

---

# Local Plan & Community Infrastructure Levy Viability Study

---

February 2014

## **Important Notice**

HDH Planning & Development Ltd has prepared this report for the sole use of East Staffordshire Borough Council in accordance with the Agreement under which our services were performed. No other warranty, expressed or implied, is made as to the professional advice included in this report or any other services provided by us. This report may not be relied upon by any other party without the prior and express written agreement of HDH Planning & Development Ltd.

Some of the conclusions and recommendations contained in this report are based upon information provided by others (including client council and consultees) and upon the assumption that all relevant information has been provided by those parties from whom it has been requested. Information obtained from third parties has not been independently verified by HDH Planning & Development Ltd, unless otherwise stated in the report. The conclusions and recommendations contained in this report are concerned with policy requirement, guidance and regulations which may be subject to change. They reflect a Chartered Surveyor's perspective and do not reflect or constitute legal advice and the Council should seek legal advice before implementing any of the recommendations.

No part of this report constitutes a valuation and the report should not be relied on in that regard.

Certain statements made in the report may constitute estimates, projections or other forward-looking statements and even though they are based on reasonable assumptions as of the date of the report, such forward-looking statements by their nature involve risks and uncertainties that could cause actual results to differ materially from the results predicted. HDH Planning & Development Ltd specifically does not guarantee or warrant any estimate or projections contained in this report.

RS Drummond-Hay MRICS ACIH  
**HDH Planning & Development Ltd**  
Bellgate, Casterton  
Kirkby Lonsdale  
Cumbria. LA6 2LF  
simon@drummond-hay.co.uk  
015242 76205 / 07989 975 977

Issued 28<sup>th</sup> February 2014

THIS DOCUMENT IS FORMATTED FOR DOUBLE SIDED PRINTING

## **COPYRIGHT**

© This report is the copyright of HDH Planning & Development Ltd. Any unauthorised reproduction or usage by any person other than the addressee is strictly prohibited

# Table of Contents

<b>1. Introduction</b>	<b>7</b>
Scope	7
Metric or imperial	8
Report Structure	8
Next Steps	9
<b>2. Viability Testing</b>	<b>11</b>
NPPF Viability Testing	11
CIL Economic Viability Assessment	13
Draft National Planning Practice Guidance (NPPG)	15
Viability Guidance	16
Limitations of viability testing in the context of CIL and the NPPF	18
Viability Testing – Outline Methodology	19
The meaning of ‘competitive return’	21
Existing Available Evidence	22
Stakeholder Engagement	22
<b>3. Viability Methodology</b>	<b>25</b>
Outline Methodology	25
Additional Profit	27
<b>4. Residential Property Market</b>	<b>29</b>
The Residential Market	29
New Build Sales Prices	32
Affordable Housing	36
<i>Social Rent</i>	36
Affordable Rent	37
Intermediate Products for Sale	41
Residential Price Assumptions	42
Older Peoples Housing	43
<b>5. Non-Residential Property Market</b>	<b>47</b>
East Staffordshire Overview	47
<b>Market Survey</b>	47
<i>Industrial</i>	48
<i>Offices</i>	48
<i>Retail</i>	49
<i>Hotels</i>	50
<b>Appraisal Assumptions</b>	50
<b>6. Land Prices</b>	<b>53</b>
Current and Alternative Use Values	53
Industrial Land	54
Agricultural and Paddocks	55
Residential Land	55
Use of alternative use benchmarks	56
<b>7. Appraisal Assumptions – Development Costs</b>	<b>63</b>
Development Costs	63
<i>Construction costs: baseline costs</i>	63
<i>Construction costs: site specific adjustments</i>	64



Construction costs: affordable dwellings .....	64
Other normal development costs.....	65
Abnormal development costs .....	66
Fees.....	66
Contingencies.....	66
S106 Contributions.....	66
Financial and Other Appraisal Assumptions .....	68
VAT.....	68
Interest rate.....	69
Developers' profit.....	69
Voids.....	72
Phasing and timetable .....	73
Site Acquisition and Disposal Costs.....	73
Site holding costs and receipts .....	73
Acquisition costs .....	73
Disposal costs.....	73
<b>8. Planning Policy Requirements .....</b>	<b>75</b>
STRATEGIC POLICY 1:.....	75
STRATEGIC POLICY 24.....	76
STRATEGIC POLICY 34.....	77
Sustainable Urban Extensions Policy .....	78
STRATEGIC POLICY 35.....	78
STRATEGIC POLICY 23.....	78
STRATEGIC POLICY 32.....	79
STRATEGIC POLICY 33.....	81
STRATEGIC POLICY 16.....	82
STRATEGIC POLICY 17.....	83
STRATEGIC POLICY 26.....	84
STRATEGIC POLICY 27.....	85
DETAILED POLICY 1 .....	86
DETAILED POLICY 2 .....	87
<b>9. Modelled Sites.....</b>	<b>89</b>
Residential Development Sites .....	90
Development assumptions .....	92
Residential Price Assumptions .....	99
Retirement and Extracare homes.....	99
Non-Residential Sites.....	100
Hotels and Leisure.....	101
Community/Institutional .....	101
Retail.....	101
<b>10. Residential Appraisal Results .....</b>	<b>103</b>
Financial appraisal approach and assumptions .....	104
Base Appraisals – full current policy requirements.....	104
Cumulative impact of policies.....	107
Level of developer contributions.....	109
Affordable Housing Targets.....	110
Impact of Price Change.....	113
Additional Profit and Effect of CIL .....	115
Retirement and Sheltered Housing .....	116
Conclusions.....	117



<b>11. Non-Residential Appraisal Results .....</b>	<b>119</b>
Conclusions.....	121
<b>12. Viability of the Local Plan .....</b>	<b>123</b>
Cumulative Impact of Policies .....	123
Next Steps.....	128
<b>13. Setting Community Infrastructure Levy .....</b>	<b>129</b>
Regulations and Guidance .....	129
<i>Differential Rates</i> .....	131
<i>Charging Zones</i> .....	131
<i>New Regulations and Guidance</i> .....	131
CIL v s106 .....	132
Infrastructure Delivery .....	133
Uncertain Market .....	134
Neighbouring Authorities .....	135
S106 History.....	136
Costs of Infrastructure and Sources of Funding.....	136
Viability Evidence .....	137
Instalment Policy .....	140
A Strategy for Setting CIL.....	141
Review and revision .....	141
Recommended Rates.....	141
Next Steps.....	142
<b>Appendix 1 s106 Track Record.....</b>	<b>143</b>
<b>Appendix 2 Consultees .....</b>	<b>145</b>
<b>Appendix 3 Slides from Consultation Event .....</b>	<b>147</b>
<b>Appendix 4 Consultation Event Notes.....</b>	<b>149</b>
<b>Appendix 5 Available Non-Residential Property.....</b>	<b>153</b>
Industrial.....	153
Offices .....	166
Leisure.....	178
Retail .....	183
<b>Appendix 6 BCIS Costs .....</b>	<b>191</b>
<b>Appendix 7 Residential Appraisals .....</b>	<b>195</b>
<b>Appendix 8 Older Persons Housing Appraisals .....</b>	<b>197</b>
<b>Appendix 9 Non-residential Appraisals .....</b>	<b>199</b>
<b>Appendix 10 National CIL Rates.....</b>	<b>203</b>





# 1. Introduction

## Scope

- 1.1 East Staffordshire Borough Council (ESBC) is working towards finalising the East Staffordshire Local Plan for the period to 2031. The independent examination into the soundness of the Plan is expected during 2014. In due course the Council are likely to introduce Community Infrastructure Levy (CIL) as a mechanism to fund, at least in part, the infrastructure required to deliver the Plan. HDH Planning & Development Ltd has been appointed to advise the Council in two regards:
- a. Firstly, to ensure that the level of affordable housing and other policy requirements do not render development unviable to the extent that the delivery of the Plan is put at risk, as required by paragraph 173 of the National Planning Policy Framework (NPPF).
  - b. Secondly, to assess the effect the introduction of Community Infrastructure Levy (CIL) may have on development viability in the context of CIL Regulation 14.
- 1.2 This document sets out the methodology used, the key assumptions adopted, and contains an assessment of the cumulative impact of the Local Plan policies before suggesting rates of CIL. This will allow the Council to engage with stakeholders and to ensure that their Plan is effective.
- 1.3 In the past the Council has commissioned other viability research, such as the Affordable Housing Viability Study (Fordham Research, October 2010) (AHVS), the Strategic Housing Land Availability Assessment (ESBC, 2013) (SHLAA) and the Employment Land Review Update (GVA, June 2013). This study will draw on the existing available evidence and concentrate on assessing the viability of a group of modelled sites that are representative of the residential sites and a range on non-residential uses that are most likely to come forward over the plan period.
- 1.4 Not all sites will be viable, even without any policy requirements imposed or sought by the Council. It is inevitable that the Council's requirements will render some sites unviable in the current market. Where sites are unviable and vital to the delivery of the Plan, the Council will need to consider how it can facilitate that development, and what it, as a Local Planning Authority, can do to create the environment to encourage development to come forward.
- 1.5 This report has been prepared following a consultation process with landowners, agents and developers. On the 15<sup>th</sup> August 2013 an event with promoters of the key development sites within the Borough and the representatives of the main developers, development site landowners and housing providers was held. The meeting was used to set out the methodology in the context of the NPPF and CIL and to test the assumptions used in the report, to put the report in context. Further information and comments were provided by stakeholders following this meeting.

- 1.6 The Council has published the full version of the Local Plan, known as the Pre-submission Local Plan that it intends to submit to the Secretary of State (Planning Inspectorate). The initial version of this report was published as part of the consultation, where the deadline for comments was 29<sup>th</sup> November 2013. This report has been altered following that process.
- 1.7 We have set out the various comments made during the consultation process throughout this report, showing where changes in the methodology or assumptions have been made. In this report we have not attributed these comments to the consultees as these were made on an anonymised basis with a view to a more open and frank engagement and to protect commercially sensitive matters.
- 1.8 As the project has progressed the Council has considered various options in terms of policy development. These have been considered and tested in this report.
- 1.9 This study is concerned with development viability which is just one element of the evidence that will be used to prepare the Local Plan and to set CIL. The Council will strike the balance of achieving their strategic objectives within the practical constraints and commercial realities of delivery. We take this early opportunity to highlight the limitations of this report. We discuss the Guidance we have worked to in later chapters, in this study we have followed the Harman Guidance. This says '*...the viability assessment is not there to give a straightforward 'yes or no' to development across the whole plan area or whole plan period*'.

### **Metric or imperial**

- 1.10 The property industry uses both imperial and metric data – often working out costings in metric (£/m<sup>2</sup>) and values in imperial (£/acre and £/sqft). This is confusing so we have used metric measurements throughout this report. The following conversion rates may assist readers.

1m	=	3.28ft (3' and 3.37")
1ft	=	0.30m
1m <sup>2</sup>	=	10.76 sqft (10 sqft and 110sqin)
1sqft	=	0.0929 m <sup>2</sup>

### **Report Structure**

- 1.11 This report examines the viability of development across East Staffordshire Borough and follows the following format:

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

**Chapter 3** We have set out the methodology used.





- Chapter 4** An assessment of the housing market (including older peoples housing), including market and affordable housing with the purpose of establishing the worth of different types of housing (size and tenure).
- Chapter 5** An assessment of the non-residential markets with the purpose of establishing the worth of different types of commercial uses.
- Chapter 6** An assessment of the costs of land to be used when assessing viability.
- Chapter 7** We have set out the cost and general development assumptions to be used in the appraisals.
- Chapter 8** We have summarised the various policy requirements that influence the type of development that come forward.
- Chapter 9** We have set out the range of modelled sites used for the financial development appraisals.
- Chapter 10** The results of the development appraisals for residential development sites.
- Chapter 11** The results of the development appraisals for non-residential development sites.
- Chapter 12** We have set out our conclusions and recommendations in relation to the cumulative impact of policies in the local plan
- Chapter 13** We have suggested possible rates of CIL.

- 1.12 This report forms one of the pieces of evidence that will be used to assess whether the Local Plan is effective.

### **Next Steps**

- 1.13 This report has been prepared following a consultation on the methodology and key inputs. The information in this report is an important element of the evidence for Local Plan examination and the CIL examination, but is only one part of the evidence; the wider context and other evidence must also be considered. In due course the Council will weigh up its own priorities in the context of the NPPF and other relevant matters such as the CIL Regulations and CIL Guidance and ‘strike the balance’ between delivering the Local Plan, funding infrastructure and delivering its overall priorities.





## 2. Viability Testing

- 2.1 Viability testing is an important part of the Development Plan making process. The requirement to assess viability forms part of the National Planning Policy Framework<sup>1</sup> (NPPF), is part of the Strategic Housing Land Availability Assessment (SHLAA)<sup>2</sup> process, and is a requirement of the CIL Regulations<sup>3</sup>. In each case the requirement is slightly different but all have much in common.
- 2.2 Late in August 2013 the Government published new National Planning Practice Guidance (NPPG). This is in the form of a website<sup>4</sup> and is in ‘Beta’ format for testing and public comment. Existing guidance will not be cancelled until the new planning practice guidance is published in its final form. The NPPF sets out the Government’s planning policies for England and how these are expected to be applied. The NPPF’s content has not been changed as part of the review of planning practice guidance.

### NPPF Viability Testing

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

*173. Pursuing sustainable development requires careful attention to viability and costs in plan-making and decision-taking. Plans should be deliverable. Therefore, the sites and the scale of*

---

<sup>1</sup> The NPPF was published on 27<sup>th</sup> March 2012 and the policies within it apply with immediate effect.

<sup>2</sup> SHLAA Practice Guidance DCLG 2007

<sup>3</sup> SI 2010 No. 948. COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy Regulations 2010 *Made 23rd March 2010, Coming into force 6th April 2010*

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

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

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

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

SI 2014 No. ###. COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy (Amendment) Regulations 2014. On the 12th December 2013 further amendments were published, subject to the normal parliamentary scrutiny these are expected to come into force towards the end of February 2014.

<sup>4</sup> <http://planningguidance.planningportal.gov.uk/>



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

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

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

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

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

- *use their evidence base to ensure that their Local Plan meets the full, objectively assessed needs for market and affordable housing in the housing market area, as far as is consistent with the policies set out in this Framework, including identifying key sites which are critical to the delivery of the housing strategy over the plan period;*
- *identify and update annually a supply of specific deliverable<sup>11</sup> sites sufficient to provide five years' worth of housing against their housing requirements with an additional buffer of 5% (moved forward from later in the plan period) to ensure choice and competition in the market for land. Where there has been a record of persistent under delivery of housing, local planning authorities should increase the buffer to 20% (moved forward from later in the plan period) to provide a realistic prospect of achieving the planned supply and to ensure choice and competition in the market for land;*
- *identify a supply of specific, developable<sup>12</sup> sites or broad locations for growth, for years 6-10 and, where possible, for years 11-15;*
- *for market and affordable housing, illustrate the expected rate of housing delivery through a housing trajectory for the plan period and set out a housing implementation strategy for the full range of housing describing how they will maintain delivery of a five-year supply of housing land to meet their housing target; and*
- *set out their own approach to housing density to reflect local circumstances.*

2.6 Footnotes 11 and 12 of the NPPF are important, making specific reference to viability, in providing detail saying:

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



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

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

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

### **CIL Economic Viability Assessment**

- 2.10 The Community Infrastructure Levy (CIL), once introduced, is mandatory on all developments (with a very few exceptions) that fall within the categories and areas where the levy applies. In this respect CIL is unlike other policy requirements, such as to provide affordable housing or to build to a particular environmental standard, over which there can be negotiations. This means that CIL must not prejudice the viability of most sites.
- 2.11 The CIL Regulations came into effect in April 2010 and have been subject to four subsequent amendments. On the 12<sup>th</sup> December 2013 further amendments were published, subject to the normal parliamentary scrutiny these are expected to come into force towards the end of February 2014. In March 2010 CLG published *Community Infrastructure Levy Guidance, Charge setting and charging schedule procedures* to support the CIL Regulations. These have now been replaced by Community Infrastructure Levy, Guidance (April 2013). It is expected that new CIL Guidance will be published late in February 2014. This Guidance requires an Authority that is pursuing CIL to publish a 'Charging Schedule'. The Charging Schedule will sit within the Local Development Framework; however, it will not form part of the statutory Development Plan nor will it require inclusion within a Local Development Scheme.
- 2.12 Regulation 14 of the CIL Regulations says – we have struck out the phrases that are shown as to be deleted in the February 2014 Regulations:  
  
*'councils must ~~aim to strike what appears to the charging authority to be an appropriate balance between (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability~~'.*
- 2.13 Viability testing in the context of CIL will assess the 'effects' on development viability of the imposition of CIL – it should be noted that whilst the financial impact of introducing CIL is an important factor, the provision of infrastructure (or lack of it) will also have an impact on the ability of the Council to meet its objectives through development and deliver its Development



Plan. The plan may not be deliverable in the absence of CIL. The Council has considerable scope as the approach it takes to setting CIL.

