£219
Greyhound Retail Park, Greyhound Park Road, Chester, CH1 4QG	03/03/2020	482	£296
Longwater Retail Park Car Park, Alex Moorhouse Way, Costessey, NR5 0JT	28/02/2020	911	£210
Westway Cross Shopping Park, Greenford Road, Greenford, UB6 0UW	20/02/2020	889	£34
Unit B, Aldermoor Way, Longwell Green, BS30 7TX	20/02/2020	1,368	£219
1, Hedge End Way, Hedge End, SO30 4DD	07/02/2020	2,092	£229

Table H4 Convenience retail rents (nationally)

Scheme	Date of transaction	SQ M	£ per SQ M
36, High Street, Crediton, EX17 3JP	23/09/2022	286	£122
5, Market Place, Burton Upon Trent, DE14 1HA	23/09/2022	29	£311
Barton Marina, Barton Turns, Burton-on-trent, DE13 8DZ	24/08/2022	79	£251
Riverside Office Centre, Century House, North Station Road, Colchester, CO1 1RE	26/04/2022	91	£198
Parade Green Hollow Way Oxford	25/02/2022	194	£140
68, High Street, Sunninghill, Ascot, SL5 9NN	16/02/2022	354	£254
129-131, Exning Road, Newmarket, CB8 0EL	25/10/2021	173	£121
141-143, The Gardens, Southwick, BN42 4AR	12/10/2021	136	£153
121-125, Villa Road, Birmingham, B19 1NH	01/10/2021	98	£122
150, Frimley Road, Camberley, GU15 2QN	22/07/2021	378	£215
132-152 Broad Street, Chesham, HP5 3ED	21/06/2021	380	£237
72, Trafalgar Street, Brighton, BN1 4EB	14/05/2021	41	£339
77-81 Connahs Quay Precinct, High Street, Connahs Quay, CH5 4DD	04/05/2021	208	£120
Green Oaks Shopping Centre, Green Oaks Way, Widnes, WA8 6UD	22/04/2021	67	£231
Locking Service Station, Locking Moor Road, Weston-super-mare, BS24 7BE	02/04/2021	395	£608
92=94, Church Street, Marple, SK6 7AY	01/01/2021	335	£157
5-9, Broadstone Road, North Reddish, Stockport, SK5 7AE	26/11/2020	299	£110
1 Market Place, Market Rasen, Lincolnshire, LN8 3HJ	09/11/2020	52	£115
20, Western Road, Hove, BN3 1AE	03/11/2020	82	£304
Millar Court - Unit 6 Station Road, Kenilworth, Warwickshire, Cv8	01/11/2020	53	£140

21 Sincil Street, Lincoln, LN5 7ET	01/11/2020	38	£329
21-24, St James Place, Mangotsfield, BS16 9JB	31/10/2020	281	£169
91-93, Commercial Road, Portsmouth, PO1 1BQ	22/10/2020	416	£156
Retail Unit, Bristol Road, Selly Oak, Birmingham, B29	19/10/2020	358	£224
23 Sincil Street, Lincoln, LN5 7ET	16/10/2020	93	£187
Sainsburys, Billet Street, Taunton, TA1 3NE	29/09/2020	433	£243
95a, Upper St. Giles Street, Norwich, NR2 1AB	15/09/2020	50	£301
5, Greenway Parade, Chesham, HP5 2DA	01/09/2020	105	£172
Londis Convenience Store Wellington Avenue, Meon Vale, Stratford-upon-avon, Warwickshire, Cv37	28/08/2020	344	£161
1a Augusta Place , Leamington Spa, Warwickshire, Cv32	01/08/2020	63	£177
16a Trelawney House, Queen Elizabeth Road, Lincoln, LN1 3PA	07/07/2020	25	£173
Co-operative Food, Knightthorpe Road, Loughborough, Leicestershire, LE11 4JX	12/06/2020	404	£151
Hatch House, Station Road, Sway, SO41 6BA	01/06/2020	300	£217
Sainsburys Plc, Crowborough Hill, Jarvis Brook, TN6 2EG	01/06/2020	391	£205
Retail Unit, 7/7a, Heather Ridge Arcade, Camberley, GU15 1AX	28/04/2020	389	£231
2-3, Little East Street, Brighton, BN1 1HT	17/03/2020	131	£190
Bishop Gate Retail Park, Tower Street, Coventry, CV1 1AA	13/02/2020	378	£185
Shiney Row Branch Library, Chester Road, Houghton-le-spring, DH4 4RB	11/11/2019	353	£120
2, Sandringham Place, Stourbridge, DY8 5HP	01/10/2019	302	£172
Convenience Store, Ivy Road, Macclesfield, SK11 8NA	01/10/2019	431	£139
Co-op Convenience Store, Waddington Road, Sleaford, Lincolnshire, NG34 6AR	30/09/2019	418	£203
Former Library, Chester Road, Shiney Row, Houghton-le-spring, DH4 4RB	01/09/2019	353	£120
28-30 Markesbury Shopping Centre, Larkholme Parade, Fleetwood, FY7 8NE	30/08/2019	110	£146
Longford Local Centre West, Horsbere Drive, Longford, Gloucester, GL2 9DH	24/06/2019	362	£186
6, Cromwell Road, Ellesmere Port, CH65 4DD	28/05/2019	261	£113
Old Polegate Station, Station Road, Polegate, BN26 6EH	15/05/2019	294	£129
Holywell Convenience Store, Laurel Terrace, Whitley Bay, NE25 0ND	01/03/2019	106	£915
362 Aspley Lane, Nottingham NG8 5GB	25/02/2019	334	£114
390-396, Hollins Road, Oldham ,OL8 3BE	21/02/2019	392	£77
131, Ainsworth Road, Bury, BL8 2RT	21/02/2019	327	£77
26a, Park Street, City Centre, Bristol, BS1 5JA	02/01/2019	146	£178



Table H5 Supermarkets rents (nationally)

Scheme	Tenant	Date of transaction	SQ M	£ per SQ M
2, Timberley Lane, Birmingham, B34 7EH	Tesco	697	28/09/2022	£110
Ground 1st & 2nd, 33-34, High Street, Colchester, CO1 1DH	Tesco	593	10/03/2022	£169
Lidl, Warstock Road, Birmingham, B14 4ST	Lidl	2,125	29/09/2021	£175
Asda, Tweed Road, Clevedon, BS21 6RR	ASDA	2,479	12/09/2021	£171
Unit 1, 1581 Pershore Road, Stirchley, Birmingham, B30 2JF	Aldi	1,839	18/09/2020	£173
Retail Unit, 300 London Road, High Wycombe, HP11 1LJ	Lidl	2,513	29/06/2020	£210
M&s, Beehive Business Park, Thomas Way, Ulverston, LA12 7NJ	Marks & Spencer	1,157	13/03/2020	£195
Unit 2 - 24/26 Bridge Street, Stratford-upon-avon, CV37 6AD	Tesco	595	13/01/2020	£294
Unit 5, Broadway Plaza, Ladywood Middleway, Birmingham, B16 8SN	Lidl	1,748	04/02/2019	£151
Unit 1, 1-41, Sutton Road, Birmingham, B23 6QH	Lidl	2,125	04/02/2019	£188

Table H6 Care Homes sales (locally)

Scheme	Date of transaction	Sales Price	Number of Beds	Sales Price per Bed
Colbury House Nursing Home, Hill Street, Southampton, SO40 2RX	25/05/2021	£1,650,000	51	£32,353
Saxby Lodge Rest Home, 124, Victoria Drive, Bognor Regis, PO21 2EJ	08/02/2021	£750,000	19	£39,474
The Lindsay, 47a, Lindsay Road, Poole, BH13 6AP	30/10/2020	£10,780,176	62	£173,874
Burwood Nursing Home, 100, Dunyeats Road, Poole, BH18 8AL	05/03/2020	£5,200,000	58	£89,655
Heron Manor Care Home, Reading Road North, Fleet, GU51 4AN	28/02/2020	£3,000,000	51	£58,824
Belford House, 93, Lymington Bottom, Alton, GU34 5AH	01/02/2020	£4,500,000	31	£145,161
St Denis Lodge, Salisbury Road, Shaftesbury, SP7 8BS	13/12/2019	£1,000,000	21	£47,619
Riverside House Nursing Home, Westbury, Sherborne, DT9 3QZ	19/11/2019	£2,000,000	39	£51,282
Great Oaks Care Home, Poole Lane, Bournemouth, BH11 9DP	08/11/2019	£13,320,000	80	£166,500
James Burns House, Greenways Avenue, Bournemouth, BH8 0AS	09/08/2019	£801,942	21	£38,188
Anning House, Cross Road, Weymouth, DT4 9QX	16/12/2020	£8,404,887	70	£120,070
Flowerdown Nursing Home, 50, Harestock Road, Winchester, SO22 6NT	07/04/2020	£7,059,697	53	£133,202

Ancasta Grove Care Home, 123, Barnes Lane, Sarisbury Green, Southampton, SO31 7BH	15/01/2020	£4,835,708	75	£64,476
106, Lowther Road, Bournemouth, BH8 8NS	10/05/2019	£527,000	7	£75,286

Table H7 Hotels sales (locally)

Scheme	Date of transaction	Rooms	Sales Price per Room
Epsom Premier Lodge, 272 Kingston Road, Ewell, KT19 0SH	23/04/2021	29	£30,843
Heathrow Marriott, Ditton Road, Slough, SL3 8PT	19/03/2020	376	£20,920
Travelodge & Costa Coffee, ducklington Lane, Witney, OX28 4TT	20/12/2019	63	£133,968
Holiday Inn Maidstone, London Road, Wrotham Heath, Sevenoaks, TN15 7RS	05/11/2019	106	£62,264
Great Western Hotel, Vyne Road, Basingstoke, RG21 5ND	17/06/2019	9	£80,556
Travel Lodge, 156, Winchester Road, Four Marks, Alton, GU34 5HZ	15/06/2019	31	£114,516
Premier Inn, Letcombe Street, Reading, RG1 2HN	08/05/2019	151	£87,020
Grosvenor Hotel, High Street, Stockbridge, SO20 6EU	25/03/2019	34	£44,118
Travelodge, 8-17b High Street, Gosport PO12 1BX	15/01/2019	70	£94,286
Travelodge, Ringwood Road, Lyndhurst, SO43 7GN	28/11/2018	26	£105,115
Hilton St Annes Manor Hotel, London Road, Wokingham, RG40 1ST	26/03/2018	170	£135,294
Holiday Inn London-shepperton, Felix Lane, Shepperton, TW17 8NP	02/03/2018	185	£80,541
Travelodge, Guildford Street, Chertsey, KT16 9AU	13/11/2017	73	£98,630
Travelodge, West Street, Brighton, BN1 2RL	02/11/2017	159	£176,101
Premier Inn, Park Street, Camberley, GU15 3PL	29/09/2017	95	£89,105
Mercure Castle Hotel, 18, High Street, Windsor, SL4 1LJ	01/07/2017	108	£278,796
Jury's Inn, 1, Charlotte Place, Southampton, SO14 0TB	30/01/2017	270	£111,111
Hilton Portsmouth, Eastern Road, Portsmouth, PO6 1UN	24/01/2017	150	£87,000
Travelodge, St Peters Wharf, Maidstone, ME16 0SR	01/10/2016	113	£80,531
Travelodge, 34, Chapel Street, Chichester, PO19 1DL	15/09/2016	76	£130,263
Best Western, Bath Road, Reading, RG31 7QN	29/07/2016	80	£65,400
Hampton By Hilton, Longbridge Gate, Gatwick, RH6 0PJ	15/03/2016	194	£113,402
Travelodge, Hanworth Road, Sunbury-on-thames, TW16 5DA	01/01/2016	131	£88,550
Jurys Inn, 101, Stroudley Road, Brighton, BN1 4DJ	16/11/2015	234	£120,513

Travelodge, Western Avenue, Chatham, ME4 4NT	15/10/2015	90	£63,833
Premier Inn, Victoria Street, Basingstoke, RG21 3BT	27/07/2015	81	£93,827

Table H8 Offices, industrial &amp; retail yields (Fareham &amp; Hampshire)

		Fareham		Hampshire	
		Count	Yield	Count	Yield
Office	Office - Business Parks (B1b)	0	None	7	7.69%
	Office - Office - Business Park (B1a)	0		2	
	Office - Office (B1a)	0		36	
Industrial	Industrial - Distribution Parks (B8)	0	7.05%	1	6.46%
	Industrial - General Industrial (B2)	0		9	
	Industrial - Industrial Park (B1/2/8)	1		20	
	Industrial - Heavy Industrial (B1/2)	0		2	
	Industrial - Mixed Industrial (B1/2)	0		7	
	Industrial - Mixed Industrial (B1/2/8)	1		27	
	Industrial - Storage and Distribution (B8)	1		5	
Retail	Retail - Betting Shop	0	7.42%	4	6.77%
	Retail - Department Stores (A1/2/3)	0		1	
	Retail - General Retail (A1)	1		61	
	Retail - Hot Food Take Away (Food & Drink) (A5)	0		2	
	Retail - Non Food Retail Warehouse (A1)	0		3	
	Retail - Restaurants and Cafes (Food & Drink) (A3)	0		6	
	Retail - Shopping Centre (A1/2/3/4/5)	0		1	
	Retail - Showrooms - General (A1)	0		1	

Table H9 Retail parks yields (locally)

Scheme	SQ M	Date of transaction	Yield (%)
Chestnut Avenue Retail Park, Chestnut Avenue Retail Park, Chestnut Avenue, Eastleigh, SO53 3TF	4,366	22/02/2019	5.2
Chestnut Retail Park, Chestnut Avenue, Eastleigh, SO53 3LE	4,380	01/11/2018	5.17