2.14 Regulation 13 of the CIL Regulations says:

*A charging authority may set differential rates - (a) for different zones in which development would be situated; (b) by reference to different intended uses of development...*

2.15 The CIL Guidance makes it quite clear that differential rates of CIL can be set for different areas and for different uses but these differential rates can only be set with regard to viability (CIL Guidance, paragraphs 34, 35, 36 and 37).

2.16 On preparing the evidence base on economic viability the CIL Guidance says:

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

2.17 This study has drawn on the existing available evidence, including the Affordable Housing Viability Study (Fordham Research, October 2010) (AHVS), the Strategic Housing Land Availability Assessment (ESBC, 2013) (SHLAA) and the Employment Land Review Update (GVA, June 2013). We have also drawn on development appraisals submitted to the Council through the development management process.

*26. A charging authority should draw on existing data wherever it is available. Charging authorities may consider a range of data, including:*

- *values of land in both existing and planned uses; and*
- *property prices (e.g. house price indices and rateable values for commercial property).*

*27. In addition, a charging authority should sample directly an appropriate range of types of sites across its area in order to supplement existing data, subject to receiving the necessary support from local developers. The focus should be in particular on strategic sites on which the relevant Plan relies and those sites (such as brownfield sites) where the impact of the levy on economic viability is likely to be most significant. In most instances where a charging authority is proposing to set differential rates, they will want to undertake more fine-grained sampling (of a higher percentage of total sites), to identify a few data points to use in estimating the boundaries of particular zones, or different categories of intended use. The sampling should reflect a selection of the different types of sites included in the relevant Plan, and should be consistent with viability assessment undertaken as part of plan-making.*

2.18 In due course this study will form one part of the evidence that the Council will use to assess the deliverability of Local Plan and to set CIL. The Council will also consider other 'existing available evidence', the comments of stakeholders and wider priorities. The NPPF and the Harman Guidance, as referred to below, recommend that the development and consideration of a CIL rate should be undertaken as part of the same exercise.



## Draft National Planning Practice Guidance (NPPG)

- 2.19 Viability is a recurring theme through the draft NPPG, and it includes specific sections on viability in both the plan-making and the development management processes. Although the Guidance should be given limited weight at this stage, we have reviewed it and considered whether it is necessary to re-visit the approach taken. As set out above, the NPPF says that plans should be deliverable and that the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. The draft NPPG says:

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

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

- 2.20 These requirements are not new and are simply stating best practice and are wholly consistent with the approach taken through the preparation of the Plan (a good example is the inclusion of viability testing in relation to the affordable housing policy).

- 2.21 In the section on considering land availability, the draft NPPG says:

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

- 2.22 The new guidance does not prescribe a single approach for assessing viability. The NPPF and the new guidance both set out the policy principles relating to viability assessment. The new guidance rightly acknowledges that a 'range of sector led guidance on viability methodologies in plan-making and decision taking is widely available'.

- 2.23 We confirm that the approach and methodology is consistent with the draft NPPG and where appropriate we have highlighted how the methodology used in this study is in accordance with the principals set out in the guidance.



## Viability Guidance

- 2.24 There are several sources of guidance and appeal decisions<sup>5</sup> that support the methodology we have developed. In this study we have followed the guidance in; *Viability Testing in Local Plans – Advice for planning practitioners* (LGA/HBF – Sir John Harman) June 2012<sup>6</sup> (known as the **Harman Guidance**). This contains the following definition:

*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.*

- 2.25 The planning appeal decisions, and the HCA good practice publication suggest that the most appropriate test of viability for planning policy purposes is to consider the Residual Value of schemes compared with the existing use value, plus a premium. The premium over and above the existing use value being set at a level to provide the landowner with a competitive return. The Harman Guidance and *Financial viability in planning*, RICS guidance note, 1st edition (GN 94/2012) during August 2012 (known as the **RICS Guidance**) set out the principles of viability testing. Additionally, the Planning Advisory Service (PAS)<sup>7</sup> also provide viability guidance and manuals for local authorities.

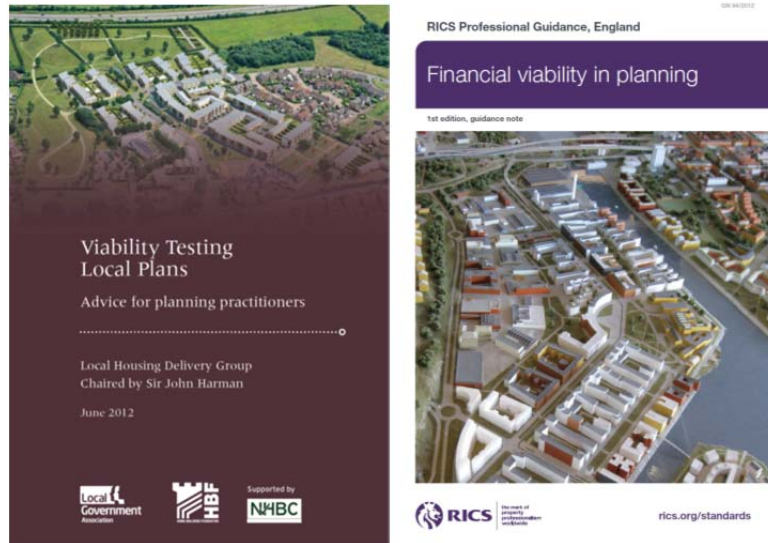
---

<sup>5</sup> *Barnet: APP/Q5300/A/07/2043798/NWF, Bristol: APP/P0119/A/08/2069226, Beckenham: APP/G5180/A/08/2084559, Woodstock: APP/D3125/A/09/2104658, Shinfield APP/X0360/A/12/2179141, Oxenholme Road APP/M0933/ A/13/ 2193338*

<sup>6</sup> Viability Testing in Local Plans has been endorsed by the Local Government Association and forms the basis of advice given by the, CLG funded, Planning Advisory Service (PAS).

<sup>7</sup> PAS is funded directly by DCLG to provide consultancy and peer support, learning events and online resources to help local authorities understand and respond to planning reform. (Note: Some of the most recent advice has been co-authored by HDH).





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

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

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

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

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

*We recommend that the Threshold Land Value is based on a premium over current use values and credible alternative use values ....*

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

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

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

- 2.29 On face value these statements are contradictory. In order to avoid later disputes and delays, the approach taken in this study brings these two sources of guidance together. The methodology adopted is to compare the Residual Value from the viability appraisals for the modelled sites, with the existing use value (EUV) or an alternative use value (AUV) plus an

appropriate uplift to incentivise a landowner to sell. The amount of the uplift over and above the existing use value is central to the assessment of viability. It must be set at a level to recognise ‘*competitive returns*’<sup>8</sup> for the landowner. To inform the judgement as to whether the uplift is set at the appropriate level we make reference to the market value of the land both with and without the benefit of planning.

2.30 This approach is in line with that recommended in the Harman Guidance (as endorsed by LGA, HBF and PAS) – and also broadly in line with the main thrust of the RICS Guidance of having reference to market value. It is relevant to note that the Harman methodology was endorsed by the Planning Inspector who approved the London Mayoral CIL Charging Schedule in January 2012<sup>9</sup>. In his report, the London Inspector dismissed the theory that using historical market value (i.e. as proposed by the RICS) to assess the value of land was a more appropriate methodology than using EUV plus a margin.

2.31 This approach is in line with the draft NPPG.

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

2.32 The high level and broad brush viability testing that is appropriate to be used to assess the cumulative impact of policies (NPPF 173 and 174) and to set CIL (CIL Regulation 14) does have limitations. The assessment of viability is a largely quantitative process based on financial appraisals – there are however types of development where viability is not at the forefront of the developer’s mind and they will proceed even if a ‘loss’ is shown in a conventional appraisal. By way of example, an individual may want to fulfil a dream of building a house and may spend more than the finished home is actually worth, a community may extend a village hall even though the value of the facility in financial terms is not significantly enhanced or the end user of an industrial or logistics building may build a new factory or depot that will improve its operational efficiency even if, as a property development, the resulting building may not seem to be viable.

2.33 This sets the Council a challenge when considering its proposals. It needs to determine whether or not introducing policies or CIL that impact on a development type that may appear only to be only marginally viable will have any material impact on the rates of development, or whether the development will proceed anyway. It is clear that some development is likely to come forward for operational reasons rather than property

---

<sup>8</sup> As required by 173 of the NPPF

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



development purposes, and that when it comes to finalising policies and setting CIL, matters other than viability also need to be considered.

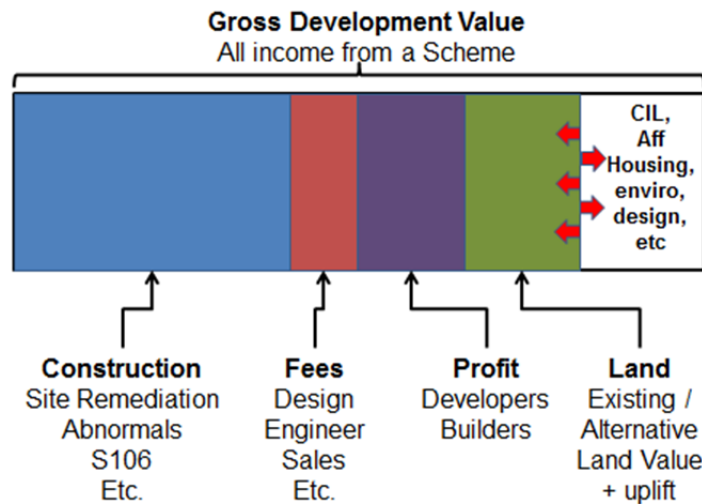
### **Viability Testing – Outline Methodology**

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

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

- 2.35 The result of the calculation indicates a land value, the Residual Value, which is the top limit of what a bidder could offer for a site and still make a satisfactory profit margin. In the following graphic the bar illustrates all the income (or value) from a scheme. This value is set by the market (rather than by the developer or local authority) so is, to a large extent, fixed. The developer has relatively little control over the costs of development (construction and fees) and whilst there is scope to build to different standards and with different levels of efficiency the costs are largely out of the developers direct control – they are what they are, depending on the development.
- 2.36 It is well recognised in viability testing that the developer should be rewarded for taking the risks of development. The NPPF terms this the ‘competitive return’. The essential balance in viability testing is around the land value and when land will and will not come forward for development. The more policy requirements and developer contributions the planning authority asks for, the less the developer can afford to pay for the land. The purpose of this study is to quantify the costs of the Council’s various policies and CIL on development and then make a judgement as to whether or not land prices are ‘squeezed’ to such an extent that, in context of the NPPF the development plan is put at ‘serious risk’, or in the context of CIL whether the development plan as a whole is ‘threatened’.





2.37 It is important to note that in this study we are not trying to mirror any particular developer's business model – rather we are making a broad assessment of viability in the context of plan-making and the requirements of the NPPF.

2.38 As evidenced through the consultation process the 'likely land value' is a difficult topic since a landowner is unlikely to be entirely frank about the price that would be acceptable, always seeking a higher one. This is one of the areas where an informed assumption has to be made about the 'uplift': the margin above the 'existing use value' which would make the landowner sell. Both the RICS Guidance and the draft NPPG make it clear that when considering land value that this must be done in the context of current and emerging policies:

**Site Value definition** Site Value either as an input into a scheme specific appraisal or as a benchmark is defined in the guidance note as follows: 'Site Value should equate to the market value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan.'  
(Box 7, Page 12, RICS Guidance)

*In all cases, estimated land or site value should: ...reflect emerging policy requirements and planning obligations and, where applicable, any Community Infrastructure Levy charge;...*  
(ID 10-014-130729 Last updated 15/08/2013 NPPF Beta Practice Guidance)

2.39 There is no technical guidance on how to test viability in the CIL Regulations or Guidance. Paragraph 173 of the NPPF says: '..... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.....' This seems quite straightforward – although 'competitive returns' is not defined.

## The meaning of ‘competitive return’

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

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

2.41 Whilst this is useful it does not provide guidance as to the size of that return. To date there has been much discussion within the industry as to what may and may not be a competitive return, as yet the term has not been given a firm and binding definition through the appeal, planning examination or legal processes. Competitive return was considered at the January 2013 appeal APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX) and the October 2013 Oxenholme Road appeal (APP/M0933/ A/13/ 2193338). We have discussed this further in Chapter 6.

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



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

### **Existing Available Evidence**

- 2.44 The NPPF, the CIL Regulations and CIL Guidance are clear that the assessment of the potential impact of CIL should, wherever possible, be based on existing available evidence rather than new evidence. We have reviewed the evidence that is available from the Council. This falls into three broad types:
- 2.45 The first is that which has been prepared by the Council to inform its Local Development Framework (LDF) being the Affordable Housing Viability Study (Fordham Research, October 2010) (AHVS), the Strategic Housing Land Availability Assessment (ESBC, 2013) (SHLAA) and the Employment Land Review Update (GVA, June 2013).
- 2.46 Secondly, the Council holds a substantial amount of evidence in the form of development appraisals that have been submitted by developers in connection with specific developments – most often to support negotiations around the provision of affordable housing or s106 contributions. Our approach has been to draw on this existing evidence and to consolidate it so that it can then be used as a sound base for considering the deliverability of the Plan.
- 2.47 Thirdly, the Council also holds records of past planning consents with details of the affordable housing included in projects and the contributions made under the s106 regime. This is set out in **Appendix 1**. This forms practical and real evidence of what has been delivered historically. We have considered the Council's policies for developer contributions (including affordable housing) and the amounts that have actually been collected from developers.

### **Stakeholder Engagement**

- 2.48 The Harman Guidance puts considerable emphasis on stakeholder engagement – particularly with members of the development industry. In preparing this evidence document we have sought to engage with practitioners involved in the development industry.
- 2.49 A consultation event was held on 15<sup>th</sup> August 2013. About 150 members of the development industry were invited and 13 people (excluding ESBC representatives) attended. This was a presentation and workshops with promoters of the key development sites within the Borough and the representatives of the main developers, development site landowners and housing providers. The event was divided into three parts.
- i. An introduction to viability testing in the context of the CIL Regulation 14 and paragraph 173 of the NPPF.





- ii. Viability Assumptions. The methodology and main assumptions for the viability assessments were set out including development values, development costs, land prices, developers' and landowners' returns.
  - iii. Roundtable. The main issues were discussed informally. The feedback was carefully recorded and is set out in **Appendix 2**.
- 2.50 A lively, wide ranging and informative discussion took place. The comments of the consultees are reflected through this report and the assumptions have been adjusted where appropriate. There was not agreement on all points although there was a broad consensus on most matters. Where there was disagreement we have made a judgement and set out why we have made the assumptions we have used.
- 2.51 Following the consultation event on the 15<sup>th</sup> August 2013, the main assumptions were circulated to the consultees. The consultees were invited to make written representations. Where specific representations were made we have re-considered the assumptions made.
- 2.52 **Appendix 2** includes a list of those consulted, **Appendix 3** includes the presentation from the consultation event and **Appendix 4** the notes from the August consultation event.
- 2.53 Following the publication of the Pre-submission Local Plan the Council received a number of responses. Just one of these<sup>10</sup> mentioned viability. The principle concern in this was that the then (November 2013) iteration of this report was prepared late in the plan-making process so did not inform the plan-making process. It is of course right that viability should inform the plan-making process, but paragraphs 173 and 174 of the NPPF also require an assessment of the cumulative impact of the policies. The plan-making process was informed by the Fordham Research Affordable Housing Viability Study (2010) but the Council also took the prudent step to revisit viability before finalising the Plan.
- 2.54 The consultee also raised concern saying 'it is not obvious whether or not other policies [i.e. in addition to the affordable housing policy] with cost implications contained within the Local Plan have been viability tested'. As set out in Chapter 8 of this report a careful policy by policy review has been carried out to test the cumulative impact of all the policy burdens in the Plan.

---

<sup>10</sup> The Home Builders Federation (HBF) 29<sup>th</sup> November 2013.







## 3. Viability Methodology

### Outline Methodology

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

---

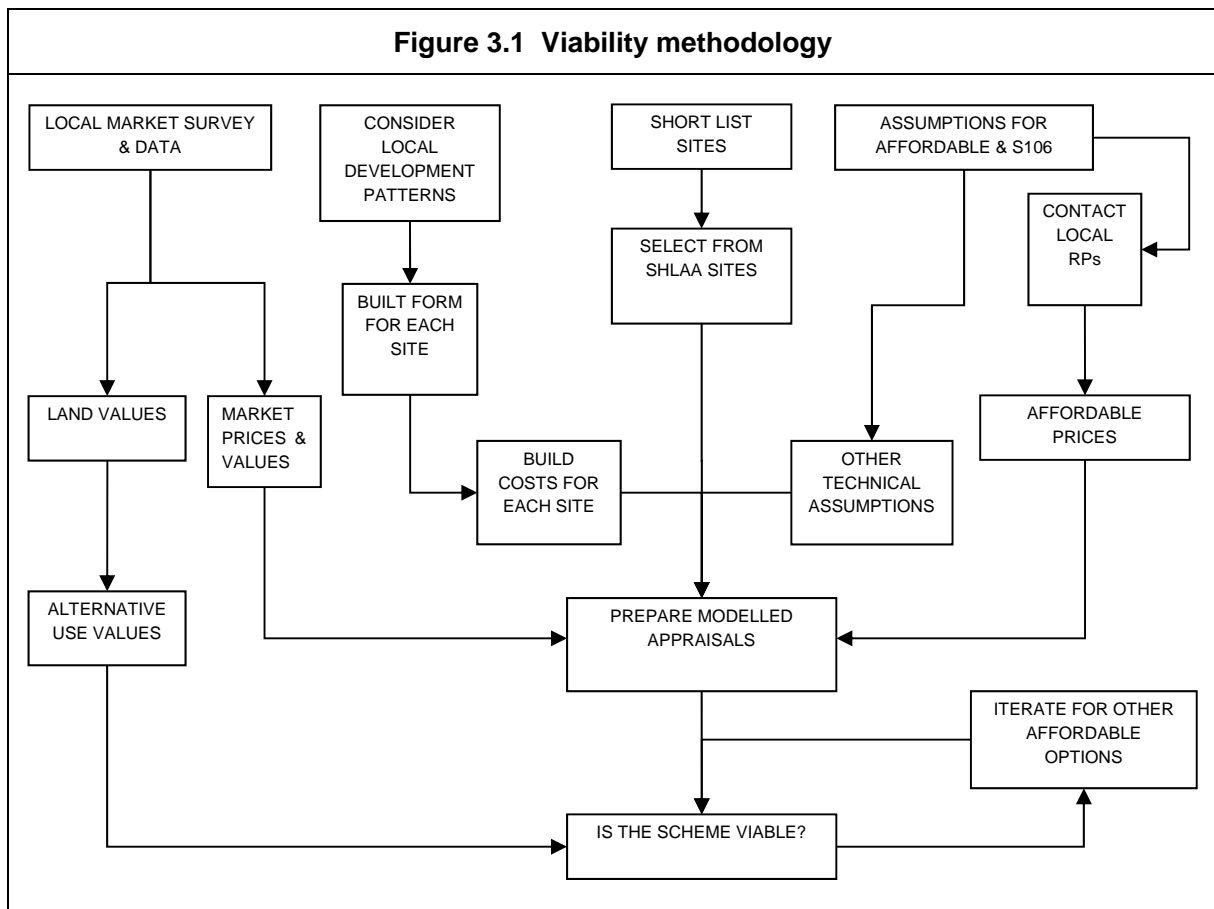
<sup>11</sup> NPPF Paragraph 173

<sup>12</sup> NPPF Paragraph 174

<sup>13</sup> CIL Regulation 14 (with deletions as per the February 2014 amendments).



showing the maximum value a developer could pay for the site and still return a target profit level.



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

3.6 We have used a bespoke viability testing model designed and developed by us specifically for area wide viability testing as required by the NPPF and CIL Regulation 14<sup>14</sup>. The purpose of the viability model and testing is not to exactly mirror any particular business model used by those companies, organisations and people involved in property development. The purpose is to capture the generality and to provide high level advice to assist the Council in assessing the deliverability of the Plan and to set CIL.

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



## Additional Profit

- 3.7 In order to assess whether or not a contribution to CIL can be made, a calculation needs to be undertaken to establish the '*additional profit*'.
- 3.8 *Additional Profit* is a concept that we have developed in 2010 and it is the amount of profit over and above the *normal profit* (or competitive return) made by the developers having purchased the land (alternative land value plus uplift), developed the site and sold the units (including providing any affordable housing that is required). In this study '*normal profit*' is the 20% of the development value that we used in the appraisals (see Chapter 7) – although in practice this varies as illustrated in appraisals submitted to the Council where profits down to 10% of GDV are shown. Our approach to calculating additional profit is to complete the appraisal using the same base cost and price figures and other financial assumptions as used to establish the Residual Value, except for S106 obligations which are to be replaced, in part, by CIL, but instead of calculating the Residual Value we incorporate the cost of the land (alternative use value plus uplift) into the cost side of the appraisal to show the resulting profit (or loss).
- 3.9 The amount by which the resulting profit exceeds the target level of profit, represents the *additional profit*, and provides a measure of the scope for contributing to CIL without impairing development viability. CIL contributions can viably be paid out of this additional profit.
- 3.10 The starting point of these calculations is to base them on the Council's current affordable housing target and development requirements. The following formula was used:

$$\begin{array}{r} \textbf{Gross Development Value} \\ \text{(The combined value of the complete development} \\ \text{including x\% affordable housing)} \\ \\ \text{LESS} \\ \\ \textbf{Cost of creating the asset, including a profit margin} \\ \text{(land* + construction + fees + finance charges + developers' profit)} \\ \text{including mitigation measures, and affordable housing commuted sums} \\ \\ = \\ \\ \textbf{Additional Profit} \end{array}$$

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



## 4. Residential Property Market

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

### **The Residential Market**

- 4.3 The current direction and state of the housing market is unclear, and the future is uncertain. The housing market peaked late in 2007 (see the following graph) and then fell considerably in the 2007/2008 recession during what became known as the 'Credit Crunch'.
- 4.4 Up to the peak of the market, the long term rise in house prices had, as least in part, been enabled by the ready availability of credit to home buyers. Prior to the increase in prices, mortgages were largely funded by the banks and building societies through deposits taken from savers. During a process that became common in the 1990s, but took off in the early part of the 21<sup>st</sup> Century, many financial institutions changed their business model whereby, rather than lending money to mortgagees that they had collected through deposits, they entered into complex financial instruments and engineering through which, amongst other things, they borrowed money in the international markets, to then lend on at a margin or profit. They also 'sold' portfolios of mortgages that they had granted. These portfolios also became the basis of complex financial instruments (mortgage backed securities and derivatives etc).
- 4.5 During 2007 and 2008, it became clear that some financial institutions were unsustainable, as the flow of money for them to borrow was not certain. As a result, several failed and had to be rescued. This was an international problem that affected countries across the world – but most particularly in North America and Europe. In the UK the high profile institutions that were rescued included Royal Bank of Scotland, HBoS, Northern Rock and Bradford and Bingley. The ramifications of the recession were an immediate and significant fall in house prices, and a complete reassessment of mortgage lending with financial organisations becoming averse to taking risks, lending only to borrowers who had the least risk of default and those with large deposits.
- 4.6 It is important to note that the housing market is actively supported by the current Government with about one third of mortgages being provided through a state backed entity



or scheme (a publically controlled financial institution or assisted purchase scheme such as shared ownership). It is not known how long this will continue.

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

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

*([www.housebuilder.com](http://www.housebuilder.com) 13.8.13)*

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

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

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

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

*(RICS 2.8.13)*

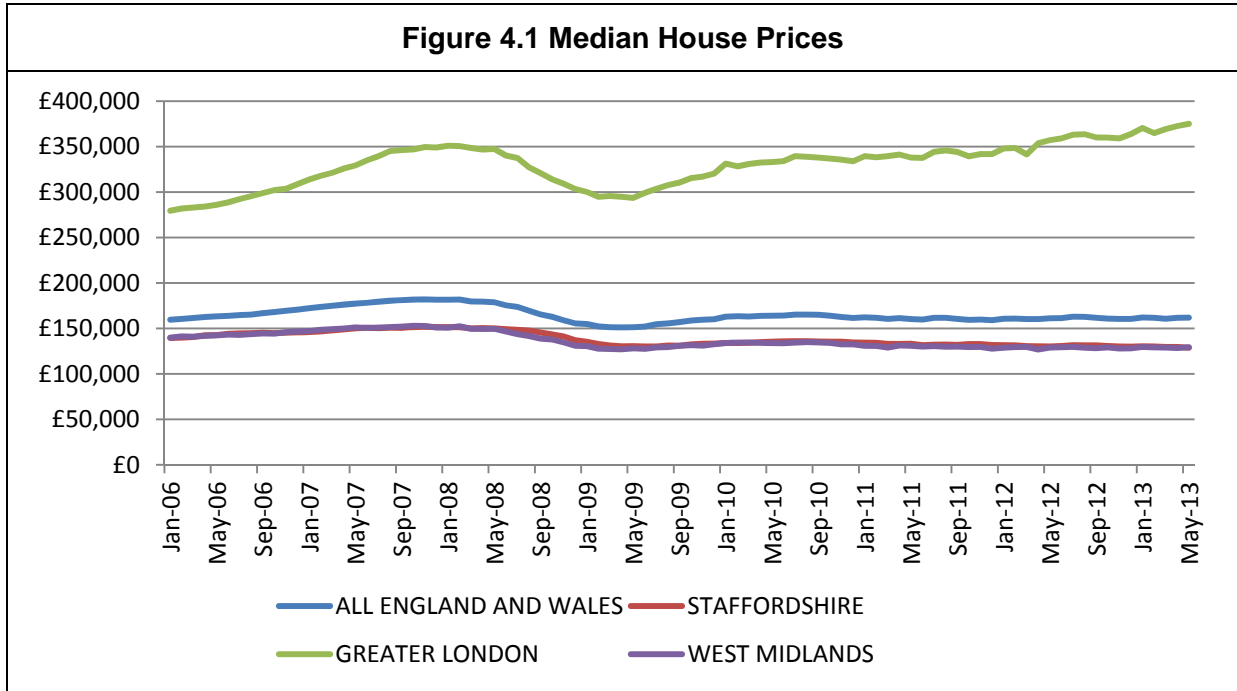
- 4.9 Whilst there is anecdotal evidence of an improved sentiment and modest increase in prices we have taken a cautious approach. The following figure shows that generally prices in Staffordshire have seen a recovery since the bottom of the market in mid-2009.

- 4.10 Parts of East Staffordshire do have a strong residential market being strongly influenced by Birmingham but overall, when ranked across England, the average house price for the Borough is at the 28<sup>th</sup> percentile at just over £169,000<sup>15</sup>. To set this in context, the Council at the middle of the rank (South Staffordshire) has an average price of just over £209,000.

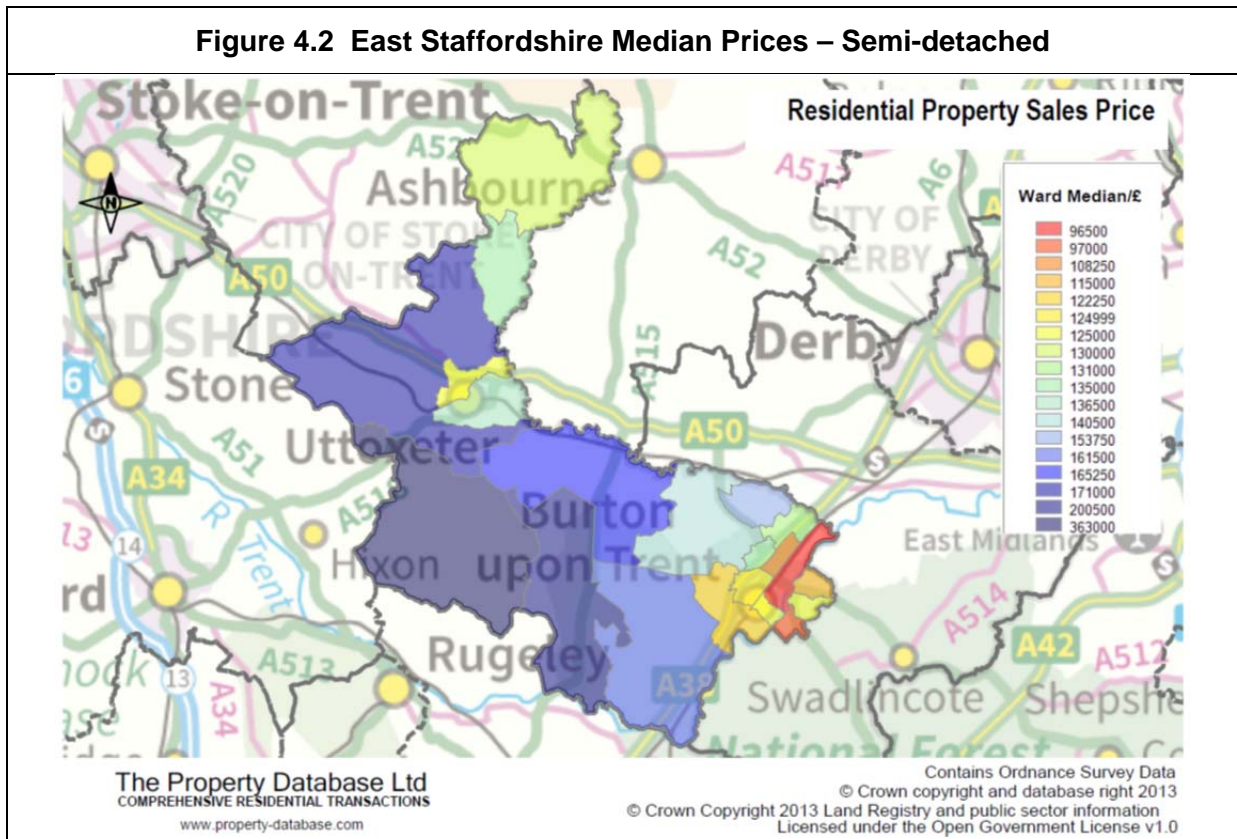
---

<sup>15</sup> See the CLG Live Table 581 (Ranking 95<sup>th</sup> out of 348 Councils) – 1<sup>st</sup> November 2012 (being the most up to date data)