Table H10 Retail parks yields (nationally)

Scheme	SQ M	Date of transaction	Yield (%)
Galleries Retail Park, Washington, NE38 7RW	8,831	30/04/2022	6.85
Currys & Dunhelm, Apex Retail Park, Conybere St, Highgate Middleway, B'ham B12 0EB	3,716	16/02/2022	7.8
Go Outdoors, Coventry Business Park, Canley Road, Coventry CV5 6RN	4,535	15/10/2021	7.51
Hayes Bridge Retail Park, Uxbridge Road, Hayes, UB4 0RH	9,738	05/10/2021	4.37
Chester Road Trade Park, Chester Road, Erdington, Birmingham, B24 0QY	1,709	01/10/2021	4.59
Augustin Retail Park, St Augustin Way, Grantham, NG31 6TN	3,029	15/09/2021	8.5

Queens Drive Retail Park, Queens Drive, Liverpool, L13 0DL	2,694	06/09/2021	4.65
Arrow Point Retail Park, Brixton Way, Shrewsbury, SY1 3GB	1,154	05/05/2021	8.7
Lindis Retail Park, Tritton Road, Lincoln, LN6 7QY	4,157	01/04/2021	9.26
Kingsthorpe Centre, Harborough Road, Northampton, NN2 7BD	5,821	01/04/2021	7.52
New Hall Hey Retail Park, New Hall Hey Road, Rawtenstall, BB4 6HH	7,450	01/02/2021	7.65
Bromsgrove Retail Park, Birmingham Road, B61 0DD	5,007	01/01/2021	6.21
Beechdale Park, Nottingham, NG8 3LH	864	03/12/2020	6.82
Droitwich Spa Retail Park, Kidderminster Road, Droitwich, WR9 9AY	2,523	01/12/2020	7.95
Goldstone Retail Park, Newtown Road, Hove, BN3 7PN	7,615	28/11/2019	5.1
St Oswald's Park, St Oswald's Road, Gloucester, GL1 2UE	20,900	19/11/2019	8.5
The Podium Shopping Centre, The Podium, Bath, BA1 5AL	16,916	03/10/2019	4.07
Poole Retail Park, Redlands, Poole, BH12 1DN	19,324	12/09/2019	8
Units A, B & C, Coypool Retail Park, Coypool Road, Plymouth, PL7 4TB	3,674	01/09/2019	8.81
Bell Green Retail Park, Bell Green, London, SE6 4HD	13,274	04/04/2019	5.9
Weston Lock Retail Park, Lower Bristol Road, Westmoreland, Bath, BA2 1EP	2,705	28/03/2019	5.15
Barker And Stonehouse, Marsh Street, Middlesbrough, TS1 5JH	1,681	01/03/2019	7.6
Chestnut Avenue Retail Park, Chestnut Avenue Retail Park, Chestnut Avenue, Eastleigh, SO53 3TF	4,366	22/02/2019	5.2
Binhamy Retail Park, Binhamy Retail Park, Stratton Road, Bude, EX23 8AF	4,023	14/01/2019	7.5
Central Retail Park (Rochdale), Oldham Road, Rochdale, OL11 1BU	6,389	17/12/2018	8.58
Jubilee Retail Park, Radipole Park Drive, Weymouth, DT3 5EZ	5,574	04/12/2018	6.97
Warehouse, Worcester Road, Evesham, WR11 4AB	3,930	03/12/2018	6.01
Martlesham Heath Retail Park, Anson Road, Ipswich, IP5 3RX	4,459	19/11/2018	5.2
Darlington North Retail Park, Albert Road, Darlington, DL1 2PD	3,902	17/10/2018	6.2
Chestnut Retail Park, Chestnut Avenue, Eastleigh, SO53 3LE	4,380	01/11/2018	5.17
Whitwick Retail Park, Whitwick Road, Coalville, LE67 3FA	5,036	24/09/2018	6.9
Junction 9 Retail Park, Axletree Way, Wednesbury, WS10 9QY	42,921	31/07/2018	5.07
Octagon Retail Park, Etruria Road, Stoke-on-trent, ST1 5RR	10,498	19/07/2018	8.3
Crystal Retail Centre, Platts Road, Stourbridge, DY8 4YR	1,392	13/06/2018	8.92
Saltash Industrial Estate, Gilston Road, Saltash, PL12 6TW	3,716	01/06/2018	4.45
Slough Retail Park, Twinches Lane, Slough, SL1 5AD	14,165	31/05/2018	5.36
Selly Oak Shopping Park, Bristol Road, Birmingham, B29 6SN	17,187	31/05/2018	5

The Stirling Centre, Tye Road, Fradley, Lichfield, WS13 8ST	1,760	30/03/2018	7.33
Coppins Bridge Retail & Leisure Park, Coppins Bridge, Newport, PO30 2BX	5,470	05/03/2018	7
Keighley Retail Park, Hard Ings Road, Keighley, BD21 3NJ	6,092	15/02/2018	6.89
Rishworth Centre, Railway Street, Dewsbury, WF12 8EQ	8,593	15/02/2018	7.9
Riverside, South Walls, Stafford, ST16 3AA	9,482	08/01/2018	6.8
Horizon Shopping Park, Solartron Road, Farnborough, GU14 7QL	7,410	08/01/2018	5.25

Table H11 Convenience yields (national)

Scheme	SQ M	Date of transaction	Yield (%)
12, Montpellier Walk, Cheltenham, GL50 1SD	95	09/09/2022	6.08
132-152 Broad Street, Chesham, Buckinghamshire, HP5 3ED	396	08/04/2022	5.17
Glyn Square, Milton Keynes, MK12 5JQ	188	17/02/2022	5.55
143, St Johns Hill, Sevenoaks, TN13 3PE	353	14/02/2022	4.5
171/173 Newcastle Street, Burslem, Stoke-on-trent, Staffordshire, ST6 3QJ	214	24/01/2022	6.27
Co-operative Food, 169 Walsall Wood Road, West Midlands, WS9 8HA	421	01/12/2021	4.97
9 Silver Hill, Winchester, SO23 8AQ	190	01/11/2021	3.91
390-396, Hollins Road, Oldham, OL8 3BE	393	06/08/2021	6.3
166 Dean Road, Meldon Terrace, South Shields, Tyne & Wear, NE33 4AQ	301	29/04/2021	6.47
104 Astley Street, Dukinfield, SK16 4JU	380	02/02/2021	6.31
2, Oldfield Road, Sheffield, S6 6DT	415	29/09/2020	5.7
5-9, Broadstone Road, North Reddish, Stockport, SK5 7AE	300	02/09/2020	5.71
57-59, St Peters Avenue, Cleethorpes, DN35 8HF	426	15/08/2020	7.17
Angel Inn, 76 Load Street, Bewdley, Worcestershire, DY12 2AW	374	21/07/2020	6.17
132-152, Broad Street, Chesham, HP5 3ED	449	02/07/2020	5.79
18-20, Roundhill Road, Torquay, TQ2 6TH	292	01/07/2020	6.4
Clipper Way Inn, Mongleath Road, Falmouth, TR11 4PN	285	01/05/2020	5.25
15-17, Mill Road, Kirby Cane, NR35 2EZ	227	13/03/2020	7.44
170, Heathcote Street, Stoke-on-trent, ST3 5SN	391	15/12/2019	5.18
54-56, Southbourne Grove, Bournemouth, BH6 3RB	154	16/10/2019	6.34
Showroom Unit, Chandos Road, Buckingham, MK18 1AL	419	04/09/2019	5.16
5, Foregate Street, Worcester, WR1 1DB	348	07/08/2019	6.57

Co-op, Queen Alexandra Road, North Shields, NE29 9AL	423	31/07/2019	5.35
83, Braunston Road, Oakham, LE15 6LE	479	29/04/2019	5.54
Co-operative Group Food Limited, Barker Street, Worcester, WR3 8NP	337	28/02/2019	5.25
222, Congleton Road, Stoke-on-trent, ST7 3HF	256	06/02/2019	5.45
169a, Ditchfield Road, Widnes, WA8 8RF	302	18/01/2019	6.5

Table H12 Supermarkets yields (national)

Scheme	SQ M	Date of transaction	Yield (%)
Sainsburys Supermarkets Ltd, Winchester Road, Bishops Waltham, SO32 1BA	852	16/05/2022	3.8
Sainsbury's, Park Hill Road, Garstang, Preston, PR3 1EL	2,148	15/03/2022	3.89
Tesco Store, Broad Piece, Littlehampton, BN17 5RA	6,464	14/02/2022	4.26
Tesco Development, Savile Street, Sheffield, S4 7UD	8,196	20/12/2021	4.5
Orbital Retail Centre, Voyager Drive, Cannock, WS11 8XP	10,004	01/12/2021	4
Sainsbury's, Orbital Retail Centre, Voyager Drive, Cannock WS11 8XP	6,799	01/12/2021	4
Asda, Borough Road, Paignton, TQ4 7EP	2,186	17/08/2021	5.2
Waitrose & Partners, 31-37 Station Road, Gerrards Cross SL9 8ES	2,282	10/06/2021	5.95
Lidl, Northern Tower, London Road, Retford, DN22 6HG	1,944	03/03/2021	5.03
Sainsbury's, Etherstone Avenue, Newcastle Upon Tyne, NE7 7JW	6,333	29/10/2020	4.1
Lidl, Warstock Road, Birmingham, B14 4ST	2,130	01/09/2020	4.17
Lidl Store, Woodbridge Road, Guildford, GU1 1EE	3,891	01/06/2020	3.25

## Appendix I Results and summary appraisal examples



Summary of residential testing results

Typology	Greenfield/ Brownfield	Dwgs	Net ha	Gross ha	%AH	CSB Dwgs	Residual value post BMLV/ SDLT & Fees	Market developer	CSB Return	AH contractor	Net residual	m (exc self build)	Potential for CIL - scheme	Potential for CIL /sq m
								17.50%	17.50%	6%				
R1	Small infill greenfield	3	0.08	0.08	0%	0	504,624	211,491	0	0	293,133	306	293,133	959
R2	Small infill brownfield	3	0.08	0.08	0%	0	353,622	211,491	0	0	142,131	306	142,131	465
R3	Small greenfield	8	0.23	0.23	0%	0	1,411,279	563,976	0	0	847,303	815	847,303	1,039
R4	Small brownfield	8	0.23	0.23	0%	0	1,035,091	563,976	0	0	471,115	815	471,115	578
R5	Medium Greenfield	15	0.40	0.40	40%	0	1,846,978	624,110	0	41,997	1,180,871	920	1,180,871	1,284
R6	Medium Brownfield	15	0.40	0.40	35%	0	1,561,314	676,119	0	36,746	848,449	996	848,449	852
R7	Medium Brownfield	30	0.38	0.38	35%	0	3,745,305	1,352,237	0	73,494	2,319,574	1,992	2,319,574	1,164
R8	Medium Greenfield	50	1.39	1.90	40%	5	6,199,541	1,733,638	435,750	139,991	3,890,162	2,554	3,890,162	1,523
R9	Medium Brownfield	50	1.32	1.80	35%	5	4,760,736	1,907,001	435,750	122,492	2,295,493	2,810	2,295,493	817
R10a	Town centre	80	1.00	1.42	20%	0	6,294,393	3,493,280	0	107,923	2,693,190	5,237	2,693,190	514
R10b	Town centre	40	0.20	0.20	20%	0	2,531,602	1,469,440	0	59,103	1,003,059	2,285	1,003,059	439
R10c	Town Centre	20	0.10	0.10	20%	0	1,077,273	741,300	0	29,976	305,997	1,141	305,997	268
R10d	Town centre	150	0.50	0.50	20%	0	804,958	2,760,000	0	266,445	-2,221,487	8,971	-2,221,487	-248
R11	Large greenfield	120	3.27	4.80	40%	12	15,450,518	4,160,730	1,045,800	321,349	9,922,639	6,130	9,922,639	1,619
R12	Large brownfield	120	2.35	3.45	35%	12	12,193,537	4,290,825	1,045,800	281,180	6,575,732	6,191	6,575,732	1,062
R13	Large greenfield	600	14.99	25.00	40%	60	69,657,240	20,803,650	5,229,000	1,570,080	42,054,510	30,650	42,054,510	1,372
R14	Large greenfield	1,000	28.77	50.00	40%	100	113,723,655	34,672,750	8,715,000	2,616,801	67,719,104	51,083	67,719,104	1,326
R16	Greenfield - Sheltered	60	0.50	0.50	0%	0	3,282,167	3,018,750	0	0	263,417	4,800	263,417	55
R17	Brownfield - Sheltered	60	0.50	0.50	0%	0	2,615,641	3,018,750	0	0	-403,109	4,800	-403,109	-84
R18	Greenfield - Extracare	50	0.50	0.50	0%	0	1,565,507	3,145,625	0	0	-1,580,118	5,800	-1,580,118	-272
R19	Brownfield - Extracare	50	0.50	0.50	0%	0	891,072	3,145,625	0	0	-2,254,553	5,800	-2,254,553	-389

Please note R10c Town Centre is a BtR scheme at 10% market return

**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 - updated November 2022	<b>Site Address</b>	R1 - CS1, Greenfield, 0%AH, 3 dwellings	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details		Dwellings		GIA (sq m)
Gross Area	0.08 ha	Total	3.00	282.0
Net Area	0.08 ha	Market Housing	3.00	282.0
Net to Gross Ratio	100.0%	Affordable Housing	-	-
Density	37.50 dwgs per net ha	% Affordable Housing	0.00%	