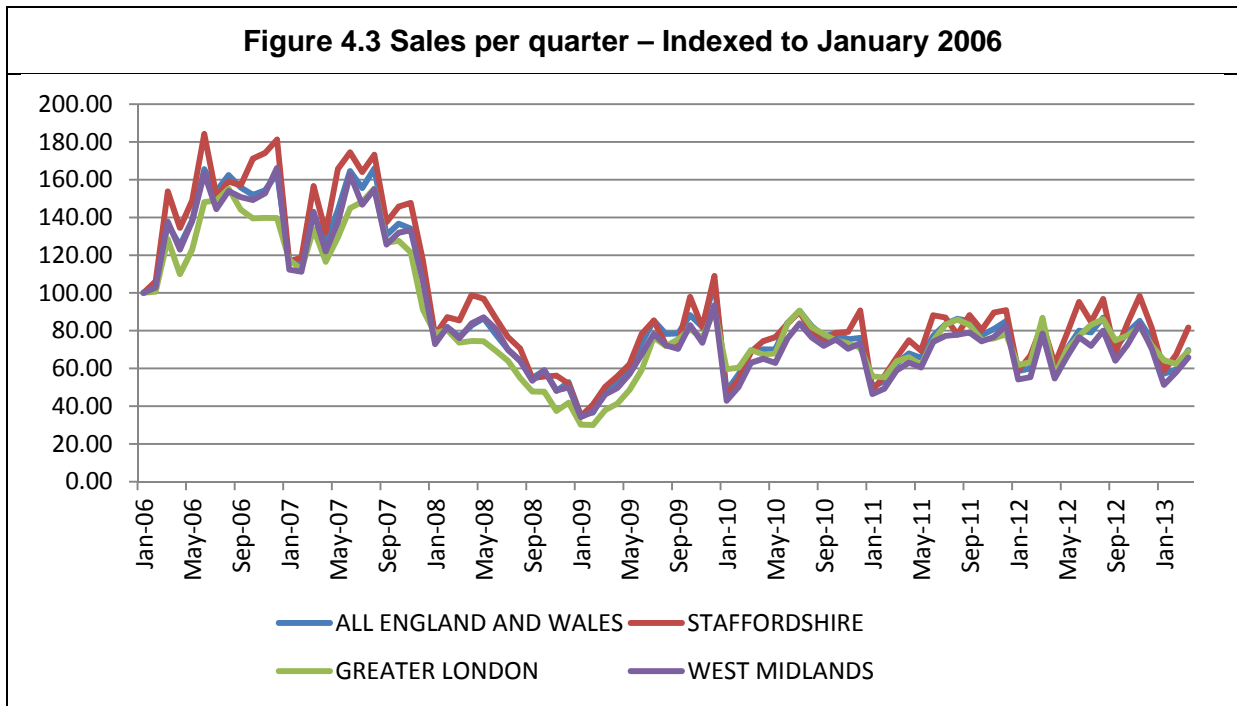


4.11 Residential values vary across East Staffordshire as shown below in the map of median prices for semi-detached homes. It is important to note that median prices for all units varies more greatly than this as the rural areas tend to have a predominance of larger units and the urban areas a predominance of smaller and terraced homes.





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



4.13 There is clearly uncertainty in the market, and it is not for this study to try to predict how the market may change in the coming years, and whether or not there will be a recovery in house prices. All of this together sets the Council a particular challenge when it comes to setting policies and a rate of CIL that will prevail for several years.

**New Build Sales Prices**

4.14 We conducted a survey of new homes for sale during July 2013. A list setting out details of relevant new developments in the area is provided below. We identified about 35 new homes for sale in and near to the Borough. This low number is an illustration of the current state of the market. The information collected was not comprehensive as different developers and agents make different levels of information available.



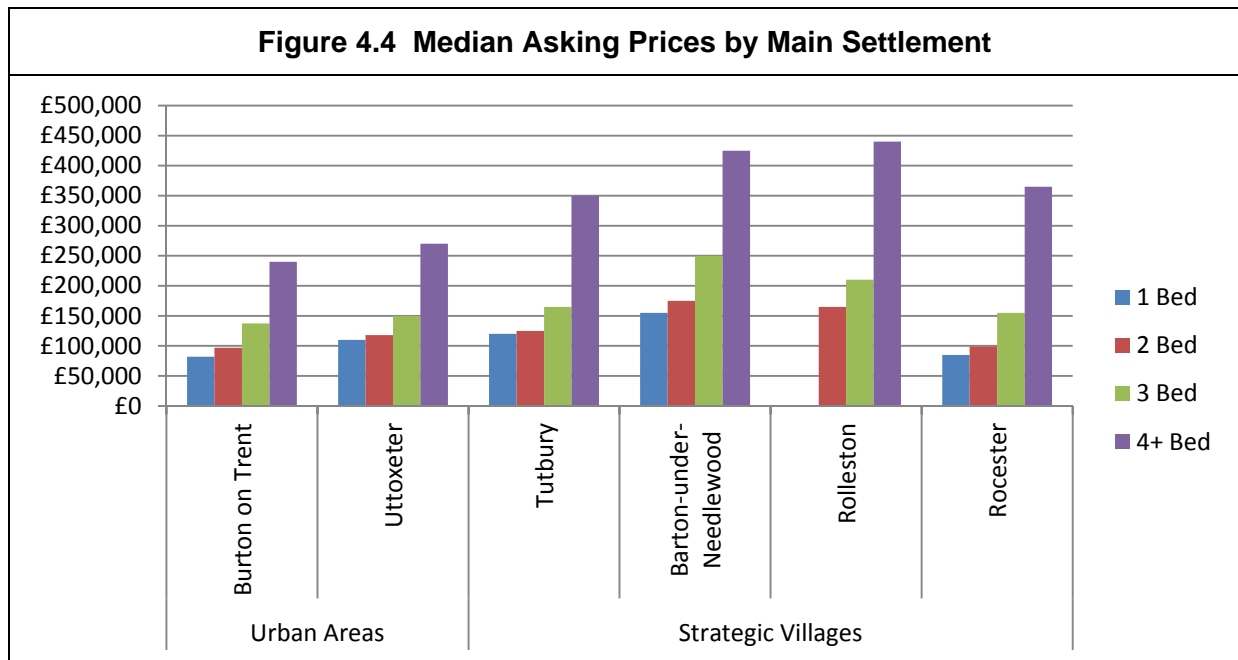


**Table 4.1 New Build House Asking Prices**

Developer/ agent		Name of design	Number of bedrooms	Detached/ Semi/ Terraced	Flat m <sup>2</sup>	House m <sup>2</sup>	Price Flat	Price House	Price Flat £/m <sup>2</sup>	Price House £m <sup>2</sup>
Barratts	Orton Place, Burton-on-Trent	Ipad Zeta	1	f	35.40		84,950		2,400	
		Midhurst	1	fog	32.79		89,950		2,743	
		Richmond	2	t		66.89		127,950		1,913
		Richmond	2	sd		66.89		131,950		1,973
		Buchanan	3	d		82.40		161,950		1,965
Morris Homes	Paget Green, Burton-on-Trent	Thorpe	1	fog	38.00		99,750		2,625	
		Budworth	2	t		60.00		129,750		2,163
		Chatsworth	3	sd		70.20				
		Didsbury	3	sd		77.00				
		Dalton	3	sd		72.00		169,750		2,358
		Capesthorpe	3	d		84.00		174,950		2,083
Edward Jones	Burton-on-Trent		2	sd		44.59		112,950		2,533
Behague	Burton-on-Trent		4	d		no plan		239,950		
Bagshaws	Uttoxeter		3	sd		no plan		145,950		
Hannells	Tutbury	Dove House	4	d		167.00		350,000		2,096
		Blackbrook House	4	d		167.00		350,000		2,096
Bagshaws	Rocester		3	d		no plan		305,000		
John German	Marchington	Thorntree	5	t		200.00		399,950		2,000
John German	Abbotts Bromley		3	sd		no plan		520,000		

Source: ESBC Viability Study (HDH 2013). Market Survey July 2013. Note this table only shows £/m<sup>2</sup> values where available

- 4.15 Analysis of this shows that the asking prices for newbuild homes vary, even at the same address with the same floor space. Overall prices vary from over £2,600/m<sup>2</sup> and £1,900/m<sup>2</sup>.
- 4.16 As part of the data gathering process we contacted many of the sales offices and agents to enquire about incentives offered. The norm was in the 3% to 5% range although occasionally, for a cash buyer, up to 7% price reduction was available. Interestingly there seems to be less scope for price reductions for those buying under the Help to Buy<sup>16</sup> scheme.
- 4.17 In our research we have drawn on the Council's emerging Strategic Housing Market Assessment (SHMA) which includes research into prices and rents across the Borough. The SHMA considers the Borough as a whole, for the purpose of this study it is necessary to consider the different price areas to establish if there are significant differences and whether there are areas that can and cannot bear the policy requirements. We have looked at house prices across the main settlements, using the Borough's Settlement Hierarchy:



- 4.18 We have also compared these prices to the Fordham's AHVS. They undertook a broad analysis of house prices in the Borough using a range of sources.

<sup>16</sup> Help to Buy is a government backed scheme to help working people buy a home in England. With a Help to Buy equity loan, the government loans the purchaser up to 20% of the cost of a new-build home, so only a 5% deposit and a 75% mortgage is needed to make up the rest. Help to Buy equity loans are open to both first-time buyers and home movers on new-build homes worth up to £600,000.



<b>Table 4.2 Price bands</b>							
	<i>Site/location</i>	<i>Price £ per</i>			<i>Site/location</i>	<i>Price £ per</i>	
		<i>Sq ft</i>	<i>Sq m</i>			<i>Sq ft</i>	<i>Sq m</i>
1	Burton Urban Extension	180	1,936	9	Small urban brownfield	174	1,873
2	Village large greenfield	184	1,985	10	Small urban brownfield	170	1,830
3	Large urban brownfield	170	1,827	11	Urban edge greenfield	180	1,937
4	Village large greenfield	194	2,083	12	Small urban brownfield	166	1,786
5	Large urban brownfield	167	1,795	13	Town centre brownfield	175	1,883
6	Urban edge brownfield	186	1,998	14	Small urban brownfield	180	1,937
7	Large urban brownfield	171	1,840	15	Small urban brownfield	180	1,937
8	Inner urban brownfield	173	1,858	16	Village brownfield	200	2,152
A	Rural 1	203	2,184	C	Rural 3	210	2,260
B	Rural 2	210	2,260				

Source: Affordable Housing Viability Study 2010

- 4.19 We are reviewed appraisals submitted by developers through the development management process to ensure that the findings of our research are broadly in line with these. We have also reviewed the independent advice sought by the Council from the District Valuer<sup>17</sup>. In all cases these relate to urban schemes within Burton-upon-Trent so need to be treated with caution when considering the wider situation.

<b>Table 4.3 Residential Values from Development Management</b>				
			Low	High
2010	Burton-upon Trent	Flats	900	1060
2011	Burton-upon Trent	Flats	1803	1875
		Houses	1666	1956
2012	Burton-upon Trent	Flats	1352	1564
	Burton-upon Trent	Houses	1451	1715
	Burton-upon Trent	Flats	1650	2340
	Burton-upon Trent	Houses	1618	2149
2013	Burton-upon Trent	Houses	1363	1851

Source: ESBC

<sup>17</sup> DVS Property Specialists is the commercial arm of the Valuation Office Agency.



4.20 We have set out the price assumptions used in the appraisals, based on the above information, later in this Chapter.

### Affordable Housing

4.21 The Council has a policy for the provision of affordable housing (the requirements are summarised in Chapter 8). In this study we have assumed that rented affordable housing is constructed by the site developer and then sold to a Registered Provider (RP) and that intermediate housing is ‘sold’ direct to the occupier. This is a simplification of reality as there are many ways in which affordable housing is delivered, including the transfer of free land to RPs for them to build on or the retention of the units by the schemes overall developer.

4.22 There are three main types of affordable housing: Social Rent, Affordable Rent and Intermediate Housing Products for Sale. It should be noted that changes to the HCA funding regime mean that it is unlikely that General Needs Social Rent will be developed in East Staffordshire in the foreseeable future. We consider the values of each below.

#### *Social Rent*

4.23 The value of a rented property is strongly influenced by the passing rent – although factors such as the condition and demand for the units also have a strong impact. Social Rents are set at a local level through a national formula that smooths the differences between individual properties and ensures properties of a similar type pay a similar rent:

<b>Table 4.4 ESBC Area Social Rent (£/month)</b>		
1 Bed	2 Bed	3 Bed
£286.22	£327.34	£387.40

Source: The Continuous Recording of Letting and Sales in Social Housing in England (CORE)

4.24 In spite of the differences in rents there seems to be relatively little difference in the amounts paid by RPs for such units across the study area. In the Fordham’s AHVS it was assumed that Affordable Housing had the following Values:

<b>Table 4.5 Selling prices: zero grant basis</b>				
<i>Purchase price zero grant:</i>	<i>£ per sq ft (m<sup>2</sup>)</i>			
	<i>Social rented</i>		<i>Intermediate</i>	
	<i>Flat</i>	<i>House</i>	<i>Flat</i>	<i>House</i>
Low price sites	80 (860)	75 (810)	122.5 (1,320)	117.5 (1,265)
Medium price sites	80 (860)	75 (810)	130 (1,400)	125 (1,345)
High price sites	80 (860)	75 (810)	140 (1,505)	135 (1,450)

Source: Table 3.1 Affordable Housing Viability Study 2010



- 4.25 Initially in this study we proposed to assume that social rent has a value of 50% of Open Market Value (OMV). In line with comments from the sector we have amended this to 42% of OMV following the consultation event. This is a simplification of the reality but appropriate in this high level study.
- 4.26 This is useful contextual information, however as the study developed it was decided to assume that all affordable housing to rent was delivered as Affordable Rent, rather than Social Rent – see below. The exception to this is in relation to extracare housing which we have discussed towards the end of this Chapter.

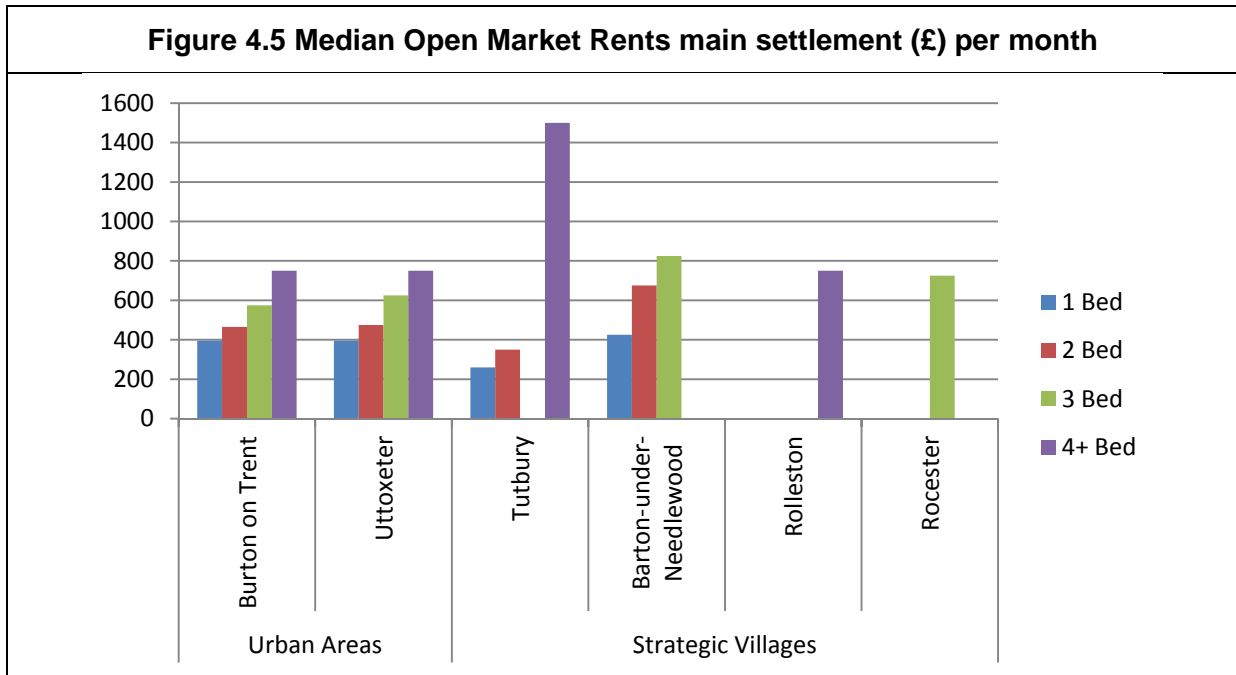
### **Affordable Rent**

- 4.27 The Government introduced Affordable Rent as a new type of Affordable Housing. Under Affordable Rent a rent of no more than 80% of the open market rent for that unit can be charged. One of the aims of the Government’s policy on affordable housing is to make the HCA budget go further. The affordable rent that is over and above the social rent is used by Registered Providers (RPs) to raise capital through borrowing or securitisation<sup>18</sup>. This supports the building of the affordable units – the extra borrowing replacing grant.
- 4.28 The objective of affordable rent is that by charging higher rents for the affordable housing, less grant and subsidy is required and thus the development of affordable housing would be self-funded as, on market housing led schemes, grant is only now available in exceptional circumstances, for example on high priority sites where there is still a funding gap after the higher affordable rent has been allowed for. As the amount is uncertain we have assumed no grant will be available in the future.
- 4.29 In the development of affordable housing for rent, the value of the units is, in large part, the worth of the income that the completed let unit will produce. This is the amount an investor (or another RP) would pay for the completed unit. This will depend on the amount of the rent and the cost of managing the property (letting, voids, rent collection, repairs etc.).
- 4.30 Initially, we have assumed the rent is to be set at 80% of the full open market rent. We have assumed that, because a typical affordable rent unit will be new, it will command a premium rent that is a little higher than equivalent older private sector accommodation. In estimating the likely level of affordable rent, we have undertaken a survey of market rents across the Borough.

---

<sup>18</sup> The creation and issuance of tradable securities, such as bonds, that are backed by the income generated by an asset, a loan, a public works project or other revenue source. (Source FT Lexicon)





Source: Rightmove July 2013

- 4.31 The social security system is undergoing a process of change with the introduction of Universal Credit that will be subject to a caps and limits depending on the circumstances of the claiming household. Within the overall caps the Local Housing Allowance (LHA) Caps places a limit on the maximum amount claimants can receive to assist with rental payments in the private rented sector. These take into account the number of bedrooms required by the claimant and their household. The housing element of Universal Credit (for private sector tenants) is capped at the 3rd decile of open market rents for that property type. In practice we expect that affordable rents charged by Housing Associations are unlikely to be set above these levels<sup>19</sup>.
- 4.32 The cap is set by the Valuation Office Agency by Broad Rental Market Area (BRMA) however these BRMAs do not follow local authority boundaries. The current LHA Cap rates set by BRMA are shown below. Where this is below the level of Affordable Rent at 80% of the median rent we have taken a cautious approach and assumed that the Affordable Rent is set at the LHA Cap.

<sup>19</sup> It was pointed out through the consultation process, that the LHA rates are not actually a cap on the Housing Benefit payable in the social sector so should not always apply and that the LHA cap relates to the combined rent and service charges.



	Eastern Staffordshire	Peaks & Dales	Staffordshire North
Shared Accommodation	£253.50	£295.19	£208.43
One Bedroom	£360.01	£383.24	£345.02
Two Bedrooms	£450.02	£475.02	£394.98
Three Bedrooms	£524.98	£549.99	£475.02
Four Bedrooms	£689.87	£694.94	£625.00

Source VOA

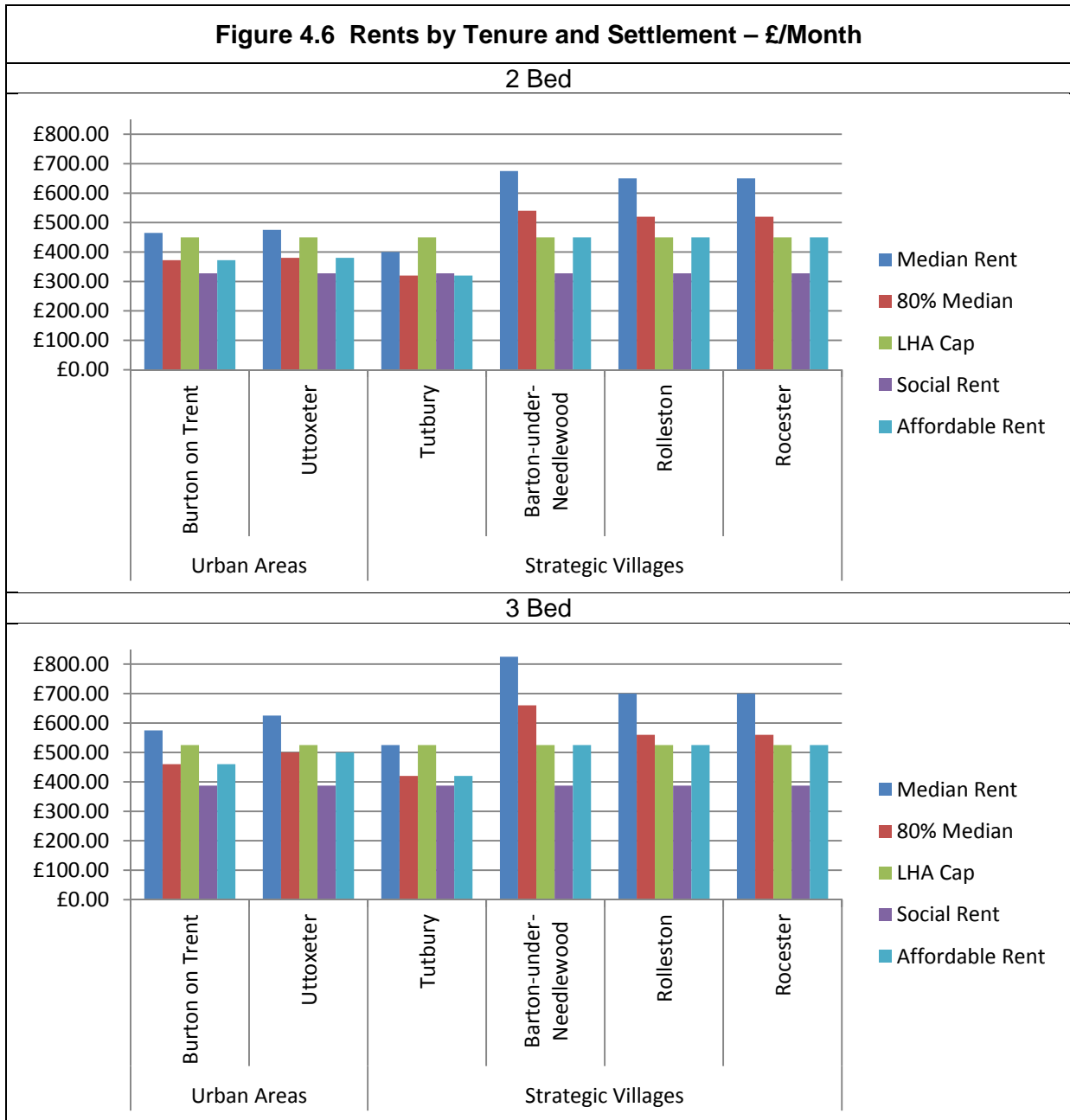
4.33 The majority of development is likely to come forward in the Eastern Staffordshire BHMA as this is where all the higher tier settlements lie. By assessing market rents and changing these in line with policy stipulations with regard to affordable rents and LHA Cap rates, the ranges of prevailing rents in East Staffordshire are summarised in the following graphs. These form the basis of the appraisals.

4.34 We have compared the rents from our survey to those reported in the SHMA:

	Average	Lower quartile	Median	Upper quartile
Room	4,020	3,648	3,900	4,680
Studio	3,672	3,300	3,540	3,840
Room/Studio	3,960	3,588	3,840	4,536
1-bed	4,608	4,200	4,740	5,100
2-bed	5,712	5,100	5,700	6,000
3-bed	6,960	6,000	6,900	7,800
4-bed	9,984	7,800	9,000	10,800

Source: ESBC SHMA 2013

4.35 We have taken a finer grain approach to establish if there are different areas of viability within the Borough. Based on this information, following the consultation process, we have revised up the values of 3 bedroom units up.



4.36 We have assumed that Affordable Rent will be set at 80% of the median rent or the LHA Cap whichever is lower. In calculating the value of affordable rents we have allowed (in line with the HCA’s general assumptions) for 10% management costs, 4% voids and bad debts and 6% repairs, and capitalised the income at 5.5%. On this basis, Affordable Rented property has the worth shown in the table below.

4.37 At the consultation event on 15<sup>th</sup> August, we set out our approach to valuing Affordable Housing. It is necessary to make some broad assumptions and had, initially assumed that affordable rent has a value ranging from £850/m<sup>2</sup> to just under £1,000/m<sup>2</sup>. This value takes an average of capital value across areas and takes the mid-point between the 2 and 3 bed figures.





**Table 4.8 Calculation of capital value of Affordable Rent housing**

<b>2 Bed</b>						
	Urban Areas		Strategic Villages			
	Burton on Trent	Uttoxeter	Tutbury	Barton-under-Needlewood	Rolleston	Rocester
Annual Rent	4,464	4,560	3,840	5,400	5,400	5,400
Net Rent	3,571	3,648	3,072	4,320	4,320	4,320
Worth	64,931	66,327	55,855	78,549	78,549	78,549
Approx. £/m2	902	921	776	1,091	1,091	1,091
<b>3 Bed</b>						
	Urban Areas		Strategic Villages			
	Burton on Trent	Uttoxeter	Tutbury	Barton-under-Needlewood	Rolleston	Rocester
Annual Rent	6,000	6,000	6,000	6,900	6,900	6,900
Net Rent	4,800	4,800	4,800	5,520	5,520	5,520
Worth	87,273	87,273	87,273	100,364	100,364	100,364
Approx. £/m2	1,015	1,015	1,015	1,167	1,167	1,167

Source HDH 2013

- 4.38 It was suggested at the consultation event that Affordable rent was unlikely to have a value less than an equivalent of £1,000/m<sup>2</sup>. We have used £1,000/m<sup>2</sup> as a base value in Burton and Uttoxeter and a slightly higher figure of £1,100/m<sup>2</sup> in the remaining areas. This approach was agreed to be appropriate although there was some concern expressed about the relationship between the valuation and the amount actually paid which tends to vary considerably depending on a Housing Association's 'appetite' at the time.

### Intermediate Products for Sale

- 4.39 These include shared ownership and shared equity products. It appears that the market for these is limited at present with no new units currently available in the study area.
- 4.40 The Council's current Housing Choice SPD (December 2010) supports intermediate affordable housing for sale in appropriate locations outside the urban areas of Burton and Uttoxeter including shared equity, shared ownership, Rent to Homebuy or other similar products. The SPD does not however seek to limit the initial sale price of such units.
- 4.41 It is necessary to make a broad assumption as to the value of intermediate products. In this report we have assumed a value for intermediate products at 70% of open market value. This was confirmed through the consultation process.

## Residential Price Assumptions

4.42 Informed by the findings set out in this Chapter we put the following prices to the consultees at the August event:

	Site		Units	Market	Intermediate	Affordable Rent
1	Urban Extension	Burton	2500	2,050	1,435	850
2	Urban Extension	Burton/ Uttoxeter	600	2,150	1,505	895
3	Urban Extension	Burton	300	2,020	1,414	850
4	Urban Extension	Uttoxeter	350	2,100	1,470	895
5	Urban Extension	Burton	101	2,050	1,435	850
6	Urban Extension	Uttoxeter	117	2,100	1,470	895
7	Large Brownfield	Burton/ Uttoxeter	300	1,800	1,260	850
8	Large Brownfield	Burton/ Uttoxeter	100	1,900	1,330	850
9	Small Windfall	Burton/ Uttoxeter	30	1,900	1,330	850
10	Small Greenfield	Burton/ Uttoxeter	35	2,100	1,470	850
11	Greenfield	Villages	56	2,200	1,540	990
12	Greenfield	Villages	42	2,200	1,540	990
13	Greenfield	Villages	14	2,200	1,540	990
14	Brownfield	Villages	16	2,100	1,470	990
15	Greenfield	Villages	6	2,300	1,610	990
16	Greenfield	Villages	3	2,300	1,610	990

Source: HDH 2013

4.43 There was a consensus that these were broadly reflective of the current market except in the case of Uttoxeter where several consultees suggested that prices in the £1,700/m<sup>2</sup> to £1,800/m<sup>2</sup> range were the norm. Additionally it was felt that that the differential between greenfield and brownfield sites was not sufficient – with greenfield sites being higher and brownfield sites being lower. To a large extent we agree with this – particularly in relation to the smaller brownfield sites. The larger brownfield sites are an exception as they are of sufficient size and scale for the developer to create a highly desirable and, to some extent, self-contained market to meet the demand for better quality new housing within Burton and within Uttoxeter.

4.44 The price assumptions were therefore amended following the consultation process as shown below:

**Table 4.10 Revised Price assumptions (£/m<sup>2</sup>)**

	Site		Units	Market	Intermediate	Affordable Rent
1	Urban Extension	Burton	2500	2,100	1,470	1,000
2	Urban Extension	Burton/ Uttoxeter	600	2,150	1,505	1,000
3	Urban Extension	Burton	300	2,020	1,414	1,000
4	Urban Extension	Uttoxeter	350	2,000	1,400	1,000
5	Urban Extension	Burton	101	2,050	1,435	1,000
6	Urban Extension	Uttoxeter	117	2,000	1,400	1,000
7	Large Brownfield	Burton	300	2,000	1,400	1,000
8	Large Brownfield	Uttoxeter	100	2,000	1,400	1,000
9	Small Windfall	Burton	30	1,800	1,260	1,000
10	Small Greenfield	Uttoxeter	35	1,800	1,260	1,000
11	Greenfield	Villages	56	2,200	1,540	1,100
12	Greenfield	Villages	42	2,200	1,540	1,100
13	Greenfield	Villages	14	2,200	1,540	1,100
14	Brownfield	Villages	16	2,100	1,470	1,100
15	Greenfield	Villages	6	2,450	1,715	1,100
16	Greenfield	Villages	3	2,450	1,715	1,100

Source: HDH 2013

### Older Peoples Housing

- 4.45 Retirement and Sheltered housing is generally a growing sector due to the demographic changes and aging population. The sector brings forward two main types of product.
- 4.46 Sheltered or Retirement housing is housing which is self-contained housing, normally developed as flats and other relatively small units. Where these schemes are brought forward by the private sector there are normally warden services and occasionally non-care support services (laundry, cleaning etc) but not care services.
- 4.47 Extracare housing is sometimes referred to as very sheltered housing or housing with care. It is self-contained housing that has been specifically designed to suit people with long-term conditions or disabilities that make living in their own home difficult, but who don't want to move into a residential care home. Schemes can be brought forward in the open market or in the social sector (normally with the help of subsidy).
- 4.48 Most residents are older people, but this type of housing is becoming popular with people with disabilities regardless of their age. Usually, it is seen as a long-term housing solution. Extracare housing residents still have access to means-tested local authority services.