	Total	Market	Affordable Housing				
			Social Rent	Affordable Rent	Intermediate Rent	Equity Share	Shared Ownership
<b>Total No of Dwellings</b>	3.00	3.00	-	-	-	-	-
<b>Total GIA (sq m)</b>	282.0	282.0	-	-	-	-	-
<b>Tenure Split (by % dwellings)</b>		100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Total Revenue</b>	1,208,520	1,208,520	-	-	-	-	-
<b>Average Revenue per unit</b>	402,840	402,840	-	-	-	-	-
<b>Average Revenue per sq m GIA</b>	4,286	4,286	-	-	-	-	-
<b>Total Capital Contributions</b>	-						
<b>Total Commercial Elements</b>	-						
<b>Total Scheme Revenue</b>	1,208,520						

	Total	Market	Affordable Housing					Per dwelling	per sq m
			Social Rent	Affordable Rent	Intermediate Rent	Equity Share	Shared Ownership		
<b>Build Cost (inc external works)</b>	488,638	488,638	-	-	-	-	162,879	1,733	
<b>Additional Dwelling Standards</b>	-	-	-	-	-	-	-	-	
<b>Professional Fees</b>	48,864	48,864	-	-	-	-	16,288	173	
<b>Marketing Costs (market housing)</b>	36,256	36,256	-	-	-	-	12,085	129	
<b>Marketing Costs (aff housing)</b>	-	-	-	-	-	-	#DIV/0!	#DIV/0!	
<b>Land &amp; Development Costs</b>	58,914	58,914	-	-	-	-	19,638	209	
<b>Planning Obligations Costs</b>	41,906						13,969	149	
<b>Commercial Elements Costs</b>	-								
<b>Community Infrastructure Levy</b>	-								
<b>Total Development Costs</b>	674,578						224,859	2,392	
<b>Total Operating Profit</b>	533,942						177,981	1,893	

10.0% build costs  
 3.0% market revenue  
 #DIV/0! affordable revenue

0.0% CIL as %Revenue  
 £0.00 per market sq m  
 0.0% CIL as %Dev Costs

Finance Costs and Residual Value	
Period	No CF years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
<b>Revenue and Capital Contributions</b>	1,208,520
<b>Total Development Cost</b>	674,578
<b>Finance Cost</b>	29,318
<b>Annual Discount Rate Cost</b>	-
<b>Total Dev Cost, Finance Cost &amp; ADR Cost</b>	703,896
<b>Gross Residual Value</b>	504,624

Notes: (use Alt+Enter to start a new line)

Summary Results

Site Details	Fareham - Viability Testing August 2022 - updated November 2022	Site Address	R2 - CS2, Brownfield, 0%AH, 3 dwellings	Site Reference	BLV1
Scheme Description		Notes		Application No	
				Date Saved	01/11/2022

Site Details		Dwellings		GIA (sq m)
Gross Area	0.08 ha	Total	3.00	282.0
Net Area	0.08 ha	Market Housing	3.00	282.0
Net to Gross Ratio	100.0%	Affordable Housing	-	-
Density	37.50 dwgs per net ha	% Affordable Housing	0.00%	-

	Total	Market	Affordable Housing					Shared Ownership
			Social Rent	Affordable Rent	Intermediate Rent	Equity Share		
Total No of Dwellings	3.00	3.00	-	-	-	-	-	
Total GIA (sq m)	282.0	282.0	-	-	-	-	-	
Tenure Split (by % dwellings)		100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Total Revenue	1,208,520	1,208,520	-	-	-	-	-	
Average Revenue per unit	402,840	402,840	-	-	-	-	-	
Average Revenue per sq m GIA	4,286	4,286	-	-	-	-	-	
Total Capital Contributions	-	-	-	-	-	-	-	
Total Commercial Elements	-	-	-	-	-	-	-	
Total Scheme Revenue	1,208,520	-	-	-	-	-	-	

	Total	Market	Affordable Housing					Per dwelling	per sq m
			Social Rent	Affordable Rent	Intermediate Rent	Equity Share	Shared Ownership		
Build Cost (inc external works)	488,638	488,638	-	-	-	-	162,879	1,733	
Additional Dwelling Standards	-	-	-	-	-	-	-	-	
Professional Fees	48,864	48,864	-	-	-	-	16,288	173	
Marketing Costs (market housing)	36,256	36,256	-	-	-	-	12,085	129	
Marketing Costs (aff housing)	-	-	-	-	-	-	#DIV/0!	#DIV/0!	
Land & Development Costs	212,139	212,139	-	-	-	-	70,713	752	
Planning Obligations Costs	39,683	-	-	-	-	-	13,228	141	
Commercial Elements Costs	-	-	-	-	-	-	-	-	
Community Infrastructure Levy	-	-	-	-	-	-	-	-	
Total Development Costs	825,580	-	-	-	-	-	275,193	2,928	
Total Operating Profit	382,940	-	-	-	-	-	127,647	1,358	

10.0% build costs
3.0% market revenue
#DIV/0! affordable revenue
0.0% CIL as %Revenue
£0.00 per market sq m
0.0% CIL as %Dev Costs

Finance Costs and Residual Value	
Period	No CF years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
Revenue and Capital Contributions	1,208,520
Total Development Cost	825,580
Finance Cost	29,318
Annual Discount Rate Cost	-
Total Dev Cost, Finance Cost & ADR Cost	854,898
Gross Residual Value	353,622

Notes: (use Alt+Enter to start a new line)

**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 - updated November 2022	<b>Site Address</b>	R3 - CS3, Greenfield, 0%AH, 8 dwellings	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details		Dwellings		GIA (sq m)
Gross Area	0.23 ha	Total	8.00	752.0
Net Area	0.23 ha	Market Housing	8.00	752.0
Net to Gross Ratio	100.0%	Affordable Housing	-	-
Density	34.78 dwgs per net ha	% Affordable Housing	0.00%	

	Total	Market	Affordable Housing					Shared Ownership
			Social Rent	Affordable Rent	Intermediate Rent	Equity Share		
<b>Total No of Dwellings</b>	8.00	8.00	-	-	-	-	-	
<b>Total GIA (sq m)</b>	752.0	752.0	-	-	-	-	-	
Tenure Split (by % dwellings)		100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
<b>Total Revenue</b>	3,222,720	3,222,720	-	-	-	-	-	
Average Revenue per unit	402,840	402,840	-	-	-	-	-	
Average Revenue per sq m GIA	4,286	4,286	-	-	-	-	-	
<b>Total Capital Contributions</b>	-							
<b>Total Commercial Elements</b>	-							
<b>Total Scheme Revenue</b>	3,222,720							

	Total	Market	Affordable Housing					Per dwelling	per sq m
			Social Rent	Affordable Rent	Intermediate Rent	Equity Share	Shared Ownership		
Build Cost (inc external works)	1,240,988	1,240,988	-	-	-	-	155,124	1,650	
Additional Dwelling Standards	-	-	-	-	-	-	-	-	
Professional Fees	124,099	124,099	-	-	-	-	15,512	165	
Marketing Costs (market housing)	96,682	96,682	-	-	-	-	12,085	129	
Marketing Costs (aff housing)	-	-	-	-	-	-	#DIV/0!	#DIV/0!	
Land & Development Costs	163,463	163,463	-	-	-	-	20,433	217	
Planning Obligations Costs	111,750						13,969	149	
Commercial Elements Costs	-								
Community Infrastructure Levy	-								
<b>Total Development Costs</b>	1,736,981						217,123	2,310	
<b>Total Operating Profit</b>	1,485,739						185,717	1,976	

10.0% build costs  
 3.0% market revenue  
 #DIV/0! affordable revenue

0.0% CIL as %Revenue  
 £0.00 per market sq m  
 0.0% CIL as %Dev Costs

Finance Costs and Residual Value		
Period	No CF	years
Debit Interest Rate	6.0%	
Credit Interest Rate	0.0%	
Annual Discount Rate	0.0%	
Revenue and Capital Contributions	3,222,720	
Total Development Cost	1,736,981	
Finance Cost	74,459	
Annual Discount Rate Cost	-	
Total Dev Cost, Finance Cost & ADR Cost	1,811,441	
<b>Gross Residual Value</b>	1,411,279	

Notes: (use Alt+Enter to start a new line)

**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 - updated November 2022	<b>Site Address</b>	R4 - CS4, Brownfield, 0%AH, 8 dwellings	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details		Dwellings		GIA (sq m)
Gross Area	0.20 ha	Total	8.00	752.0
Net Area	0.20 ha	Market Housing	8.00	752.0
Net to Gross Ratio	100.0%	Affordable Housing	-	-
Density	40.00 dwgs per net ha	% Affordable Housing	0.00%	-

	Total	Market	Affordable Housing				
			Social Rent	Affordable Rent	Intermediate Rent	Equity Share	Shared Ownership
<b>Total No of Dwellings</b>	8.00	8.00	-	-	-	-	-
<b>Total GIA (sq m)</b>	752.0	752.0	-	-	-	-	-
<b>Tenure Split (by % dwellings)</b>		100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Total Revenue</b>	3,222,720	3,222,720	-	-	-	-	-
<b>Average Revenue per unit</b>	402,840	402,840	-	-	-	-	-
<b>Average Revenue per sq m GIA</b>	4,286	4,286	-	-	-	-	-
<b>Total Capital Contributions</b>	-	-	-	-	-	-	-
<b>Total Commercial Elements</b>	-	-	-	-	-	-	-
<b>Total Scheme Revenue</b>	3,222,720						

	Total	Market	Affordable Housing					Per dwelling	per sq m
			Social Rent	Affordable Rent	Intermediate Rent	Equity Share	Shared Ownership		
<b>Build Cost (inc external works)</b>	1,240,986	1,240,986	-	-	-	-	155,124	1,650	
<b>Additional Dwelling Standards</b>	-	-	-	-	-	-	-	-	
<b>Professional Fees</b>	124,099	124,099	-	-	-	-	15,512	165	
<b>Marketing Costs (market housing)</b>	96,682	96,682	-	-	-	-	12,085	129	
<b>Marketing Costs (aff housing)</b>	-	-	-	-	-	-	#DIV/0!	#DIV/0!	
<b>Land &amp; Development Costs</b>	545,579	545,579	-	-	-	-	68,197	726	
<b>Planning Obligations Costs</b>	105,822	-	-	-	-	-	13,228	141	
<b>Commercial Elements Costs</b>	-	-	-	-	-	-	-	-	
<b>Community Infrastructure Levy</b>	-	-	-	-	-	-	-	-	
<b>Total Development Costs</b>	2,113,169						264,146	2,810	
<b>Total Operating Profit</b>	1,109,551						138,694	1,475	

10.0% build costs  
 3.0% market revenue  
 #DIV/0! affordable revenue  
 0.0% CIL as %Revenue  
 £0.00 per market sq m  
 0.0% CIL as %Dev Costs

Finance Costs and Residual Value		
Period	No CF	years
Debit Interest Rate	6.0%	
Credit Interest Rate	0.0%	
Annual Discount Rate	0.0%	
<b>Revenue and Capital Contributions</b>	3,222,720	
<b>Total Development Cost</b>	2,113,169	
<b>Finance Cost</b>	74,459	
<b>Annual Discount Rate Cost</b>	-	
<b>Total Dev Cost, Finance Cost &amp; ADR Cost</b>	2,187,629	
<b>Gross Residual Value</b>	1,035,091	

Notes: (use Alt+Enter to start a new line)

**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 - updated November 2022	<b>Site Address</b>	R5 - CSS, Greenfield, 40%AH, 15 dwellings	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details		Dwellings		GIA (sq m)	
Gross Area	0.40 ha	Total	15.00		1,289.3
Net Area	0.40 ha	Market Housing	9.00		848.2
Net to Gross Ratio	100.0%	Affordable Housing	6.00		441.1
Density	37.50 dwgs per net ha	% Affordable Housing		40.00%	

	Total	Market	Affordable Housing				
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent Aff Rent	Shared Ownership
<b>Total No of Dwellings</b>	15.00	9.00	-	-	-	3.90	2.10
<b>Total GIA (sq m)</b>	1,289.3	848.2	-	-	-	284.5	156.6
<b>Tenure Split (by % dwellings)</b>		60.0%	0.0%	0.0%	0.0%	26.0%	14.0%
<b>Total Revenue</b>	4,654,335	3,566,340	-	-	-	634,395	453,600
<b>Average Revenue per unit</b>	310,289	396,260	-	-	-	162,665	216,000
<b>Average Revenue per sq m GIA</b>	3,610	4,205	-	-	-	2,230	2,897
<b>Total Capital Contributions</b>	-						
<b>Total Commercial Elements</b>	-						
<b>Total Scheme Revenue</b>	4,654,335						

	Total	Market	Affordable Housing					Per dwelling	per sq m
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent Aff Rent	Shared Ownership		
<b>Build Cost (inc external works)</b>	2,001,141	1,301,186	-	-	-	455,444	244,512	133,409	1,552
<b>Additional Dwelling Standards</b>	-	-	-	-	-	-	-	-	-
<b>Professional Fees</b>	160,091	104,095	-	-	-	36,435	19,561	10,673	124
<b>Marketing Costs (market housing)</b>	106,990	106,990	-	-	-	-	-	11,888	126
<b>Marketing Costs (aff housing)</b>	-	-	-	-	-	-	-	-	-
<b>Land &amp; Development Costs</b>	312,185	187,311	-	-	-	81,168	43,706	20,812	242
<b>Planning Obligations Costs</b>	208,449							13,897	162
<b>Commercial Elements Costs</b>	-								
<b>Community Infrastructure Levy</b>	-								
<b>Total Development Costs</b>	2,788,856							185,924	2,163
<b>Total Operating Profit</b>	1,865,479							124,365	1,447

8.0% build costs
3.0% market revenue
0.0% affordable revenue
0.0% CIL as %Revenue
£0.00 per market sq m
0.0% CIL as %Dev Costs