- 4.49 The Council’s SHMA has identified the need for both market and affordable extracare housing and the Council’s expressed preference is for schemes to provide a mix of tenures. The Council therefore asked that this study should test the viability of extracare affordable housing. However the SHMA has not identified the need for affordable sheltered housing and the Council therefore asked that this study should test the viability of commuted sums from market led sheltered housing.
- 4.50 We have received representations from the Retirement Housing Group (RHG) being a trade group representing private sector developers and operators of retirement, care and extracare homes. They have set out a case that sheltered housing and extracare housing should be tested separately.
- 4.51 In line with the RHG representations we have assumed the price of a 1 bed sheltered property is about 75% of price of existing 3 bed semi-detached house and a 2 bed sheltered property is about equal to the price of existing 3 bed semi-detached house. In addition we have assumed extracare housing is 25% more expensive than sheltered.
- 4.52 Initially we assumed a the typical price of a 3 bed semi-detached home of £170,000. We have reviewed this in light of the new SHMA to £154,000 and have used this as a starting point. On this basis we have assumed retirement and extracare housing has the following worth:

<b>Table 4.11 Worth of Retirement and Extracare</b>			
	Area	£	£/m <sup>2</sup>
3 bed semi-detached		154,000	
1 bed Sheltered	50	115,500	2,310
2 bed Sheltered	75	154,000	2,053
1 bed Extracare	65	144,375	2,221
2 bed Extracare	80	192,500	2,406

Source: ESBC Viability Study (HDH 2013)

- 4.53 The above prices are applied to the net saleable areas.
- 4.54 It is important to note that the not-for-profit providers and Housing Associations that provide much of the housing in this sector operate under a different model and these prices may not be representative of social and affordable sheltered and extracare housing and don’t take into account any grant or subsidy that may be available.
- 4.55 We have considered the value of extracare units where provided as social housing units. We have not been able to find any direct comparables where housing associations have purchased social units in a market led extracare scheme. We have consulted two private sector developers of extracare housing. They have indicated that whilst they have never disposed of any units in this way they would expect the value to be between 40% and 45% of the market value – however they stressed that the buyer (be that the local authority or housing association) would need to undertake to meet the full service and care charges.



Additionally they advised that they would only develop on this basis if separate common areas were provided for the residents of the market units and the residents of the social units due to their specialist business models.

- 4.56 On a more positive note we are advised by the Council that at least one Housing Association is developing market led extracare schemes that include an element of affordable accommodation. We are unclear whether these schemes are coming forward with the benefit of grant and subsidy, either from the Homes and Communities Agency or from the Housing Association's own resources.
- 4.57 In practice we believe that it is unlikely that a private sector developer would develop extracare housing where some of it is social housing. It is more likely that a scheme will be developed by or for a Registered Provider. We have assumed that in such a case the social rent extracare housing is valued at 45% of the market value.
- 4.58 There was no comment about these price assumptions at the August consultation event, although it was pointed out that there was very little (if any) activity in this sector at the moment and it was questioned as to whether it was necessary to include this development type at all. However the Council has requested this analysis because of the growth in the older population identified in its SHMA.





## 5. Non-Residential Property Market

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

### East Staffordshire Overview

- 5.3 As with the housing market, the various non-residential markets in ESBC area reflect national trends, but there are local factors that underpin the market. The Borough is focused on Burton-upon-Trent and to a lesser extent Uttoxeter.
- 5.4 Commercial activity does, of course, take place more widely than this – indeed the majority of the area (by land use) is actively and commercially farmed. There is, however, little evidence of significant non-residential development happening much beyond these main centres (in part due to the Council's development control policies) and even in these centres it is limited at the moment. We have centred this study on these main areas.

### Market Survey

- 5.5 We undertook a market survey of new and recent deals for commercial properties for sale and to let by reference to agents advertising and the Propertylink property website (a commercial equivalent of Rightmove). Additionally we have made use of EGI data that records past transactions in the non-residential sector.
- 5.6 We have concentrated on newer property and not surveyed the wider market of older units and buildings. This study is concerned with development viability – there are, in nearly all situations, some space that is available at rents and values that are substantially lower than these amounts, particularly commercial space above retail units and near town centres that have limited car parking and facilities.
- 5.7 We surveyed the following commercial property categories:

Industrial	Retail
Office	Hotel



Retirement and Care Homes

Other/land

- 5.8 The first and overriding finding is that there is very little non-residential development taking place – and the little that there is, is not speculative development by developers, rather it is being developed for specific end users. The second finding is that there is a significant amount of empty space that is available for let or for sale. These two points are important and they suggest that the development of commercial property remains difficult.
- 5.9 A selection of currently available and advertised non-residential property is set out in **Appendix 5**.
- 5.10 We have drawn on the ESBC Employment Land Review Update (GVA June 2013). This up to date document provides a detailed commentary and analysis of the market which will not be repeated here.

*Industrial*

- 5.11 The industrial property market in varies tremendously for both sale and lettings. Rents for industrial properties range from a low of about £35/m<sup>2</sup> up to over £70/m<sup>2</sup>. The variations are largely due to the quality of the property available with modern units attaching a premium.
- 5.12 The capital values also vary with asking prices for secondary quality units typically being in the £500/m<sup>2</sup> to £600/m<sup>2</sup> range. Yields vary more with unit size, with larger units being more attractive to investors and thus having a yield of around 6.5% compared to smaller units with a yield of a little less than 9%.
- 5.13 The ESBC Employment Land Review Update concludes as follows (paragraph 3.35):

*Based on the above, prime rental values of new build industrial accommodation would probably be in the region of £3.70 to £4.60 psf (£40.00 to £50.00 psm), with rents of secondary accommodation (depending on exact condition, specification and size) ranging from £2.80 to £3.25 psf (£30.00 to £35.00 psm), with the upper limit being reserved for better quality secondary accommodation. Freehold values could lie in the order of £39.61 to £50.45 psf (£426 to £543 psm) depending upon size, condition and specification, however the latter are noted through consultation with agents to be scarce opportunities in the study area.*

- 5.14 These figures were discussed at the August consultation event. A major developer of industrial space provided useful comment and it was felt that the yield for large industrial and distribution should be 7.5% and the rents for large industrial should be £4.20/sqft (£45/m<sup>2</sup>) and the Small industrial should be up to £4.65 /sqft (£50/m<sup>2</sup>). These are different to the findings of the Employment Land Review however we have amended the appraisals accordingly.

*Offices*

- 5.15 Research found that the office market in the Borough is slow at present. Typically rents are in a little over £100/m<sup>2</sup>, with although better units with car-parking facilities achieving rents of up to £140/m<sup>2</sup>. Initially we have found very little evidence of capital values and yields in this sector so have drawn on wider experience and assumed a yield of 8% for better units in the Borough.





5.16 As with industrial, these figures were discussed at the August consultation event. A major developer of commercial space suggested the office rent assumption was too high at £135/m<sup>2</sup> and should be £10/sqft (£107/m<sup>2</sup>). We have amended the assumptions accordingly.

5.17 We have found very little evidence of capital values and yields in sector so have drawn on wider experience and assumed a yield of 8% for better units in the Borough.

5.18 The ESBC Employment Land Review Update concludes as follows (paragraph 3.39):

*The above highlights that compared to industrial/ distribution limited office transactions have taken place within the study area over the previous 2 years. However as with industrial/ distribution deals, rental values vary widely throughout the Borough, from £3.39 to £21.05 psf (£36.49 to £226.58 psm ). This is largely a consequence of the limited amount of office accommodation in the study area, the type of occupiers attracted and hence the volatility of the local market. Freehold capital values could lie in the order of £50 to £125 psf (£535 to £1,334 psm ). However this should be treated with extreme caution due to the lack of freehold deals achieved in the Borough over the last 2 years.*

#### *Retail*

5.19 Activity in the retail property market was highly concentrated in Burton-upon Trent and to a lesser extent the centre of Uttoxeter which also has an active High Street. There was little activity recorded outside of these areas. Rents for small units in the best locations for small shops in central Burton are currently around £300/m<sup>2</sup> although generally they are at about half of this level.

5.20 The rents for town centre shops vary greatly, particularly as one moves away from the best locations into the secondary situations. This is to the extent that where there are vacant shops the owners are willing to make them available to occupiers on very advantageous terms, including rent free for extended periods<sup>20</sup>.

5.21 The ESBC Employment Land Review Update concludes as follows (paragraph 3.39):

*Rents within East Staffordshire for retail vary significantly, dependent on the retail unit's location, size and condition. Retail values in Burton over the previous 2 year period range from £2.73 to £30.12 psf (£29.39 to £324.2 psm ). Values elsewhere in the Borough vary from £14.30 to £15.02 psf (£153.82 to £161.68 psm ). There have been approximately 10 freehold sale transactions in the previous 2 years. Unfortunately the details of these transactions have not been disclosed to the Focus database.*

5.22 We have given consideration to supermarkets and large retail warehouses. There is little local evidence relating to these in the Borough however drawing on our wider experience we have assumed supermarket rents of £180/m<sup>2</sup> with a yield of 5.5%, and £120/m<sup>2</sup> for retail warehouses with a yield of 8%.

---

<sup>20</sup> This is partially due to the requirement for landlords to pay business rates on empty properties.



*Hotels*

5.23 As well as the above development types we have assumed a rental of £3,750 / room / year for new build hotels to apply across the area. Assuming a yield of 6.5%, this equates to a value of about £2,150/m<sup>2</sup>. It is important to note that this study is only concerned with new build hotels. We do acknowledge that there are older units available at substantially lower rents than these.

**Appraisal Assumptions**

5.24 Having surveyed the non-residential property markets we have found that there is a significant range of rents and values across the Borough. On further investigation we concluded that these were more to do with the specific characteristics of the location in question (access to transport network, environment, etc.) rather than the geographical location and that new development that is well located would attract broadly similar rents and values in most of the area. We have based our initial appraisals on Borough wide figures.

5.25 We reiterate that the commercial development market is going through a difficult period and – this needs to be kept under review as whilst development may not be viable now, relatively small changes in yields will results in improved viability.

5.26 Through analysing the available rental space and the space for sale, we have formed a view as to the capital value of industrial and office space. In capitalising the rents we have assumed a yield based on newly developed units in the area. We acknowledge that the yield will vary from property to property and will depend on the terms of the lease and the standing of the tenant, however, we believe that the figure used are broadly representative and appropriate for a study of this type.

5.27 The rental assumptions and yields are shown in the following table.

<b>Table 5.2 Capitalised typical rents £/m<sup>2</sup></b>			
	Rent £/m <sup>2</sup>	Yield	Capitalised Rent £/m <sup>2</sup>
Large industrial	70	6.50%	1,077
Small industrial	50	8.75%	571
Distribution	45	6.00%	750
Offices	135	8.00%	1,688
Supermarkets	180	5.50%	3,273
Retail Warehouse	120	8.00%	1,500
Shops	150	9.00%	1,667
Hotels			2,150

Source: HDH Market Survey 2013



- 5.28 The lower yields for large office, industrial and retail units reflects their relative attractiveness for investors and conversely the higher yield for small retail and leisure uses reflect that as there is not an established market in this asset class amongst investors.
- 5.29 Following the initial consultation event, the assumptions were altered and the following values were used in the appraisals:

<b>Table 5.3 Capitalised typical rents £/m<sup>2</sup></b>			
	Rent £/m <sup>2</sup>	Yield	Capitalised Rent £/m <sup>2</sup>
Large industrial	50	7%	714
Small industrial	50	8.00%	625
Distribution	45	6.00%	750
Offices	110	8.00%	1,375
Supermarkets	180	5.50%	3,273
Retail Warehouse	120	8.00%	1,500
Shops	150	9.00%	1,667
Hotels			2,150

Source: HDH Market Survey 2013



## 6. Land Prices

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

### Current and Alternative Use Values

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

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

*In all cases, estimated land or site value should:*

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

- 6.5 It is vital to fully appreciate that land value should reflect emerging policy requirements and planning obligations. When considering comparable sites the value will need to be adjusted to reflect this requirement.
- 6.6 To assess viability, the residual value of the land derived from the particular scheme is to be compared with the alternative use value, to determine if there is another use which would

derive more revenue for the landowner. If the Residual Value does not exceed the alternative use value, then the development is not viable. If there is a surplus (i.e. profit) over and above the 'normal' developer's profit having paid for the land, then there is scope to pay CIL.

6.7 For the purpose of the present study, it is necessary to take a comparatively simplistic approach to determining the alternative use value. In practice, a wide range of considerations could influence the precise value that should apply in each case, and at the end of extensive analysis the outcome might still be contentious.

6.8 Our 'model' approach is outlined below:

- i. For sites previously in agricultural (where there is no alternative use value) use, then agricultural land represents the existing use value.
- ii. For smaller parcels of land on the edge of a settlement we have assumed a paddock value to reflect its likely alternative use as amenity land. This definition was questioned through the consultation process and it was suggested that a better description would be 'urban fringe'. To some extent we agree with this but bearing in mind that some of the settlements are very small (too small to be described as urban) we have not followed this suggestion.
- iii. Where the development is on former industrial, warehousing or similar land, then the existing and alternative use value is considered to be industrial. However account has been taken of the prices paid for such brownfield sites since this indicates the real value in the market place.

6.9 Some concern was raised at the August consultation event about the relevance of existing use value. It is an important element of the Harman Guidance and the draft NPPG – although it does need to be considered in the context set out above and as discussed in the later parts of this chapter.

### Industrial Land

6.10 Up to January 2011 the VOA published a Property Market Report. The most recent report contains the following industrial land values.

<b>Table 4.1 Industrial Land Values (£/ha)</b>	
	Cleared Industrial
Birmingham	650,000
Stoke	300,000
Leicester	400,000

Source VOA

6.11 The most direct comparable for East Staffordshire is that of Stoke.



- 6.12 In the Fordham’s AHVS a value of £370,000/ha was agreed with the development industry to constitute a reasonable assumption for industrial land across the Borough. One consultee mentioned a site at Wellington Road that achieved a very low price of about £5,000/ha – although we have not been provided with detail so we have not been able to consider matters such as site clearance and contamination that may have depressed the value.
- 6.13 It is clear that the industrial sites, particularly in Burton, vary greatly. This is largely due to their location / situation, current condition and the works required to develop them. This study is concerned with the development over the Plan period and having considered the types of sites most likely to come forward in this study we have assumed a value of £370,000/ha.

### Agricultural and Paddocks

- 6.14 Agricultural values rose for a time several years ago after a long historic period of stability. Values are around £15,000-£25,000/ha depending upon the specific use. We have assumed a value of £25,000/ha in this study.
- 6.15 A proportion of the sites expected to come forward are on smaller paddock sites and have an alternative amenity use. A benchmark of £50,000/ha is assumed to apply here to reflect this situation. Generally this was agreed through the consultation – although it is agreed that this can vary considerably.

### Residential Land

- 6.16 We have considered general figures from the Valuation Office Agency (VOA) relating to residential land values. Land values vary dramatically depending upon the development characteristics (size and nature of the site, density permitted etc.) and any affordable housing or other development contribution.
- 6.17 The VOA publishes figures for residential land in the Property Market Report. These cover areas which generate sufficient activity to discern a market pattern. These values can only provide broad guidance, they can therefore be only indicative.

<b>Table 6.1 Residential Land Values at January 2011 Bulk Land</b> £/ha (£/acre)	
Birmingham	1,235,000
Stoke	775,000
Leicester	1,580,000

Source: VOA Property Market Report 2011

- 6.18 The values in the Property Market Report are based on the assumption that land is situated in a typically average greenfield edge of centre / suburban location for the area and it has been assumed that services are available to the edge of the site and that it is ripe for



development with planning permission being available. The values provided assume a maximum of a two storey construction with density, S106 provision and affordable housing ratios to be based on market expectations (although not necessarily the policy requirements) for the locality. The report cautions that the values should be regarded as illustrative rather than definitive and represent typical levels of value for sites with no abnormal site constraints and a residential planning permission of a type generally found in the area. It is important to note that these values are net – that is to say they relate to the net developable area and do not take into account open space that may form part of the scheme.

- 6.19 Due to the date of the report, these values are before the introduction of CIL, so do not reflect this new charge on development which will inevitably depress land values.
- 6.20 It should also be noted that the above values will assume that grant was available to assist the delivery of affordable housing (due to the date of the VOA Report). This grant is now very restricted so these figures should be given limited weight. Further due to the date of the report, these values are well before the introduction of CIL, so do not reflect this new charge on development. As acknowledged by the RICS Guidance, a new charge such as CIL will inevitably adversely impact on land values.
- 6.21 We have consulted agents operating in the area and have assumed a value of £1,000,000/net developable hectare. It was suggested, through the consultations, that residential land could have a substantially higher value – particularly where there is a low affordable housing and low infrastructure cost. This is an important indicator of viability. We agree with this but feel £1,000,000/net ha is an appropriate assumption.

#### **Use of alternative use benchmarks**

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





- 6.23 Competitive return has not been fully defined through planning appeals and the court system<sup>21</sup>. The RICS Guidance includes the following definition:

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

- 6.24 The new draft NPPG includes the following section:

**Competitive return to developers and land owners**

*The National Planning Policy Framework states that viability should consider "competitive returns to a willing landowner and willing developer to enable the development to be deliverable." This return will vary significantly between projects to reflect the size and risk profile of the development and the risks to the project. A rigid approach to assumed profit levels should be avoided and comparable schemes or data sources reflected wherever possible.*

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

- 6.25 Whilst this is useful it does not provide any guidance as to the size of that return. To date there has been much discussion within the industry and amongst planners as to what may and may not be a competitive return, as yet the term has not been given a firm definition through the appeal, planning examination or legal processes. The January 2013 appeal APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX) does shed some light in this. We have copied a number of key paragraphs below as, whilst these do not provide a strict definition of competitive return, the inspector (Clive Hughes BA (Hons) MA DMS MRTPI) does set out his analysis clearly. The following paragraphs are necessarily rather long however as they are the only current steer in this regard we have included all that are relevant.

*38. Paragraph 173 of the Framework advises that to ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable. The Framework provides no advice as to what*

---

<sup>21</sup> In this context the following CIL Examination are relevant.

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

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



*constitutes a competitive return; the interpretation of that term lies at the heart of a fundamental difference between the parties in this case. The glossary of terms appended to the very recent RICS guidance note Financial viability in planning (RICS GN) says that a competitive return in the context of land and/ or premises equates to the Site Value (SV), that is to say the Market Value subject to the assumption that the value has regard to development plan policies and all other material considerations and disregards that which is contrary to the development plan. It is also the case that despite much negotiated agreement, in respect of calculating the viability of the development, other significant areas of disagreement remain.*

### **Competitive return**

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

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

### **Viable amount of Affordable Housing**

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

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



6.1 More recently, further clarification has been added in the Oxenholme Road Appeal (October 2013)<sup>22</sup>. This appeal related to a site to the south east of Kendal. The inspector confirmed that the principle set out in Shinfield is very site specific and should only be given limited weight. At Oxenholme Road the inspector said:

*47. The parties refer to an appeal decision for land at Shinfield, Berkshire , which is quoted in the LADPD Viability Study. However, little weight can be given to that decision in the present case, as the nature of the site was quite different, being partly previously developed, and the positions taken by the parties on the proportion of uplift in site value that should be directed to the provision of affordable housing were at odds with those now proposed. There is no reason in the present case to assume that either 100% or 50% of the uplift in site value is the correct proportion to fund community benefits.*

*48. Both the RICS Guidance Note and the Harman report comment on the danger of reliance on historic market land values, which do not take adequate account of future policy demands.....*

6.26 It is clear that for land to be released for development, the uplift over the existing use value needs to be sufficiently large to provide an incentive to the landowner to release the site and cover any other appropriate costs required to bring the site forward for development. It is therefore appropriate and an important part of this assessment to have regard to the market value of land as it stands. However the Shinfield appeal was determined on the specific circumstances that were put forward to the inspector. Whilst it sets out an approach it does not form a binding precedent, appeals will continue to be determined on the facts that relate to the particular site in question. At Shinfield the inspector only considered the two approaches put to him and did consider the landowners' competitive return in any other ways. The appellant's method and approach was preferred to the Council's – but it should not be considered to be the only acceptable approach.

6.27 The RICS Guidance recognises that the value of land will be influenced by the requirements imposed by planning authorities. It recognises that the cost to the developer of providing affordable housing, building to increased environmental standards, and paying CIL, all have a cumulative effect on viability and are reflected in the ultimate price of the land. A central question for this study is at what point do the requirements imposed by the planning authorities make the price payable for land so unattractive that it does not provide competitive returns to the land owner, and so does not induce the owner to make the land available for development.

6.28 The reality of the market is that each and every land owner has different requirements and different needs and will judge whether or not to sell by their own criteria. We therefore have to consider how large such an 'uplift' or 'cushion' should be for each type of site to broadly provide a competitive return. The assumptions must be a generalisation as in practice the size of the uplift will vary from case to case depending on how many landowners are involved, each landowner's attitude and their degree of involvement in the current property

---

<sup>22</sup> APP/M0933/ A/13/ 2193338 (Land to the west of Oxenholme Road, Kendal, Cumbria)



market, the location of the site and so on. An 'uplift' of, say, 5% or £25,000/ha might be sufficient in some cases, whilst in a particular case it might need to be five times that figure, or even more.

- 6.29 Initially, based on work we have done elsewhere, we assumed that the indicative Viability Threshold (being the amount that the Residual Value must exceed for a site to be viable) of the EUV / AUV plus a 20% uplift on all sites would be sufficient. This is supported both by work we have done elsewhere and by appeal decisions (see Chapter 2). Based on our knowledge of rural development, and from working with farmers, landowners and their agents, we also made a further adjustment for those sites coming forward on greenfield land. On residential sites we added a further £300,000/ha (£120,000/acre), and on non-residential £200,000/ha (£80,000/acre) to reflect this premium.
- 6.30 This was discussed during the consultation process. A developer commented that in their experience land owners seek a minimum of the 70% of Open Market Value (OMV) – and many in fact want more than this. The important point is, how should the OMV be assessed;– The RICS Guidance and the draft NPPG make it clear that this should be considered in the light of actual and emerging policy requirements – a point confirmed at the GNDP CIL examination.
- 6.31 There was no particular disagreement with the assumption that brownfield and urban sites required Existing Use Value plus 20% to initiate development, and EUV +20% + £300,000/ha for greenfield/rural sites (the latter requiring additional compensation for the extra risk of new infrastructure, etc). It was pointed out that if the site was in employment use, the cost of re-locating the firm would need to be factored in. The Viability Thresholds are only indicative. The Viability Threshold represents the total amount payable to a landowner that will induce them to sell – providing a competitive return. The amount of the uplift will vary from site to site, owner to owner and it is reasonable to expect that a lower level of uplift will be sufficient on large sites.
- 6.32 The market for brownfield development land, particularly in Burton, requires separate mention. In this study we have followed the existing use value plus 20% assumption – however it should be noted that there is a relatively large supply of such land on the market for sale. Should a developer purchase one of these there would be no need to pay an uplift over the current value. We have therefore modelled one of the brownfield sites (Site 9 being the brownfield site in Burton) – at EUV without any uplift.
- 6.33 We fully accept that this is a simplification of the market, however in a high level study of this type that is based on modelled sites, simplifications and general assumptions need to be made.



- 6.34 This approach does reflect a very considerable uplift for a landowner selling a greenfield site with consent for development<sup>23</sup>. In the event of the grant of planning consent they would receive over ten times the value compared with before consent was granted. This approach (but not the amount) is the one suggested in the *Viability Testing Local Plans* (see Chapter 2 above) and by the Planning Advisory Service (PAS). The approach was endorsed by the Planning Inspector who approved the London Mayoral CIL Charging Schedule in January 2012<sup>24</sup>.
- 6.35 We have considered how these amounts relate to the prices paid for land in the market (see above), with a view to providing competitive returns to the land owner. Whilst there are certainly land transactions at higher values than these, we do believe that these indicative values are appropriate for a study of this type.

---

<sup>23</sup> See Chapter 2 for further details and debate around EUV plus v Market Value methodologies.

<sup>24</sup> Paragraphs 7 to 9 of REPORT ON THE EXAMINATION OF THE DRAFT MAYORAL COMMUNITY INFRASTRUCTURE LEVY CHARGING SCHEDULE by Keith Holland BA (Hons) DipTP MRTPI ARICS an Examiner appointed by the Mayor Date: 27<sup>th</sup> January 2012





## 7. Appraisal Assumptions – Development Costs

- 7.1 This chapter considers the costs and other assumptions required to produce financial appraisals for the modelled sites. These figures were presented to stakeholders at the event on the 15<sup>th</sup> August 2013 and in some cases adjusted.

### Development Costs

#### *Construction costs: baseline costs*

- 7.2 We have based the cost assumptions on the Building Cost Information Service (BCIS) data – using the figures re-based specifically for East Staffordshire. The costs are specific to different built forms (flats, houses, etc).
- 7.3 The Council has not developed local policies relating to the construction standards and environmental performance of new buildings. The one exception is the requirement that homes be built to the Lifetime Homes Standard; this is discussed below. The policy requirement is the national requirement that homes are built to the basic Building Regulation Part L 2010 Standards. From April 2008, the Code's Level 3 has been a requirement for all homes commissioned by Housing Associations but would not necessarily be the case for affordable homes built by developers for disposal to a Housing Association, unless grant was made available from the Homes and Communities Agency.
- 7.4 The Department for Communities and Local Government (CLG) published a review of the costs of building to the Code for Sustainable Homes (CfSH) in August 2011. This provides useful guidance as to the costs of the implementation of the various environmental standards.
- 7.5 Bearing in mind the move towards higher standards with the amendments to Building Regulations we initially assumed a minimum standard of CfSH Level 4 drawing on the costs information from *Cost of building to the Code for Sustainable Homes, Updated cost review. CLG (Aug 2011)*. Over the life of this project the Government has clarified the extent to which higher environmental standards and which parts of the CfSH will be introduced and when.
- 7.6 Building to the full requirements of CfSH4 is not expected to become mandatory, and will not all be incorporated into the building regulations. In our base appraisals we have modelled the revised increased environmental requirements at an assumed additional cost of 2% of BCIS.
- 7.7 **Appendix 6** contains the April 2013 BCIS build costs for the Borough. We have used the median costs for the different development types that occur on the appraisal sites. We acknowledge that this is a relatively simplistic approach however by making the adjustments





set out below we are comfortable with this approach in this high level study (and it is in line with the Harman Guidance).

- 7.8 We have compared these costs with those submitted to and agreed with the Council as part of the development control process and confirm the assumptions are broadly consistent.

2010	Burton-upon Trent	Conversion	525
2012	Burton-upon Trent	Newbuild	850
	Burton-upon Trent	Newbuild	777
2013	Burton-upon Trent	Newbuild	861

Source: ESBC

- 7.9 It should be noted that it is proposed, but not certain, that over the Plan's period further environmental standards will be introduced. These will add to the cost of development. We have not modelled these however if they are introduced it will be necessary to review the findings of this study and policies and rates of CIL that are informed by it

*Construction costs: site specific adjustments*

- 7.10 It is necessary to consider whether any site specific factors would suggest adjustments to these baseline cost figures. During the mid-1990s, planning guidance on affordable housing was based on the view that construction costs were appreciably higher for smaller sites with the consequence that, as site size declined, an unchanging affordable percentage requirement would eventually render the development uneconomic. Hence the need for a 'site size threshold', below which the requirement would not be sought.

- 7.11 It is not clear to us that this view is completely justified. Whilst, other things being held equal, build costs would increase for smaller sites, other things are not normally equal and there are other factors which may offset the increase. The nature of the development will change. The nature of the developer will also change as small local firms with lower central overheads replace the regional and national house builders. Furthermore, very small sites may be able to secure a 'non-estate' price premium.

- 7.12 In the present study, several of the sites are considered to fall into the 'small site' category, on these sites we have used the appropriate small site costs from BCIS.

*Construction costs: affordable dwellings*

- 7.13 The procurement route for affordable housing is assumed to be construction by the developer and then disposal to a Housing Association on completion. In the past, when considering the build cost of affordable housing provided through this route, we took the view that it should be possible to make a small saving on the market housing cost figure, on the basis that one might expect the affordable housing to be built to a slightly different specification than market housing. However, the pressures of increasingly demanding standards for Housing Association properties have meant that for conventional schemes of





houses at least, it is no longer appropriate to use a reduced build cost; the assumption is of parity.

*Other normal development costs*

- 7.14 In addition to the BCIS £/m<sup>2</sup> build cost figures described above, allowance needs to be made for a range of infrastructure costs (roads, drainage and services within the site, parking, footpaths, landscaping, laying out gardens and other external costs), off-site costs for drainage and other services and so on. Many of these items will depend on individual site circumstances and can only properly be estimated following a detailed assessment of each site. This is not practical within this broad brush study.
- 7.15 Nevertheless, it is possible to generalise. Drawing on experience and the comments of stakeholders it is possible to determine an allowance related to total build costs. This is normally lower for higher density than for lower density schemes since there is a smaller area of external works, and services can be used more efficiently. Large greenfield sites would also be more likely to require substantial expenditure on bringing mains services to the site. The requirements for Sustainable Urban Drainage Systems (SUDS) and the like can add to the costs of a scheme – although in larger projects these can be incorporated into public open space.
- 7.16 In the light of these considerations we have developed a scale of allowances for the residential sites, ranging from 10% of build costs for the smallest sites, to 20% for the larger greenfield schemes.
- 7.17 We have given careful thought as to how major strategic sites should be treated as these large sites, by their nature, can have very significant infrastructure requirements that can have a dramatic impact on viability. Additionally, these large sites are a vital part of the Council's strategy to deliver its housing target – in some cases if the urban extension does not come forward then the Development Plan may be put at risk. The April 2013 CIL Guidance is clear saying:

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

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

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

- 7.19 The modelling and appraisals carried out in a high level strategic report such as this are going to be based on generic and Borough wide assumptions. The Council has consulted

the owners and or promoters of the sites that are perceived to have higher costs inviting them to contribute to the assessment process. In order to include the strategic sites within the development plan, the Council must be sure that they can be delivered and if this is not demonstrated they will review as to whether or not the sites can be included.

- 7.20 There was a consensus amongst the consultees at the August event that this approach was appropriate and the levels of allowance at the right level.