Finance Costs and Residual Value	
Period	2 years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
Revenue and Capital Contributions	4,654,335
Total Development Cost	2,788,856
Finance Cost	18,500
Annual Discount Rate Cost	-
Total Dev Cost, Finance Cost & ADR Cost	2,907,357
<b>Gross Residual Value</b>	1,846,978

Notes: (use Alt+Enter to start a new line)

Summary Results

Site Details	Fareham - Viability Testing August 2022 - updated November 2022	Site Address	R6 - CS6, Brownfield, 35%AH, 15 dwellings	Site Reference	BLV1
Scheme Description		Notes		Application No	
				Date Saved	01/11/2022

Site Details		Dwellings		GIA (sq m)
Gross Area	0.40 ha	Total	15.00	1,304.8
Net Area	0.40 ha	Market Housing	9.75	918.9
Net to Gross Ratio	100.0%	Affordable Housing	5.25	385.9
Density	37.50 dwgs per net ha	% Affordable Housing	35.00%	

Scheme Revenue

	Total	Market	Affordable Housing				Shared Ownership
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent Aff Rent	
Total No of Dwellings	15.00	9.75	-	-	-	3.41	1.84
Total GIA (sq m)	1,304.8	918.9	-	-	-	248.9	137.0
Tenure Split (by % dwellings)		65.0%	0.0%	0.0%	0.0%	22.7%	12.3%
Total Revenue	4,815,508	3,863,535	-	-	-	554,995	396,978
Average Revenue per unit	321,034	396,260	-	-	-	162,660	215,984
Average Revenue per sq m GIA	3,697	4,205	-	-	-	2,230	2,897
Total Capital Contributions	-						
Total Commercial Elements	-						
Total Scheme Revenue	4,815,508						

Scheme Development Costs

	Total	Market	Affordable Housing				Shared Ownership
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent Aff Rent	
Build Cost (inc external works)	2,022,058	1,409,618	-	-	-	398,432	214,008
Additional Dwelling Standards	-	-	-	-	-	-	-
Professional Fees	161,765	112,769	-	-	-	31,875	17,121
Marketing Costs (market housing)	115,906	115,906	-	-	-	-	-
Marketing Costs (aff housing)	-	-	-	-	-	-	-
Land & Development Costs	716,354	485,630	-	-	-	162,947	87,777
Planning Obligations Costs	197,424						
Commercial Elements Costs	-						
Community Infrastructure Levy	-						
Total Development Costs	3,213,507						
Total Operating Profit	1,602,001						

Per dwelling	per sq m
134,804	1,550
-	-
10,784	124
11,888	126
-	-
47,757	549
13,162	151
214,234	2,463
106,800	1,228

- 8.0% built costs
- 3.0% market revenue
- 0.0% affordable revenue
- 0.0% CIL as %Revenue
- £0.00 per market sq m
- 0.0% CIL as %Dev Costs

Finance Costs and Residual Value

Period	2 years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
Revenue and Capital Contributions	4,815,508
Total Development Cost	3,213,507
Finance Cost	40,688
Annual Discount Rate Cost	-
Total Dev Cost, Finance Cost & ADR Cost	3,254,194
Gross Residual Value	1,561,314

Notes: (use Alt+Enter to start a new line)

**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 - updated November 2022	<b>Site Address</b>	R7 - CS7, Brownfield, 35%AH, 30 dwellings	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details		Dwellings		GIA (sq m)	
Gross Area	0.38 ha	Total	30.00		2,609.7
Net Area	0.38 ha	Market Housing	19.50		1,837.8
Net to Gross Ratio	100.0%	Affordable Housing	10.50		771.9
Density	78.95 dwgs per net ha	% Affordable Housing			35.00%

	Affordable Housing						
	Total	Market	Social Rent	Affordable Rent	Intermediate Rent	Soc Rent Aff Rent	Shared Ownership
<b>Total No of Dwellings</b>	30.00	19.50	-	-	-	6.83	3.68
<b>Total GIA (sq m)</b>	2,609.7	1,837.8	-	-	-	497.9	274.0
<b>Tenure Split (by % dwellings)</b>		65.0%	0.0%	0.0%	0.0%	22.8%	12.3%
<b>Total Revenue</b>	9,631,025	7,727,070	-	-	-	1,110,176	793,779
<b>Average Revenue per unit</b>	321,034	396,260	-	-	-	162,663	215,994
<b>Average Revenue per sq m GIA</b>	3,691	4,205	-	-	-	2,230	2,897
<b>Total Capital Contributions</b>	-						
<b>Total Commercial Elements</b>	-						
<b>Total Scheme Revenue</b>	<b>9,631,025</b>						

	Affordable Housing							Per dwelling	per sq m
	Total	Market	Social Rent	Affordable Rent	Intermediate Rent	Soc Rent Aff Rent	Shared Ownership		
<b>Build Cost (inc external works)</b>	4,044,137	2,819,236	-	-	-	797,016	427,885	134,805	1,550
<b>Additional Dwelling Standards</b>	-	-	-	-	-	-	-	-	-
<b>Professional Fees</b>	323,531	225,539	-	-	-	63,761	34,231	10,784	124
<b>Marketing Costs (market housing)</b>	231,812	231,812	-	-	-	-	-	11,888	126
<b>Marketing Costs (aff housing)</b>	-	-	-	-	-	-	-	-	-
<b>Land &amp; Development Costs</b>	882,770	573,801	-	-	-	200,830	108,139	29,426	338
<b>Planning Obligations Costs</b>	394,848							13,162	151
<b>Commercial Elements Costs</b>	-								
<b>Community Infrastructure Levy</b>	-								
<b>Total Development Costs</b>	<b>5,877,098</b>							195,903	2,252
<b>Total Operating Profit</b>	<b>3,753,927</b>							125,131	1,438

8.0%	build costs
3.0%	market revenue
0.0%	affordable revenue
0.0%	CIL as %Revenue
£0.00	per market sq m
0.0%	CIL as %Dev Costs

Finance Costs and Residual Value	
Period	2 years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
Revenue and Capital Contributions	9,631,025
Total Development Cost	5,877,098
Finance Cost	8,622
Annual Discount Rate Cost	-
Total Dev Cost, Finance Cost & ADR Cost	5,885,720
<b>Gross Residual Value</b>	<b>3,745,305</b>

Notes: (use Alt+Enter to start a new line)



**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 - updated November 2022	<b>Site Address</b>	R8 - CS8, Greenfield, 40%AH, 50 dwellings	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details		Dwellings		GIA (sq m)
Gross Area	1.90 ha	Total	50.00	4,380.1
Net Area	1.39 ha	Market Housing	30.00	2,909.9
Net to Gross Ratio	73.2%	Affordable Housing	20.00	1,470.2
Density	35.97 dwgs per net ha	% Affordable Housing	40.00%	

	Total	Market	Affordable Housing				
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent Aff Rent	Shared Ownership
<b>Total No of Dwellings</b>	50.00	30.00	-	-	-	13.00	7.00
<b>Total GIA (sq m)</b>	4,380.1	2,909.9	-	-	-	948.4	521.9
Tenure Split (by % dwellings)		60.0%	0.0%	0.0%	0.0%	26.0%	14.0%
<b>Total Revenue</b>	16,023,150	12,396,500	-	-	-	2,114,650	1,512,000
Average Revenue per unit	320,463	413,217	-	-	-	162,865	216,000
Average Revenue per sq m GIA	3,658	4,260	-	-	-	2,230	2,897
<b>Total Capital Contributions</b>	-						
<b>Total Commercial Elements</b>	-						
<b>Total Scheme Revenue</b>	16,023,150						

	Total	Market	Affordable Housing					Per dwelling	per sq m
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent Aff Rent	Shared Ownership		
Build Cost (inc external works)	6,907,105	4,573,921	-	-	-	1,518,145	815,039	138,142	1,577
Additional Dwelling Standards	-	-	-	-	-	-	-	-	-
Professional Fees	552,568	365,914	-	-	-	121,452	65,203	11,051	126
Marketing Costs (market housing)	371,895	371,895	-	-	-	-	-	12,397	128
Marketing Costs (aff housing)	-	-	-	-	-	-	-	-	-
Land & Development Costs	1,207,249	724,349	-	-	-	313,885	169,015	24,145	276
Planning Obligations Costs	695,421	-	-	-	-	-	-	13,908	159
Commercial Elements Costs	-								
Community Infrastructure Levy	-								
<b>Total Development Costs</b>	9,734,238							194,665	2,222
<b>Total Operating Profit</b>	6,288,912							125,778	1,436

8.0% build costs  
 3.0% market revenue  
 0.0% affordable revenue  
 0.0% CIL as %Revenue  
 £0.00 per market sq m  
 0.0% CIL as %Dev Costs

Finance Costs and Residual Value	
Period	3 years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
Revenue and Capital Contributions	16,023,150
Total Development Cost	9,734,238
Finance Cost	89,371
Annual Discount Rate Cost	-
Total Dev Cost, Finance Cost & ADR Cost	9,823,609
<b>Gross Residual Value</b>	6,199,541

Notes: (use Alt+Enter to start a new line)

**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 - updated November 2022	<b>Site Address</b>	R9 - CS9, Brownfield, 35%AH, 50 dwellings	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details		Dwellings		GIA (sq m)
Gross Area	1.80 ha	Total	50.00	4,432.0
Net Area	1.32 ha	Market Housing	32.50	3,145.5
Net to Gross Ratio	73.3%	Affordable Housing	17.50	1,286.5
Density	37.88 dwgs per net ha	% Affordable Housing	35.00%	

	Total		Affordable Housing				
	Market	Social Rent	Affordable Rent	Intermediate Rent	Soc Rent Aff Rent	Shared Ownership	
<b>Total No of Dwellings</b>	50.00	32.50	-	-	-	11.38	6.13
<b>Total GIA (sq m)</b>	4,432.0	3,145.5	-	-	-	829.8	456.6
<b>Tenure Split (by % dwellings)</b>	65.0%	0.0%	0.0%	0.0%	22.8%	12.3%	
<b>Total Revenue</b>	16,560,463	13,367,150	-	-	-	1,850,334	1,322,979
<b>Average Revenue per unit</b>	331,209	411,912	-	-	-	162,667	215,997
<b>Average Revenue per sq m GIA</b>	3,737	4,256	-	-	-	2,230	2,897
<b>Total Capital Contributions</b>	-	-	-	-	-	-	-
<b>Total Commercial Elements</b>	-	-	-	-	-	-	-
<b>Total Scheme Revenue</b>	16,560,463						

	Total		Affordable Housing					Per dwelling	per sq m
	Market	Social Rent	Affordable Rent	Intermediate Rent	Soc Rent Aff Rent	Shared Ownership			
<b>Build Cost (inc external works)</b>	6,976,897	4,935,362	-	-	-	1,328,387	713,148	139,538	1,574
<b>Additional Dwelling Standards</b>	-	-	-	-	-	-	-	-	-
<b>Professional Fees</b>	558,152	394,829	-	-	-	106,271	57,052	11,163	126
<b>Marketing Costs (market housing)</b>	401,615	401,615	-	-	-	-	-	12,357	128
<b>Marketing Costs (aff housing)</b>	-	-	-	-	-	-	-	-	-
<b>Land &amp; Development Costs</b>	3,010,709	1,856,961	-	-	-	684,936	368,812	60,214	679
<b>Planning Obligations Costs</b>	658,670	-	-	-	-	-	-	13,173	149
<b>Commercial Elements Costs</b>	-	-	-	-	-	-	-	-	-
<b>Community Infrastructure Levy</b>	-	-	-	-	-	-	-	-	-
<b>Total Development Costs</b>	11,606,042							232,121	2,619
<b>Total Operating Profit</b>	4,954,421							99,088	1,118

- 8.0% build costs
- 3.0% market revenue
- 0.0% affordable revenue
- 0.0% CIL as %Revenue
- £0.00 per market sq m
- 0.0% CIL as %Dev Costs

Finance Costs and Residual Value	
Period	3 years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
Revenue and Capital Contributions	16,560,463
Total Development Cost	11,606,042
Finance Cost	193,685
Annual Discount Rate Cost	-
Total Dev Cost, Finance Cost & ADR Cost	11,799,727
<b>Gross Residual Value</b>	<b>4,760,736</b>

Notes: (use Alt+Enter to start a new line)

**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 - updated November 2022	<b>Site Address</b>	R10a - CS10a, Brownfield, 20%AH, 80 dwellings	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details		Dwellings		GIA (sq m)	
Gross Area	1.42 ha	Total	80.00		6,221.8
Net Area	1.00 ha	Market Housing	64.00		5,064.3
Net to Gross Ratio	70.4%	Affordable Housing	16.00		1,157.5
Density	80.00 dwgs per net ha.	% Affordable Housing		20.00%	

	Total		Affordable Housing				
	Market	Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent	Shared Ownership	
<b>Total No of Dwellings</b>	80.00	64.00	-	-	-	10.40	5.60
<b>Total GIA (sq m)</b>	5,064.3	5,064.3	-	-	-	740.0	417.5
<b>Tenure Split (by % dwellings)</b>	80.0%	0.0%	0.0%	0.0%	13.0%	7.0%	
<b>Total Revenue</b>	22,818,480	19,961,600	-	-	-	1,647,280	1,209,600
<b>Average Revenue per unit</b>	285,231	311,900	-	-	-	158,392	216,000
<b>Average Revenue per sq m GIA</b>	3,668	3,942	-	-	-	2,226	2,897
<b>Total Capital Contributions</b>	-	-	-	-	-	-	-
<b>Total Commercial Elements</b>	-	-	-	-	-	-	-
<b>Total Scheme Revenue</b>	<b>22,818,480</b>						

	Total		Affordable Housing					Per dwelling	per sq m
	Market	Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent	Shared Ownership			
<b>Build Cost (inc external works)</b>	10,003,966	8,205,247	-	-	-	1,162,654	636,065	125,050	1,608
<b>Additional Dwelling Standards</b>	-	-	-	-	-	-	-	-	-
<b>Professional Fees</b>	800,317	656,420	-	-	-	93,012	50,885	10,004	129
<b>Marketing Costs (market housing)</b>	598,848	598,848	-	-	-	-	-	9,357	118
<b>Marketing Costs (aff housing)</b>	-	-	-	-	-	-	-	-	-
<b>Land &amp; Development Costs</b>	3,889,750	3,111,800	-	-	-	505,668	272,283	48,622	625
<b>Planning Obligations Costs</b>	1,012,390	-	-	-	-	-	-	12,655	163
<b>Commercial Elements Costs</b>	-	-	-	-	-	-	-	-	-
<b>Community Infrastructure Levy</b>	-	-	-	-	-	-	-	-	-
<b>Total Development Costs</b>	<b>16,305,272</b>							<b>203,816</b>	<b>2,621</b>
<b>Total Operating Profit</b>	<b>6,513,208</b>							<b>81,415</b>	<b>1,047</b>

8.0% build costs  
 3.0% market revenue  
 0.0% affordable revenue

0.0% CIL as %Revenue  
 £0.00 per market sq m  
 0.0% CIL as %Dev Costs

Finance Costs and Residual Value	
Period	3 years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
<b>Revenue and Capital Contributions</b>	<b>22,818,480</b>
<b>Total Development Cost</b>	<b>16,305,272</b>
<b>Finance Cost</b>	<b>218,816</b>
<b>Annual Discount Rate Cost</b>	<b>-</b>
<b>Total Dev Cost, Finance Cost &amp; ADR Cost</b>	<b>16,524,087</b>
<b>Gross Residual Value</b>	<b>6,294,393</b>

**Notes:** (Use Alt+Enter to start a new line)

**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 -updated November 2022	<b>Site Address</b>	R10b - CS10b, Brownfield, 20%AH, 40 dwellings	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details		Dwellings		GIA (sq m)
Gross Area	0.20 ha	Total	40.00	2,825.5
Net Area	0.20 ha	Market Housing	32.00	2,285.1
Net to Gross Ratio	100.0%	Affordable Housing	8.00	540.4
Density	200.00 dwgs per net ha	% Affordable Housing	20.00%	

	Total		Affordable Housing				
	Market	Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Afl Rent	Shared Ownership	
<b>Total No of Dwellings</b>	40.00	32.00	-	-	-	5.20	2.80
<b>Total GIA (sq m)</b>	2,825.5	2,285.1	-	-	-	339.5	200.9
<b>Tenure Split (by % dwellings)</b>	80.0%	0.0%	0.0%	0.0%	13.0%	7.0%	
<b>Total Revenue</b>	9,551,600	8,396,800	-	-	-	659,200	495,600
<b>Average Revenue per unit</b>	238,790	262,400	-	-	-	126,769	177,000
<b>Average Revenue per sq m GIA</b>	3,381	3,675	-	-	-	1,942	2,467
<b>Total Capital Contributions</b>	-	-	-	-	-	-	-
<b>Total Commercial Elements</b>	-	-	-	-	-	-	-
<b>Total Scheme Revenue</b>	9,551,600						

	Total		Affordable Housing					Per dwelling	per sq m
	Market	Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Afl Rent	Shared Ownership			
<b>Build Cost (inc external works)</b>	5,005,267	4,020,214	-	-	-	618,821	366,231	125,132	1,771
<b>Additional Dwelling Standards</b>	-	-	-	-	-	-	-	-	-
<b>Professional Fees</b>	400,421	321,617	-	-	-	49,506	29,299	10,011	142
<b>Marketing Costs (market housing)</b>	251,904	251,904	-	-	-	-	-	7,872	110
<b>Marketing Costs (aff housing)</b>	-	-	-	-	-	-	-	-	-
<b>Land &amp; Development Costs</b>	788,146	630,518	-	-	-	102,459	55,170	19,704	279
<b>Planning Obligations Costs</b>	501,587	-	-	-	-	-	-	12,540	178
<b>Commercial Elements Costs</b>	-	-	-	-	-	-	-	-	-
<b>Community Infrastructure Levy</b>	-	-	-	-	-	-	-	-	-
<b>Total Development Costs</b>	6,947,327							173,683	2,469
<b>Total Operating Profit</b>	2,604,273							65,107	922

8.0% built costs  
 3.0% market revenue  
 0.0% affordable revenue

0.0% CIL as %Revenue  
 £0.00 per market sq m  
 0.0% CIL as %Dev Costs

Finance Costs and Residual Value	
Period	2 years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
Revenue and Capital Contributions	9,551,600
Total Development Cost	6,947,327
Finance Cost	72,671
Annual Discount Rate Cost	-
Total Dev Cost, Finance Cost & ADR Cost	7,019,998
<b>Gross Residual Value</b>	<b>2,531,602</b>

Notes: (use Alt+Enter to start a new line)

**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 - updated November 2022	<b>Site Address</b>	R10c - CS10c, Brownfield, 20%AH, 20 dwellings	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details		Dwellings		GIA (sq m)
Gross Area	0.10 ha	Total	20.00	1,415.2
Net Area	0.10 ha	Market Housing	16.00	1,141.1
Net to Gross Ratio	100.0%	Affordable Housing	4.00	274.1
Density	200.00 dwgs per net ha	% Affordable Housing	20.00%	

	Total	Market	Affordable Housing				Shared Ownership
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent	
<b>Total No of Dwellings</b>	20.00	16.00	-	-	-	2.00	2.00
<b>Total GIA (sq m)</b>	1,415.2	1,141.1	-	-	-	130.6	143.5
<b>Tenure Split (by % dwellings)</b>		80.0%	0.0%	0.0%	0.0%	10.0%	10.0%
<b>Total Revenue</b>	4,840,400	4,236,000	-	-	-	250,400	354,000
<b>Average Revenue per unit</b>	242,020	264,750	-	-	-	125,200	177,000
<b>Average Revenue per sq m GIA</b>	3,420	3,712	-	-	-	1,918	2,467
<b>Total Capital Contributions</b>	-						
<b>Total Commercial Elements</b>	-						
<b>Total Scheme Revenue</b>	4,840,400						

	Total	Market	Affordable Housing				Shared Ownership	Per dwelling	per sq m
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent			
<b>Build Cost (inc external works)</b>	2,489,048	1,989,446	-	-	-	238,008	261,594	124,452	1,759
<b>Additional Dwelling Standards</b>	-	-	-	-	-	-	-	-	-
<b>Professional Fees</b>	199,124	159,156	-	-	-	19,041	20,928	9,956	141
<b>Marketing Costs (market housing)</b>	127,080	127,080	-	-	-	-	-	7,943	111
<b>Marketing Costs (aff housing)</b>	-	-	-	-	-	-	-	-	-
<b>Land &amp; Development Costs</b>	653,817	522,894	-	-	-	65,362	65,362	32,891	462
<b>Planning Obligations Costs</b>	250,932							12,547	177
<b>Commercial Elements Costs</b>	-								
<b>Community Infrastructure Levy</b>	-								
<b>Total Development Costs</b>	3,719,801							185,990	2,628
<b>Total Operating Profit</b>	1,120,599							56,030	792

- 8.0% build costs
- 3.0% market revenue
- 0.0% affordable revenue
- 0.0% CIL as %Revenue
- £0.00 per market sq m
- 0.0% CIL as %Dev Costs

Finance Costs and Residual Value	
Period	2 years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
Revenue and Capital Contributions	4,840,400
Total Development Cost	3,719,801
Finance Cost	43,326
Annual Discount Rate Cost	-
Total Dev Cost, Finance Cost & ADR Cost	3,763,127
<b>Gross Residual Value</b>	1,077,273

Notes: (Use Alt+Enter to start a new line)

**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 - updated November 2022	<b>Site Address</b>	R10d - CS10d, Brownfield, 20%AH. 150 dwellings, Build to rent Rent value 3	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details		Dwellings		GIA (sq m)
Gross Area	0.50 ha	Total	150.00	11,214.0
Net Area	0.50 ha	Market Housing	120.00	8,971.2
Net to Gross Ratio	100.0%	Affordable Housing	30.00	2,242.8
Density	300.00 dwgs per net ha	% Affordable Housing	20.00%	

	Total	Market	Affordable Housing				
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent	Shared Ownership
<b>Total No of Dwellings</b>	150.00	120.00	-	-	-	30.00	-
<b>Total GIA (sq m)</b>	11,214.0	8,971.2	-	-	-	2,242.8	-
<b>Tenure Split (by % dwellings)</b>		80.0%	0.0%	0.0%	0.0%	20.0%	0.0%
<b>Total Revenue</b>	33,120,000	27,600,000	-	-	-	5,520,000	-
<b>Average Revenue per unit</b>	220,800	230,000	-	-	-	184,000	-
<b>Average Revenue per sq m GIA</b>	2,953	3,077	-	-	-	2,461	-
<b>Total Capital Contributions</b>	-						
<b>Total Commercial Elements</b>	-						
<b>Total Scheme Revenue</b>	33,120,000						

	Total	Market	Affordable Housing				Per dwelling	per sq m
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent		
<b>Build Cost (inc external works)</b>	22,203,720	17,762,976	-	-	-	4,440,744	-	
<b>Additional Dwelling Standards</b>	-	-	-	-	-	-	-	
<b>Professional Fees</b>	1,332,223	1,065,779	-	-	-	266,445	-	
<b>Marketing Costs (market housing)</b>	828,000	828,000	-	-	-	-	-	
<b>Marketing Costs (aff housing)</b>	-	-	-	-	-	-	-	
<b>Land &amp; Development Costs</b>	4,331,344	3,465,075	-	-	-	866,269	-	
<b>Planning Obligations Costs</b>	1,837,875							
<b>Commercial Elements Costs</b>	-							
<b>Community Infrastructure Levy</b>	-							
<b>Total Development Costs</b>	30,533,162							
<b>Total Operating Profit</b>	2,586,838							
						203,554	2,723	
						17,246	231	

- 6.0% build costs
- 3.0% market revenue
- 0.0% affordable revenue
- 0.0% CIL as %Revenue
- £0.00 per market sq m
- 0.0% CIL as %Dev Costs

Finance Costs and Residual Value	
Period	4 years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
<b>Revenue and Capital Contributions</b>	33,120,000
<b>Total Development Cost</b>	30,533,162
<b>Finance Cost</b>	1,781,880
<b>Annual Discount Rate Cost</b>	-
<b>Total Dev Cost, Finance Cost &amp; ADR Cost</b>	32,315,042
<b>Gross Residual Value</b>	804,958

Notes: (use Alt+Enter to start a new line)

Summary Results																																																																																															
Site Details	Fareham - Viability Testing August 2022 - updated November 2022		Site Address	R11 - CS11, Greenfield, 40%AH, 120 dwellings		Site Reference	BLV1																																																																																								
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Total No of Dwellings	120.00	72.00	-	-	-	31.20	16.80																																																																																								
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Tenure Split (by % dwellings)		60.0%	0.0%	0.0%	0.0%	26.0%	14.0%																																																																																								
Total Revenue	38,455,560	29,751,600	-	-	-	5,075,160	3,628,800																																																																																								
Average Revenue per unit	320,463	413,217	-	-	-	162,665	216,000																																																																																								
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Build Cost (inc external works)	15,854,748	10,498,936	-	-	-	3,495,505	1,860,307																																																																																								
Additional Dwelling Standards	-	-	-	-	-	-	-																																																																																								
Professional Fees	951,285	629,936	-	-	-	209,730	111,618																																																																																								
Marketing Costs (market housing)	892,546	892,548	-	-	-	-	-																																																																																								
Marketing Costs (aff housing)	-	-	-	-	-	-	-																																																																																								
Land & Development Costs	3,508,479	2,105,087	-	-	-	912,205	491,187																																																																																								
Planning Obligations Costs	1,669,010																																																																																														
Commercial Elements Costs	-																																																																																														
Community Infrastructure Levy	-																																																																																														
Total Development Costs	22,876,070																																																																																														
Total Operating Profit	15,579,490																																																																																														
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**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 - updated November 2022	<b>Site Address</b>	R12 - CS12, Brownfield, 35%AH, 120 dwellings	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details		Dwellings		GIA (sq m)
Gross Area	3.45 ha	Total	120.00	10,221.3
Net Area	2.35 ha	Market Housing	78.00	7,133.8
Net to Gross Ratio	68.1%	Affordable Housing	42.00	3,087.5
Density	51.06 dwgs per net ha	% Affordable Housing	35.00%	

	Total	Market	Affordable Housing				Shared Ownership
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent	
<b>Total No of Dwellings</b>	120.00	78.00	-	-	-	27.30	14.70
<b>Total GIA (sq m)</b>	10,221.3	7,133.8	-	-	-	1,991.6	1,095.9
<b>Tenure Split (by % dwellings)</b>		65.0%	0.0%	0.0%	0.0%	22.8%	12.3%
<b>Total Revenue</b>	38,110,965	30,495,000	-	-	-	4,440,765	3,175,200
<b>Average Revenue per unit</b>	317,591	390,962	-	-	-	162,665	216,000
<b>Average Revenue per sq m GIA</b>	3,729	4,275	-	-	-	2,230	2,897
<b>Total Capital Contributions</b>	-						
<b>Total Commercial Elements</b>	-						
<b>Total Scheme Revenue</b>	38,110,965						

	Total	Market	Affordable Housing				Shared Ownership	Per dwelling	per sq m
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent			
<b>Build Cost (inc external works)</b>	15,342,006	10,855,671	-	-	-	3,058,567	1,627,769	127,850	1,501
<b>Additional Dwelling Standards</b>	-	-	-	-	-	-	-	-	-
<b>Professional Fees</b>	920,520	639,340	-	-	-	183,514	97,666	7,671	90
<b>Marketing Costs (market housing)</b>	914,850	914,850	-	-	-	-	-	11,729	128
<b>Marketing Costs (aff housing)</b>	-	-	-	-	-	-	-	-	-
<b>Land &amp; Development Costs</b>	6,834,272	4,442,277	-	-	-	1,554,797	837,198	56,952	669
<b>Planning Obligations Costs</b>	1,578,938							13,158	154
<b>Commercial Elements Costs</b>	-								
<b>Community Infrastructure Levy</b>	-								
<b>Total Development Costs</b>	25,590,587							213,255	2,504
<b>Total Operating Profit</b>	12,520,378							104,336	1,225

6.0%	build costs
3.0%	market revenue
0.0%	affordable revenue
0.0%	CIL as %Revenue
£0.00	per market sq m
0.0%	CIL as %Dev Costs

Finance Costs and Residual Value	
Period	4 years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
Revenue and Capital Contributions	38,110,965
Total Development Cost	25,590,587
Finance Cost	326,842
Annual Discount Rate Cost	-
Total Dev Cost, Finance Cost & ADR Cost	25,917,428
<b>Gross Residual Value</b>	12,193,537

Notes: (use Alt+Enter to start a new line)



**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 - updated November 2022	<b>Site Address</b>	R13 - CS13, Greenfield, 40%AH, 600 dwellings	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details			Dwellings	GIA (sq m)
Gross Area	25.00 ha	Total	600.00	52,561.7
Net Area	14.99 ha	Market Housing	360.00	34,918.9
Net to Gross Ratio	60.0%	Affordable Housing	240.00	17,642.8
Density	40.03 dwgs per net ha	% Affordable Housing	40.00%	

	Total	Market	Affordable Housing				Shared Ownership
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent	
<b>Total No of Dwellings</b>	600.00	360.00	-	-	-	156.00	84.00
<b>Total GIA (sq m)</b>	52,561.7	34,918.9	-	-	-	11,380.4	6,262.4
Tenure Split (by % dwellings)		60.0%	0.0%	0.0%	0.0%	26.0%	14.0%
<b>Total Revenue</b>	192,277,800	148,758,000	-	-	-	25,375,800	18,144,000
Average Revenue per unit	320,463	413,217	-	-	-	162,665	216,000
Average Revenue per sq m GIA	3,658	4,260	-	-	-	2,230	2,897
<b>Total Capital Contributions</b>	-						
<b>Total Commercial Elements</b>	-						
<b>Total Scheme Revenue</b>	192,277,800						

	Total	Market	Affordable Housing				Shared Ownership	Per dwelling	per sq m
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent			
Build Cost (inc external works)	77,463,594	51,295,586	-	-	-	17,106,518	9,061,489	129,106	1,474
Additional Dwelling Standards	-	-	-	-	-	-	-	-	-
Professional Fees	4,647,816	3,077,735	-	-	-	1,026,391	543,689	7,746	88
Marketing Costs (market housing)	4,462,740	4,462,740	-	-	-	-	-	12,397	128
Marketing Costs (aff housing)	-	-	-	-	-	-	-	-	-
Land & Development Costs	26,851,269	16,110,761	-	-	-	6,961,330	3,759,178	44,752	511
Planning Obligations Costs	8,345,048							13,908	159
Commercial Elements Costs	-								
Community Infrastructure Levy	-								
<b>Total Development Costs</b>	121,770,466							202,961	2,317
<b>Total Operating Profit</b>	70,507,334							117,512	1,341

6.0%	build costs
3.0%	market revenue
0.0%	affordable revenue
0.0%	CIL as %Revenue
£0.00	per market sq m
0.0%	CIL as %Dev Costs

Finance Costs and Residual Value	
Period	5 years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
Revenue and Capital Contributions	192,277,800
Total Development Cost	121,770,466
Finance Cost	850,094
Annual Discount Rate Cost	-
Total Dev Cost, Finance Cost & ADR Cost	122,620,560
<b>Gross Residual Value</b>	69,657,240

Notes: (Use Alt+Enter to start a new line)

**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 - updated November 2022	<b>Site Address</b>	R14 - CS14, Greenfield, 40%AH, 1,000 dwellings	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details		Dwellings		GIA (sq m)	
Gross Area	50.00 ha	Total	1,000.00		87,602.9
Net Area	28.77 ha	Market Housing	600.00		58,198.2
Net to Gross Ratio	57.5%	Affordable Housing	400.00		29,404.7
Density	34.76 dwgs per net ha	% Affordable Housing		40.00%	

	Affordable Housing						
	Total	Market	Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent	Shared Ownership
<b>Total No of Dwellings</b>	1,000.00	600.00	-	-	-	260.00	140.00
<b>Total GIA (sq m)</b>	87,602.9	58,198.2	-	-	-	18,967.4	10,437.3
Tenure Split (by % dwellings)		60.0%	0.0%	0.0%	0.0%	26.0%	14.0%
<b>Total Revenue</b>	320,463,000	247,930,000	-	-	-	42,293,000	30,240,000
Average Revenue per unit	320,463	413,217	-	-	-	162,685	216,000
Average Revenue per sq m GIA	3,658	4,260	-	-	-	2,230	2,897
<b>Total Capital Contributions</b>	-						
<b>Total Commercial Elements</b>	-						
<b>Total Scheme Revenue</b>	320,463,000						

	Affordable Housing							Per dwelling	per sq m
	Total	Market	Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent	Shared Ownership		
<b>Build Cost (inc external works)</b>	129,105,989	85,492,644	-	-	-	28,510,864	15,102,482	129,106	1,474
Additional Dwelling Standards	-	-	-	-	-	-	-	-	-
Professional Fees	7,746,359	5,129,559	-	-	-	1,710,652	906,149	7,746	88
<b>Marketing Costs (market housing)</b>	7,437,900	7,437,900						12,397	128
Marketing Costs (aff housing)	-	-	-	-	-	-	-	-	-
Land & Development Costs	46,983,074	28,189,844	-	-	-	12,215,599	6,577,630	46,983	536
Planning Obligations Costs	13,908,414							13,908	159
Commercial Elements Costs	-								
Community Infrastructure Levy	-								
<b>Total Development Costs</b>	205,181,737							205,182	2,342
<b>Total Operating Profit</b>	115,281,263							115,281	1,316

6.0%	build costs
3.0%	market revenue
0.0%	affordable revenue
0.0%	CIL as %Revenue
£0.00	per market sq m
0.0%	CIL as %Dev Costs

Finance Costs and Residual Value	
Period	8 years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
Revenue and Capital Contributions	320,463,000
Total Development Cost	205,181,737
Finance Cost	1,557,608
Annual Discount Rate Cost	-
Total Dev Cost, Finance Cost & ADR Cost	206,739,345
<b>Gross Residual Value</b>	113,723,655

**Notes:** (use Alt+Enter to start a new line)

**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 - updated November 2022	<b>Site Address</b>	R16 - CS16, Greenfield, 0%AH, 60 dwellings, Sheltered housing	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details		Dwellings		GIA (sq m)	
Gross Area	0.50 ha	Total	60.00		4,800.0
Net Area	0.50 ha	Market Housing	60.00		4,800.0
Net to Gross Ratio	100.0%	Affordable Housing	-		-
Density	120.00 dwgs per net ha	% Affordable Housing	-		0.00%

	Affordable Housing						
	Total	Market	Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent	Shared Ownership
<b>Total No of Dwellings</b>	60.00	60.00	-	-	-	-	-
<b>Total GIA (sq m)</b>	4,800.0	4,800.0	-	-	-	-	-
Tenure Split (by % dwellings)		100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Total Revenue</b>	17,250,000	17,250,000	-	-	-	-	-
Average Revenue per unit	287,500	287,500	-	-	-	-	-
Average Revenue per sq m GIA	3,594	3,594	-	-	-	-	-
<b>Total Capital Contributions</b>	-	-	-	-	-	-	-
<b>Total Commercial Elements</b>	-	-	-	-	-	-	-
<b>Total Scheme Revenue</b>	17,250,000	-	-	-	-	-	-

	Affordable Housing							Per dwelling	per sq m
	Total	Market	Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent	Shared Ownership		
Built Cost (inc external works)	9,873,600	9,873,600	-	-	-	-	-	164,560	2,057
Additional Dwelling Standards	-	-	-	-	-	-	-	-	-
Professional Fees	789,888	789,888	-	-	-	-	-	13,165	165
Marketing Costs (market housing)	1,035,000	1,035,000	-	-	-	-	-	17,250	216
Marketing Costs (aff housing)	-	-	-	-	-	-	-	#DIV/0!	#DIV/0!
Land & Development Costs	856,090	856,090	-	-	-	-	-	14,268	178
Planning Obligations Costs	553,230	-	-	-	-	-	-	9,221	115
Commercial Elements Costs	-	-	-	-	-	-	-	-	-
Community Infrastructure Levy	-	-	-	-	-	-	-	-	-
<b>Total Development Costs</b>	13,107,808	-	-	-	-	-	-	218,463	2,731
<b>Total Operating Profit</b>	4,142,192	-	-	-	-	-	-	69,037	863

8.0% build costs  
 6.0% market revenue  
 #DIV/0! affordable revenue  
 0.0% CIL as %Revenue  
 £0.00 per market sq m  
 0.0% CIL as %Dev Costs

Finance Costs and Residual Value	
Period	4 years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
Revenue and Capital Contributions	17,250,000
Total Development Cost	13,107,808
Finance Cost	860,025
Annual Discount Rate Cost	-
Total Dev Cost, Finance Cost & ADR Cost	13,967,833
<b>Gross Residual Value</b>	3,282,167

Notes: (use Alt+Enter to start a new line)

**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 - updated November 2022	<b>Site Address</b>	R17 - CS17, Brownfield, 0%AH, 60 dwellings, Sheltered housing	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details		Dwellings		GIA (sq m)	
Gross Area	0.50 ha	Total	60.00		4,800.0
Net Area	0.50 ha	Market Housing	60.00		4,800.0
Net to Gross Ratio	100.0%	Affordable Housing	-		-
Density	120.00 dwgs per net ha	% Affordable Housing	0.00%		-

	Total	Market	Affordable Housing				
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent	Shared Ownership
<b>Total No of Dwellings</b>	60.00	60.00	-	-	-	-	-
<b>Total GIA (sq m)</b>	4,800.0	4,800.0	-	-	-	-	-
Tenure Split (by % dwellings)		100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Total Revenue</b>	17,250,000	17,250,000	-	-	-	-	-
Average Revenue per unit	287,500	287,500	-	-	-	-	-
Average Revenue per sq m GIA	3,594	3,594	-	-	-	-	-
<b>Total Capital Contributions</b>	-	-	-	-	-	-	-
<b>Total Commercial Elements</b>	-	-	-	-	-	-	-
<b>Total Scheme Revenue</b>	17,250,000						

	Total	Market	Affordable Housing					Per dwelling	per sq m
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent	Shared Ownership		
Build Cost (inc external works)	9,873,600	9,873,600	-	-	-	-	164,560	2,057	
Additional Dwelling Standards	-	-	-	-	-	-	-	-	
Professional Fees	789,888	789,888	-	-	-	-	13,165	165	
Marketing Costs (market housing)	1,035,000	1,035,000	-	-	-	-	17,250	216	
Marketing Costs (aff housing)	-	-	-	-	-	-	#DIV/0!	#DIV/0!	
Land & Development Costs	1,455,565	1,455,565	-	-	-	-	24,259	303	
Planning Obligations Costs	508,770	-	-	-	-	-	8,480	106	
Commercial Elements Costs	-	-	-	-	-	-	-	-	
Community Infrastructure Levy	-	-	-	-	-	-	-	-	
<b>Total Development Costs</b>	13,662,823						227,714	2,846	
<b>Total Operating Profit</b>	3,587,177						59,786	747	

8.0% build costs

6.0% market revenue

#DIV/0! affordable revenue

0.0% CIL as %Revenue

£0.00 per market sq m

0.0% CIL as %Dev Costs

Finance Costs and Residual Value	
Period	4 years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
Revenue and Capital Contributions	17,250,000
Total Development Cost	13,662,823
Finance Cost	971,536
Annual Discount Rate Cost	-
Total Dev Cost, Finance Cost & ADR Cost	14,634,359
<b>Gross Residual Value</b>	2,615,641

**Notes:** (use Alt+Enter to start a new line)

**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 - updated November 2022	<b>Site Address</b>	R18 - CS18, Greenfield, 0%AH, 50 dwellings, extracare housing	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details		Dwellings		GIA (sq m)	
Gross Area	0.50 ha	Total	50.00		5,800.0
Net Area	0.50 ha	Market Housing	50.00		5,800.0
Net to Gross Ratio	100.0%	Affordable Housing	-		-
Density	100.00 dwgs per net ha	% Affordable Housing	0.00%		

	Total	Market	Affordable Housing				
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent	Shared Ownership
Total No of Dwellings	50.00	50.00	-	-	-	-	-
Total GIA (sq m)	5,800.0	5,800.0	-	-	-	-	-
Tenure Split (by % dwellings)		100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Revenue	17,975,000	17,975,000	-	-	-	-	-
Average Revenue per unit	359,500	359,500	-	-	-	-	-
Average Revenue per sq m GIA	3,099	3,099	-	-	-	-	-
Total Capital Contributions	-						
Total Commercial Elements	-						
Total Scheme Revenue	17,975,000						

	Total	Market	Affordable Housing					Per dwelling	per sq m
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent	Shared Ownership		
Build Cost (inc external works)	11,930,600	11,930,600	-	-	-	-	-	238,612	2,057
Additional Dwelling Standards	-	-	-	-	-	-	-	-	-
Professional Fees	954,448	954,448	-	-	-	-	-	19,089	165
Marketing Costs (market housing)	1,078,500	1,078,500	-	-	-	-	-	21,570	186
Marketing Costs (aff housing)	-	-	-	-	-	-	-	#DIV/0!	#DIV/0!
Land & Development Costs	829,890	829,890	-	-	-	-	-	16,598	143
Planning Obligations Costs	461,025							9,221	79
Commercial Elements Costs	-								
Community Infrastructure Levy	-								
Total Development Costs	15,254,463							305,089	2,630
Total Operating Profit	2,720,537							54,411	469

8.0% build costs

6.0% market revenue

#DIV/0! affordable revenue

0.0% CIL as %Revenue

£0.00 per market sq m

0.0% CIL as %Dev Costs

Finance Costs and Residual Value	
Period	4 years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
Revenue and Capital Contributions	17,975,000
Total Development Cost	15,254,463
Finance Cost	1,155,030
Annual Discount Rate Cost	-
Total Dev Cost, Finance Cost & ADR Cost	16,409,493
Gross Residual Value	1,565,507

Notes: (use Alt+Enter to start a new line)

**Summary Results**

<b>Site Details</b>	Fareham - Viability Testing August 2022 - updated November 2022	<b>Site Address</b>	R19 - CS19, Brownfield, 0%AH, 50 dwellings, extracare housing	<b>Site Reference</b>	BLV1
<b>Scheme Description</b>		<b>Notes</b>		<b>Application No</b>	
				<b>Date Saved</b>	01/11/2022

Site Details		Dwellings	GIA (sq m)
Gross Area	0.50 ha	Total	5,800.0
Net Area	0.50 ha	Market Housing	5,800.0
Net to Gross Ratio	100.0%	Affordable Housing	-
Density	100.00 dwgs per net ha	% Affordable Housing	0.00%

	Total	Market	Affordable Housing				
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent	Shared Ownership
Total No of Dwellings	50.00	50.00	-	-	-	-	-
Total GIA (sq m)	5,800.0	5,800.0	-	-	-	-	-
Tenure Split (by % dwellings)		100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Revenue	17,975,000	17,975,000	-	-	-	-	-
Average Revenue per unit	359,500	359,500	-	-	-	-	-
Average Revenue per sq m GIA	3,099	3,099	-	-	-	-	-
Total Capital Contributions	-						
Total Commercial Elements	-						
Total Scheme Revenue	17,975,000						

	Total	Market	Affordable Housing					Per dwelling	per sq m
			Social Rent	Affordable Rent	Intermediate Rent	Soc Rent & Aff Rent	Shared Ownership		
Build Cost (inc external works)	11,930,600	11,930,600	-	-	-	-	238,612	2,057	
Additional Dwelling Standards	-	-	-	-	-	-	-	-	
Professional Fees	954,448	954,448	-	-	-	-	19,089	165	
Marketing Costs (market housing)	1,078,500	1,078,500	-	-	-	-	21,570	186	
Marketing Costs (aff housing)	-	-	-	-	-	-	#DIV/0!	#DIV/0!	
Land & Development Costs	1,429,365	1,429,365	-	-	-	-	28,587	246	
Planning Obligations Costs	423,975	-	-	-	-	-	8,480	73	
Commercial Elements Costs	-	-	-	-	-	-	-	-	
Community Infrastructure Levy	-	-	-	-	-	-	-	-	
Total Development Costs	15,816,888						316,338	2,727	
Total Operating Profit	2,158,112						43,162	372	

8.0% build costs
6.0% market revenue
#DIV/0! affordable revenue

0.0% CIL as %Revenue
£0.00 per market sq m
0.0% CIL as %Dev Costs

Finance Costs and Residual Value	
Period	4 years
Debit Interest Rate	6.0%
Credit Interest Rate	0.0%
Annual Discount Rate	0.0%
Revenue and Capital Contributions	17,975,000
Total Development Cost	15,816,888
Finance Cost	1,267,040
Annual Discount Rate Cost	-
Total Dev Cost, Finance Cost & ADR Cost	17,083,928
Gross Residual Value	891,072

Notes: (use Alt+Enter to start a new line)

OP5

Non-residential viability assessment model					
Care home 60 beds					
	Size of unit (GIA)	3000 sq m			
	Ratio of GEA to GIA	100.0%			User input cells
	GEA	3000 sq m			Produced by model
	NIA as % of GIA	95%			Key results
	NIA	2850 sq m		GEA	Gross external area
	Rooms	60		GIA	Gross internal area
	Floors	3		NIA	Net internal area
	Site coverage	40%			
	Site area	0.25 Hectares			
SCHEME REVENUE					
	Capital value per room	£ 75,000		£ 4,500,000	
	Less purchaser costs	7.00 % of yield x rent			
	Gross Development Value				£ 4,205,607
SITE BENCHMARK					
	Benchmark per ha	£360,000			
	Site benchmark			£90,000	
	SDLT			£0	
	Agents and legal	1.75%		£1,575	
	Total site costs				£ 91,575
SCHEME COSTS					
	Build costs	£ 2,099 per sq m		£ 6,297,000	
	Building standards	0.00% of base build costs		£ -	
	External costs	10% of base build costs		£ 629,700	
	<b>Total construction costs</b>				<b>£ 6,926,700</b>
	Professional fees&contingency	8.00% of construction costs		£ 554,136	
	Sales and lettings costs	3% of GDV		£ -	
	Planning obligations			£ -	
	Electric Vehicle Charging			£ 11,766	
	Policy NE4: Water Quality Effects	£103,125		£ 25,781	
	Policy NE5: Solent Wader and Brent Goose Sites	£0		£ -	
	Biodiversity Net Gain	£14,333		£ 3,583	
	<b>Total 'other costs'</b>				<b>£ 595,267</b>
	Finance costs	6.0% Interest rate			
	Build period	18 Months			
	Finance costs for 100% of construction and other costs			£ 685,219	
	Void finance period (in months)	6 Months		£ 228,406	
	<b>Total finance costs</b>				<b>£ 913,625</b>
	Developer return	15.0% Scheme value			£ 630,841
	<b>Total scheme costs</b>				<b>£ 9,158,008</b>
RESIDUAL VALUE					
	Residual value	For the scheme			-£ 4,952,400
		Equivalent per hectare			-£ 19,809,600
		Not viable			
Potential for CIL					
	Total potential scheme headroom				-£ 4,952,400
	Headroom per sq m				NONE

NR1

Non-residential viability assessment model					
Fringe & Transport					
	Size of unit (GIA)	1500	sq m		
	Ratio of GEA to GIA	100.0%			User input cells
	GEA	1500	sq m		Produced by model
	NIA as % of GIA	95%			Key results
	NIA	1425	sq m	GEA	Gross external area
	Rooms			GIA	Gross internal area
	Floors	2		NIA	Net internal area
	Site coverage	40%			
	Site area	0.19	Hectares		
SCHEME REVENUE					
	Headline annual rent (in £s per sq m)			£165	
	Yield			8.00%	
	Gross scheme value			£ 2,939,063	
	Less purchaser costs	6.80%			
	Gross Development Value				£ 2,751,931
SITE BENCHMARK					
	Benchmark per ha	£360,000			
	Site benchmark			£67,500	
	SDLT			£0	
	Agents and legal	1.75%		£1,181	
	Total site costs				£ 68,681
SCHEME COSTS					
	Build costs	£ 2,281	per sq m	£ 3,421,500	
	Building standards	0.00%	of base build costs	£ -	
	External costs	10%	of base build costs	£ 342,150	
	<b>Total construction costs</b>				£ 3,763,650
	Professional fees&contingency	8.00%	of construction costs	£ 301,092	
	Sales and lettings costs	3%	of GDV	£ 82,558	
	Planning obligations			£ 25,000	
	Electric Vehicle Charging			£ 3,922	
	Policy NE4: Water Quality Effects	£0		£ -	
	Policy NE5: Solent Wader and Brent Goose Sites	£0		£ -	
	Biodiversity Net Gain	£14,333		£ 2,687	
	<b>Total 'other costs'</b>				£ 415,259
	Finance costs	6.0%	Interest rate		
	Build period	12	Months		
	Finance costs for 100% of construction and other costs			£ 254,855	
	Void finance period (in months)	6	Months	£ 127,428	
	<b>Total finance costs</b>				£ 382,283
	Developer return	15.0%	Scheme value		£ 412,790
	<b>Total scheme costs</b>				£ 5,042,663
RESIDUAL VALUE					
	Residual value	For the scheme			-£ 2,290,732
		Equivalent per hectare			-£ 12,217,239
			Not viable		
Potential for CIL					
	Total potential scheme headroom				-£ 2,290,732
	Headroom per sq m				NONE



NR2

Non-residential viability assessment model					
Office town centre					
	Size of unit (GIA)	2000	sq m		
	Ratio of GEA to GIA	100.0%			
	GEA	2000	sq m		
	NIA as % of GIA	80%			
	NIA	1600	sq m	GEA	Gross external area
	Rooms			GIA	Gross internal area
	Floors	4		NIA	Net internal area
	Site coverage	80%			
	Site area	0.06	Hectares		
<b>SCHEME REVENUE</b>					
	Headline annual rent (in £s per sq m)			£175	
	Yield			8.00%	
	Gross scheme value			£ 3,500,000	
	Less purchaser costs	6.80%			
	Gross Development Value				£ 3,277,154
<b>SITE BENCHMARK</b>					
	Benchmark per ha	£2,000,000			
	Site benchmark			£125,000	
	SDLT			£0	
	Agents and legal	1.75%		£2,188	
	Total site costs				£ 127,188
<b>SCHEME COSTS</b>					
	Build costs	£ 2,256	per sq m	£ 4,512,000	
	Building standards	0.00%	of base build costs	£ -	
	External costs	10%	of base build costs	£ 451,200	
	<b>Total construction costs</b>				£ 4,963,200
	Professional fees&contingency	8.00%	of construction costs	£ 397,056	
	Sales and lettings costs	3%	of GDV	£ 98,315	
	Planning obligations			£ -	
	Electric Vehicle Charging			£ 3,922	
	Policy NE4: Water Quality Effects	£0		£ -	
	Policy NE5: Solent Wader and Brent Goose Sites	£0		£ -	
	Biodiversity Net Gain	£14,333		£ 896	
	<b>Total 'other costs'</b>				£ 500,188
	Finance costs	6.0%	Interest rate		
	Build period	14	Months		
	Finance costs for 100% of construction and other costs			£ 391,340	
	Void finance period (in months)	6	Months	£ 167,717	
	<b>Total finance costs</b>				£ 559,058
	Developer return	15.0%	Scheme value		£ 491,573
	<b>Total scheme costs</b>				£ 6,641,207
<b>RESIDUAL VALUE</b>					
	Residual value	For the scheme		-£	3,364,053
		Equivalent per hectare		-£	53,824,848
			Not viable		
<b>Potential for CIL</b>					
	Total potential scheme headroom			-£	3,364,053
	Headroom per sq m				NONE

NR3

Non-residential viability assessment model					
Industrial					
	Size of unit (GIA)	1600	sq m		
	Ratio of GEA to GIA	100.0%			
	GEA	1600	sq m		
	NIA as % of GIA	95%			
	NIA	1520	sq m	GEA	Gross external area
	Rooms			GIA	Gross internal area
	Floors	1		NIA	Net internal area
	Site coverage	40%			
	Site area	0.40	Hectares		
<b>SCHEME REVENUE</b>					
	Headline annual rent (in £s per sq m)			£95	
	Yield			7.00%	
	Gross scheme value			£ 2,062,857	
	Less purchaser costs	6.80%			
	Gross Development Value				£ 1,931,514
<b>SITE BENCHMARK</b>					
	Benchmark per ha	£360,000			
	Site benchmark			£144,000	
	SDLT			£0	
	Agents and legal	1.75%		£2,520	
	Total site costs				£ 146,520
<b>SCHEME COSTS</b>					
	Build costs	£ 958	per sq m	£ 1,532,800	
	Building standards	0.00%	of base build costs	£ -	
	External costs	10%	of base build costs	£ 153,280	
	<b>Total construction costs</b>				£ 1,686,080
	Professional fees&contingency	8.00%	of construction costs	£ 134,886	
	Sales and lettings costs	3%	of GDV	£ 57,945	
	Planning obligations			£ 25,000	
	Electric Vehicle Charging			£ 3,922	
	Policy NE4: Water Quality Effects	£0		£ -	
	Policy NE5: Solent Wader and Brent Goose Sites	£0		£ -	
	Biodiversity Net Gain	£14,333		£ 5,733	
	<b>Total 'other costs'</b>				£ 227,487
	Finance costs	6.0%	Interest rate		
	Build period	12	Months		
	Finance costs for 100% of construction and other costs			£ 123,605	
	Void finance period (in months)	6	Months	£ 61,803	
	<b>Total finance costs</b>				£ 185,408
	Developer return	15.0%	Scheme value		£ 289,727
	<b>Total scheme costs</b>				£ 2,535,222
<b>RESIDUAL VALUE</b>					
	Residual value	For the scheme		-£ 603,708	
		Equivalent per hectare		-£ 1,509,270	
			Not viable		
<b>Potential for CIL</b>					
	Total potential scheme headroom			-£ 603,708	
	Headroom per sq m			NONE	

NR4

Non-residential viability assessment model					
Warehouse					
	Size of unit (GIA)	5000	sq m		
	Ratio of GEA to GIA	100.0%			User input cells
	GEA	5000	sq m		Produced by model
	NIA as % of GIA	95%			Key results
	NIA	4750	sq m	GEA	Gross external area
	Rooms			GIA	Gross internal area
	Floors	1		NIA	Net internal area
	Site coverage	40%			
	Site area	1.25	Hectares		
<b>SCHEME REVENUE</b>					
	Headline annual rent (in £s per sq m)			£80	
	Yield			7.00%	
	Gross scheme value			£ 5,428,571	
	Less purchaser costs	6.80%			
	Gross Development Value				£ 5,082,932
<b>SITE BENCHMARK</b>					
	Benchmark per ha	£360,000			
	Site benchmark			£450,000	
	SDLT			£12,000	
	Agents and legal	1.75%		£7,875	
	Total site costs				£ 469,875
<b>SCHEME COSTS</b>					
	Build costs	£ 853	per sq m	£ 4,265,000	
	Building standards	0.00%	of base build costs	£ -	
	External costs	10%	of base build costs	£ 426,500	
	<b>Total construction costs</b>				£ 4,691,500
	Professional fees&contingency	8.00%	of construction costs	£ 375,320	
	Sales and lettings costs	3%	of GDV	£ 152,488	
	Planning obligations			£ 25,000	
	Electric Vehicle Charging			£ 9,805	
	Policy NE4: Water Quality Effects	£0		£ -	
	Policy NE5: Solent Wader and Brent Goose Sites	£0		£ -	
	Biodiversity Net Gain	£14,333		£ 17,916	
	<b>Total 'other costs'</b>				£ 580,529
	Finance costs	6.0%	Interest rate		
	Build period	18	Months		
	Finance costs for 100% of construction and other costs			£ 516,771	
	Void finance period (in months)	6	Months	£ 172,257	
	<b>Total finance costs</b>				£ 689,029
	Developer return	15.0%	Scheme value		£ 762,440
	<b>Total scheme costs</b>				£ 7,193,373
<b>RESIDUAL VALUE</b>					
	Residual value	For the scheme			-£ 2,110,440
		Equivalent per hectare			-£ 1,688,352
			Not viable		
<b>Potential for CIL</b>					
	Total potential scheme headroom				-£ 2,110,440
	Headroom per sq m				NONE

NR5

Non-residential viability assessment model					
Retail - Convenience					
	Size of unit (GIA)	300	sq m		
	Ratio of GEA to GIA	100.0%			User input cells
	GEA	300	sq m		Produced by model
	NIA as % of GIA	95%			Key results
	NIA	285	sq m	GEA	Gross external area
	Rooms			GIA	Gross internal area
	Floors	1		NIA	Net internal area
	Site coverage	90%			
	Site area	0.03	Hectares		
<b>SCHEME REVENUE</b>					
	Headline annual rent (in £s per sq m)			£205	
	Yield			5.75%	
	Gross scheme value			£ 1,016,087	
	Less purchaser costs	6.80%			
	Gross Development Value				£ 951,392
<b>SITE BENCHMARK</b>					
	Benchmark per ha	£1,250,000			
	Site benchmark			£41,667	
	SDLT			£0	
	Agents and legal	1.75%		£729	
	Total site costs				£ 42,396
<b>SCHEME COSTS</b>					
	Build costs	£ 1,814	per sq m	£ 544,200	
	Building standards	0.00%	of base build costs	£ -	
	External costs	10%	of base build costs	£ 54,420	
	<b>Total construction costs</b>				£ 598,620
	Professional fees&contingency	8.00%	of construction costs	£ 47,890	
	Sales and lettings costs	3%	of GDV	£ 28,542	
	Planning obligations			£ -	
	Electric Vehicle Charging			£ -	
	Policy NE4: Water Quality Effects	£0		£ -	
	Policy NE5: Solent Wader and Brent Goose Sites	£0		£ -	
	Biodiversity Net Gain	£14,333		£ 478	
	<b>Total 'other costs'</b>				£ 76,909
	Finance costs	6.0%	Interest rate		
	Build period		9 Months		
	Finance costs for 100% of construction and other costs			£ 32,307	
	Void finance period (in months)	6 Months		£ 21,538	
	<b>Total finance costs</b>				£ 53,844
	Developer return	15.0%	Scheme value		£ 142,709
	<b>Total scheme costs</b>				£ 914,478
<b>RESIDUAL VALUE</b>					
	Residual value	For the scheme			£ 36,914
		Equivalent per hectare			£ 1,107,423
					Go to next stage
<b>Potential for CIL</b>					
	Total potential scheme headroom				£ 36,914
	Headroom per sq m				£ 123

NR6

Non-residential viability assessment model					
Retail - Supermarket					
	Size of unit (GIA)	1100	sq m		
	Ratio of GEA to GIA	100.0%			User input cells
	GEA	1100	sq m		Produced by model
	NIA as % of GIA	95%			Key results
	NIA	1045	sq m	GEA	Gross external area
	Rooms			GIA	Gross internal area
	Floors	1		NIA	Net internal area
	Site coverage	35%			
	Site area	0.31	Hectares		
<b>SCHEME REVENUE</b>					
	Headline annual rent (in £s per sq m)			£185	
	Yield			4.25%	
	Gross scheme value			£ 4,548,824	
	Less purchaser costs	6.80%			
	Gross Development Value				£ 4,259,198
<b>SITE BENCHMARK</b>					
	Benchmark per ha	£1,250,000			
	Site benchmark			£392,857	
	SDLT			£9,143	
	Agents and legal	1.75%		£6,875	
	Total site costs				£ 408,875
<b>SCHEME COSTS</b>					
	Build costs	£ 1,806	per sq m	£ 1,986,600	
	Building standards	0.00%	of base build costs	£ -	
	External costs	10%	of base build costs	£ 198,660	
	<b>Total construction costs</b>				£ 2,185,260
	Professional fees&contingency	8.00%	of construction costs	£ 174,821	
	Sales and lettings costs	3%	of GDV	£ 127,776	
	Planning obligations			£ 100,000	
	Electric Vehicle Charging			£ 1,961	
	Policy NE4: Water Quality Effects	£0		£ -	
	Policy NE5: Solent Wader and Brent Goose Sites	£0		£ -	
	Biodiversity Net Gain	£14,333		£ 4,505	
	<b>Total 'other costs'</b>				£ 409,062
	Finance costs	6.0%	Interest rate		
	Build period	12	Months		
	Finance costs for 100% of construction and other costs			£ 180,192	
	Void finance period (in months)	6	Months	£ 90,096	
	<b>Total finance costs</b>				£ 270,288
	Developer return	15.0%	Scheme value		£ 638,880
	<b>Total scheme costs</b>				£ 3,912,365
<b>RESIDUAL VALUE</b>					
	Residual value	For the scheme			£ 346,833
		Equivalent per hectare			£ 1,103,560
					Go to next stage
<b>Potential for CIL</b>					
	Total potential scheme headroom				£ 346,833
	Headroom per sq m				£ 315

NR7

Non-residential viability assessment model					
Retail - High Street					
	Size of unit (GIA)	200	sq m		
	Ratio of GEA to GIA	100.0%			User input cells
	GEA	200	sq m		Produced by model
	NIA as % of GIA	95%			Key results
	NIA	190	sq m	GEA	Gross external area
	Rooms			GIA	Gross internal area
	Floors	2		NIA	Net internal area
	Site coverage	100%			
	Site area	0.01	Hectares		
<b>SCHEME REVENUE</b>					
	Headline annual rent (in £s per sq m)			£175	
	Yield			8.00%	
	Gross scheme value			£ 415,625	
	Less purchaser costs	6.80%			
	Gross Development Value				£ 389,162
<b>SITE BENCHMARK</b>					
	Benchmark per ha	£2,000,000			
	Site benchmark			£20,000	
	SDLT			£0	
	Agents and legal	1.75%		£350	
	Total site costs				£ 20,350
<b>SCHEME COSTS</b>					
	Build costs	£ 1,830	per sq m	£ 366,000	
	Building standards	0.00%	of base build costs	£ -	
	External costs	10%	of base build costs	£ 36,600	
	<b>Total construction costs</b>				£ 402,600
	Professional fees&contingency	8.00%	of construction costs	£ 32,208	
	Sales and lettings costs	3%	of GDV	£ 11,675	
	Planning obligations			£ -	
	Electric Vehicle Charging			£ -	
	Policy NE4: Water Quality Effects	£0		£ -	
	Policy NE5: Solent Wader and Brent Goose Sites	£0		£ -	
	Biodiversity Net Gain	£14,333		£ 143	
	<b>Total 'other costs'</b>				£ 44,026
	Finance costs	6.0%	Interest rate		
	Build period	12	Months		
	Finance costs for 100% of construction and other costs			£ 28,019	
	Void finance period (in months)	6	Months	£ 14,009	
	<b>Total finance costs</b>				£ 42,028
	Developer return	15.0%	Scheme value		£ 58,374
	<b>Total scheme costs</b>				£ 567,378
<b>RESIDUAL VALUE</b>					
	Residual value	For the scheme			-£ 178,216
		Equivalent per hectare			-£ 17,821,636
			Not viable		
<b>Potential for CIL</b>					
	Total potential scheme headroom				-£ 178,216
	Headroom per sq m				NONE

NR8

Non-residential viability assessment model					
Retail - Out of centre					
	Size of unit (GIA)	1000 sq m			
	Ratio of GEA to GIA	100.0%			User input cells
	GEA	1000 sq m			Produced by model
	NIA as % of GIA	95%			Key results
	NIA	950 sq m		GEA	Gross external area
	Rooms			GIA	Gross internal area
	Floors	1		NIA	Net internal area
	Site coverage	40%			
	Site area	0.25 Hectares			
<b>SCHEME REVENUE</b>					
	Headline annual rent (in £s per sq m)			£225	
	Yield			7.0%	
	Gross scheme value			£ 3,053,571	
	Less purchaser costs	6.80%			
	Gross Development Value				£ 2,859,149
<b>SITE BENCHMARK</b>					
	Benchmark per ha	£1,250,000			
	Site benchmark			£312,500	
	SDLT			£5,125	
	Agents and legal	1.75%		£5,469	
	Total site costs				£ 323,094
<b>SCHEME COSTS</b>					
	Build costs	£ 1,222 per sq m		£ 1,222,000	
	Building standards	0.00% of base build costs		£ -	
	External costs	10% of base build costs		£ 122,200	
	<b>Total construction costs</b>				£ 1,344,200
	Professional fees&contingency	8.00% of construction costs		£ 107,536	
	Sales and lettings costs	3% of GDV		£ 85,774	
	Planning obligations			£ 100,000	
	Electric Vehicle Charging			£ 1,961	
	Policy NE4: Water Quality Effects	£0		£ -	
	Policy NE5: Solent Wader and Brent Goose Sites	£0		£ -	
	Biodiversity Net Gain	£14,333		£ 3,583	
	<b>Total 'other costs'</b>				£ 298,855
	Finance costs	6.0% Interest rate			
	Build period	12 Months			
	Finance costs for 100% of construction and other costs			£ 117,969	
	Void finance period (in months)	6 Months		£ 58,984	
	<b>Total finance costs</b>				£ 176,953
	Developer return	15.0% Scheme value			£ 428,872
	<b>Total scheme costs</b>				£ 2,571,974
<b>RESIDUAL VALUE</b>					
	Residual value	For the scheme			£ 287,175
		Equivalent per hectare			£ 1,148,700
					Go to next stage
<b>Potential for CIL</b>					
	Total potential scheme headroom				£ 287,175
	Headroom per sq m				£ 287

NR9

Non-residential viability assessment model					
Budget hotel 70 beds					
	Size of unit (GIA)	2800	sq m		
	Ratio of GEA to GIA	100.0%			User input cells
	GEA	2800	sq m		Produced by model
	NIA as % of GIA	95%			Key results
	NIA	2660	sq m	GEA	Gross external area
	Rooms	70		GIA	Gross internal area
	Floors	3		NIA	Net internal area
	Site coverage	50%			
	Site area	0.19	Hectares		
<b>SCHEME REVENUE</b>					
	Capital value per room	£ 105,000		£ 7,350,000	
	Less purchaser costs	5.50	% of yield x rent		
	Gross Development Value				£ 6,966,825
<b>SITE BENCHMARK</b>					
	Benchmark per ha	£360,000			
	Site benchmark			£67,200	
	SDLT			£0	
	Agents and legal	1.75%		£1,176	
	Total site costs				£ 68,376
<b>SCHEME COSTS</b>					
	Build costs	£ 1,817	per sq m	£ 5,087,600	
	Building standards	0.00%	of base build costs	£ -	
	External costs	10%	of base build costs	£ 508,760	
	<b>Total construction costs</b>				£ 5,596,360
	Professional fees&contingency	8.00%	of construction costs	£ 447,709	
	Sales and lettings costs	3%	of GDV	£ -	
	Planning obligations			£ 25,000	
	Electric Vehicle Charging			£ 5,883	
	Policy NE4: Water Quality Effects	£103,125		£ 19,250	
	Policy NE5: Solent Wader and Brent Goose Sites	£0		£ -	
	Biodiversity Net Gain	£14,333		£ 2,675	
	<b>Total 'other costs'</b>				£ 500,517
	Finance costs	6.0%	Interest rate		
	Build period	12	Months		
	Finance costs for 100% of construction and other costs			£ 369,915	
	Void finance period (in months)	6	Months	£ 184,958	
	<b>Total finance costs</b>				£ 554,873
	Developer return	15.0%	Scheme value		£ 1,045,024
	<b>Total scheme costs</b>				£ 7,765,150
<b>RESIDUAL VALUE</b>					
	Residual value	For the scheme			-£ 798,325
		Equivalent per hectare			-£ 4,276,742
			Not viable		
<b>Potential for CIL</b>					
	Total potential scheme headroom				-£ 798,325
	Headroom per sq m				NONE