#### *Abnormal development costs*

- 7.21 Several of the sites are modelled on, or partly on, previously developed land. We have set out the abnormal costs in Chapter 9 where we set out the modelled sites. In some cases where the site involves redevelopment of land which was previously developed, there is the potential for abnormal costs to be incurred. Abnormal development costs might include demolition of substantial existing structures; piling or flood prevention measures at waterside locations; remediation of any land contamination; remodelling of land levels; and so on. For the non-residential property, we have run a scenario where the site is on previously developed land. With this variable we have increased the costs by an additional 10% cost.

#### *Fees*

- 7.22 For residential development we have assumed professional fees amount to 10% of build costs in each case. This is made up as follows:

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

- 7.23 It should be noted that this is a cautious approach and it is pertinent to note that one of the appraisals submitted through the development management process made the assumption of 8%.

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

#### *Contingencies*

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

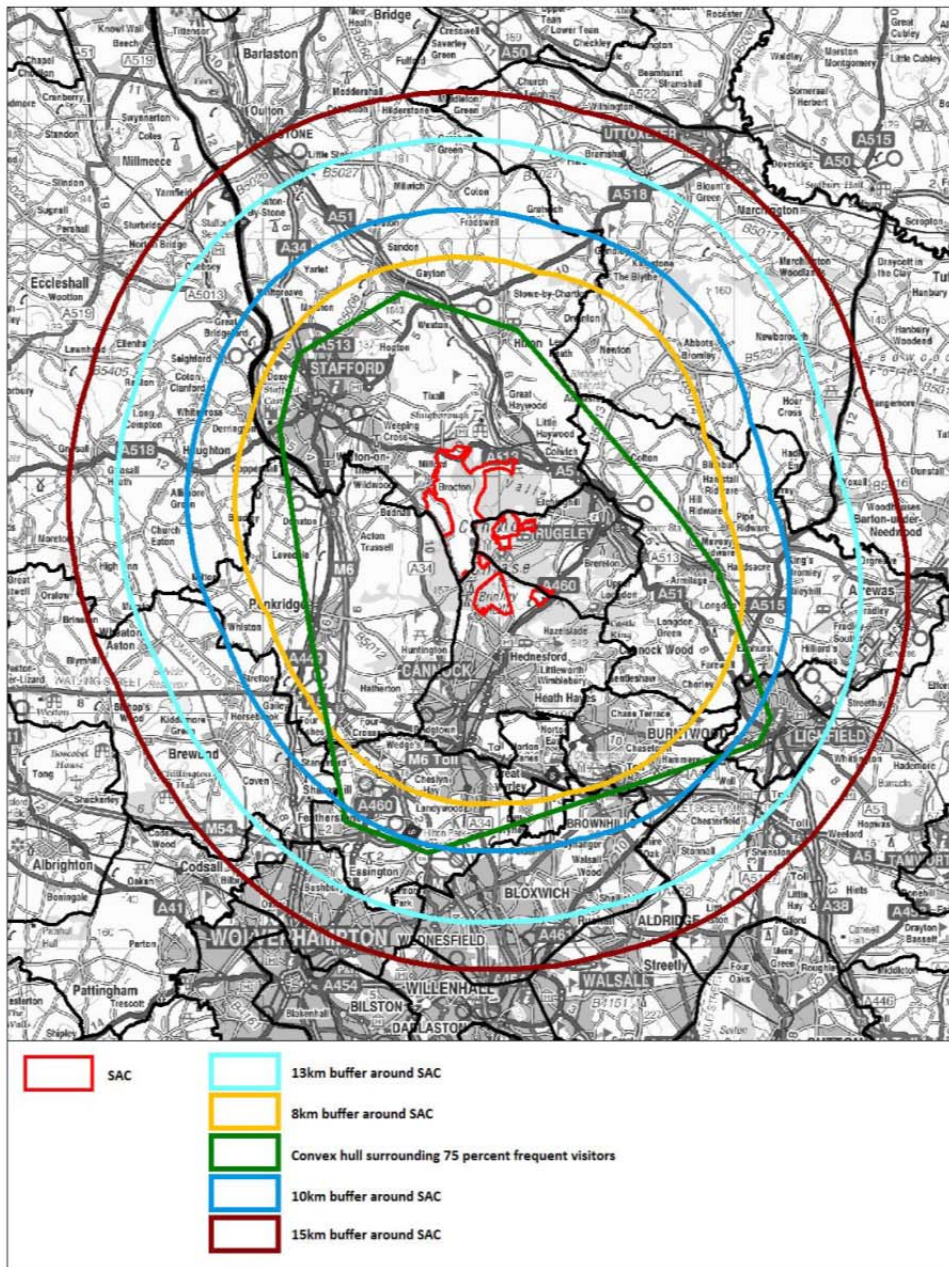
#### *S106 Contributions*

- 7.26 We have considered the costs of the Council's emerging policy requirements.
- 7.27 The Council has two categories of developer contribution which would only affect properties in certain geographical areas of the Borough – one is the National Forest, the other is the Cannock Chase Special Area of Conservation (SAC) mitigation measures.



7.28 A SAC Mitigation SPD is being prepared but has not formally adopted by ESBC. This includes a suggested charge of £450 per dwelling for the area 0 to 8km away from the SAC and £300 for the area 8 to 15km. As can be seen from the figure below, this applies to the southern rural part of the Borough.

**Figure 7.1 Cannock Chase SAC Mitigation Areas**



Source: Cannock Chase SAC Mitigation Report



- 7.29 From April 2015, the forthcoming restrictions on pooling s106 payments contained in the CIL Regulations<sup>25</sup> will come into effect so it is inevitable that this SPD, if adopted and put into effect, will only have a limited life so for the purpose of this study we have included this amount within the wider s106 contribution assumptions.
- 7.30 We have set out how we have reflected the requirements in relation to the National Forest in Chapter 8.
- 7.31 The approach we have taken is to derive the aggregate cost of s106 contributions by drawing on the historic level of s106 contributions by the Council (see **Appendix 1**). In our base appraisals for the modelled sites we have assumed a cost of £5,000 per unit – applicable to all units. There was some concern that this was lower than the amounts expected on the larger urban extensions. We have tested a range of alternative costs, including higher costs, both to consider whether the Plan is put at serious risk and to inform the CIL setting process.
- 7.32 In the 2010 AHVS, an assumption of £3,000 per unit was made. It is important to note that the existing approach will have to change due the forthcoming restrictions on pooling s106 payments contained in the CIL Regulations. We have tested a number of alternative levels of payment to ensure that ESBC can develop an appropriate policy.
- 7.33 In the non-residential appraisals we have assumed no s106 payments are made.
- 7.34 In the second part of this study we have considered CIL and made an assessment of the Additional Profit. Following the introduction of CIL, the scope to require contributions (financial or physical works) to mitigate the impact of the development, but subject to the pooling rules will continue. In this study we have taken the prudent step to assume a continued s106 payment of £1,000 per unit (on market and affordable housing) in our assessment of Additional Profit.

### **Financial and Other Appraisal Assumptions**

#### *VAT*

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

---

<sup>25</sup> CIL Regulation 123. Not the extension from 2014 to 2015 is contained in the February 2014 Amendments.





*Interest rate*

- 7.36 Our appraisals assume 7% pa for total debit balances, we have made no allowance for any equity provided by the developer. This does not reflect the current working of the market nor the actual business models used by developers. In most cases developers are required to provide between 30% and 40% of the funds themselves, from their own resources so as to reduce the risk to which the lender is exposed.
- 7.37 The 7% assumption may seem high given the very low base rate figure (0.5% October 2013). Developers that have a strong balance sheet, and good track record, can undoubtedly borrow less expensively than this, but this reflects banks' view of risk for housing developers in the present situation. In the residential appraisals we have prepared a simple cashflow to calculate interest.
- 7.38 For the non-residential appraisals, and in line with the 'high level' nature of this study, we have used the developer's rule of thumb to calculate the interest – being the amount due over one year on half the total cost. We accept that is a simplification, however, due to the high level and broad brush nature of this analysis, we believe that it is appropriate.
- 7.39 The relatively high assumption of the 7% interest rate, and the assumption that interest is chargeable on all the funds employed, has the effect of overstating the total cost of interest. In this study a cautious approach is being taken, so we believe this is a sound assumption.

*Developers' profit*

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

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

- 7.42 LGA and HBF published '*Viability Testing Local Plans, Advice for planning practitioners*' (June 2012) which says:

### **Return on development and overhead**

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

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

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

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

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

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

- 7.43 The guidance accompanying the HCA's Economic Appraisal Tool says:

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

##### **Open Market Housing**

*The developer 'profit' (before taxation) on the open market housing as a percentage of the value of the open market housing. A typical figure currently may be in the region of 17.5-20% and overheads being deducted, but this is only a guide as it will depend on the state of the market and the size and complexity of the scheme. Flatted schemes may carry a higher risk due to the high capital employed before income is received.*

##### **Affordable Housing**

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

- 7.44 It is unfortunate that the above are not consistent, but it is clear that the purpose of including a developers' profit figure is not to mirror a particular business model, but to reflect the risk a

developer is taking in buying a piece of land, and then expending the costs of construction before selling the property. The use of developers' profit in the context of area wide viability testing of the type required by the NPPF and CIL Regulation 14, is to reflect that level of risk.

7.45 At the January 2013 Shinfield appeal<sup>26</sup>, the inspector considered this specifically, saying:

***Developer's profit***

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

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

7.46 Through the consultation process, it was suggested that the profit must be calculated on Gross Development Value (GDV) as this is the 'norm'. Generally we do not agree that linking the developer's profit to GDV is reflective of risk, as the risk relates to the cost of a scheme – the cost being the money put at risk as the scheme is developed. As an example (albeit an extreme one to illustrate the point) we can take two schemes, A and B, each with a GDV £1,000,000, but scheme A has a development cost of £750,000 and scheme B a lesser cost of £500,000. All other things being equal, in A the developer stands to lose £750,000 (and make a profit of £250,000), but in B 'only' £500,000 (and make a profit of £500,000). Scheme A is therefore more risky, and it therefore follows that the developer will wish (and need) a higher return. By calculating profit on costs, the developer's return in scheme A would be £150,000 and in scheme B would be £100,000 and so would reflect the risk – whereas if calculated on GDV the profits would be £200,000 in both.

7.47 Broadly there are four different approaches that could be taken:

- a. To set a different rate of return on each site to reflect the risk associated with the development of that site. This would result in a lower rate on the smaller and simpler sites – such as the greenfield sites, and a higher rate on the brownfield and the large strategic greenfield sites.
- b. To set a rate for the different types of unit produced – say 20% for market housing and 6% for affordable housing, as suggested by the HCA.

---

<sup>26</sup> APP/X0360/A/12/2179141. Land at The Manor, Shinfield, Reading RG2 9BX



- c. To set the rate relative to costs – and thus reflect risks of development.
- d. To set the rate relative to the gross development value as suggested by several of the stakeholders following the consultation event.

- 7.48 In deciding which option to adopt it is important to note that we are not trying to re-create any particular developer's business model. Different developers will always adopt different models and have different approaches to risk.
- 7.49 The argument is often made that financial institutions require a 20% return on development value and if that is not shown they will not provide development funding. In the pre-Credit Crunch era there were some lenders who did take a relatively simplistic view to risk analysis but that is no longer the case. Most financial institutions now base their decisions behind providing development finance on sophisticated financial modelling that it is not possible to replicate in a study of this type. They do require the developer to demonstrate a sufficient margin, to protect them in the case of changes in prices or development costs but they will also consider a wide range of other factors, including the amount of equity the developer is contributing – both on a loan to value and loan to cost basis, the nature of development and the development risks that may arise due to demolition works or similar, the warranties offered by the professional team, whether or not the directors will provide personal guarantees and the number of pre-sold units.
- 7.50 This is a high level study where it is necessary and proportionate to take a relatively simplistic approach, so, rather than apply a differential return (either site by site or split between market and affordable housing) it is appropriate to make some broad assumptions. In this study we have followed the approach advocated by the industry at the August consultation event and we have calculated the profit to reflect risk from development at 20% of Gross Development Value. This assumption should be considered in line with the assumption about interest rates in the previous section, where a cautious approach was taken with a relatively high interest rate, and the assumption that interest is charged on the whole of the development cost. Further it should be considered with the contingency sum in the appraisals which is also reflects the risks.
- 7.51 In using this approach we have followed the process set out in Harman Guidance, that is to say one developed with the industry. We do however have reservations about this, as it does not really reflect the risk of development in the appraisals.

#### *Voids*

- 7.52 On a scheme comprising mainly individual houses, one would normally assume only a nominal void period as the housing would not be progressed if there was no demand. In the case of apartments in blocks this flexibility is reduced. Whilst these may provide scope for early marketing, the ability to tailor construction pace to market demand is more limited.
- 7.53 For the purpose of the present study a three month void period is assumed for all residential developments and non-residential developments. We have given careful consideration to this assumption in connection to the commercial developments. There is very little





speculative commercial development taking place so we believe that this is the appropriate assumption to make.

#### *Phasing and timetable*

- 7.54 The appraisals are assumed to have been prepared using prices and costs at a base date of June 2013. A pre-construction period of six months is assumed for all of the sites. Each dwelling is assumed to be built over a nine month period.
- 7.55 The phasing programme for an individual site will reflect market take-up and would, in practice, be carefully estimated taking into account the site characteristics and, in particular, the size and the expected level of market demand. We have developed a suite of modelled assumptions to reflect site size and development type.
- 7.56 Sales data collected by Housebuilder Media shows that most of the national housebuilders are building over 25 units per outlet per year – with only Bovis being below this figure. In line with representations made by the development industry we have assumed a maximum, per outlet, delivery rate of 30 market units per year. However on large sites we have assumed the presence of more than one developer, and that the build rate will be proportionately higher. On the smaller sites we initially assumed a much slower rate of 4 per year to reflect the nature of the developer that is likely to be bringing smaller sites forward. At the August consultation event it was questioned whether this was realistic to expect the smallest sites to deliver the assumed 4 units per year. In light of this comment we have adjusted this to 2 per year on the smallest sites.
- 7.57 We believe that these are conservative and do, properly, reflect the expected delivery rates over the Plan period. A number of consultees commented about the phasing assumptions and suggested a cautious approach is taken – particularly on the larger sites

### **Site Acquisition and Disposal Costs**

#### *Site holding costs and receipts*

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

#### *Acquisition costs*

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

#### *Disposal costs*

- 7.60 For the market and the affordable housing, sales and promotion and legal fees are assumed to amount to some 3.5% of receipts. For disposals of affordable housing these figures can

be reduced significantly depending on the category so in fact the marketing and disposal of the affordable element is probably less expensive than this.



## 8. Planning Policy Requirements

- 8.1 The purpose of this study is to assess the cumulative impact of the policies in the emerging Local Plan. In this chapter we have reviewed the **East Staffordshire Local Plan Preferred Option July 2012**, being the latest published iteration of the Local Plan, and set out those emerging policies provided by the Council that may have an impact on development viability. The wording of some of these policies may have since been developed further and through the continued process of policy iteration some policies are likely to change further.
- 8.2 In this assessment we considered each of the emerging policies. In each case we have first considered whether or not they are discretionary – that is to say whether or not they are so fundamental that without full compliance the application would be turned down and then if they added to the costs of development.
- 8.3 In the following sections we have made selective quotations from the Council's emerging policies to highlight those parts of the policy that would be costly to the developer and for the purpose of assessing the cumulative impact of the policies. The proposed policies are often wider than the selected quotations.

### STRATEGIC POLICY 1:

#### **East Staffordshire Approach to Sustainable Development**

*In line with **Principle 1**, development proposals will be required to demonstrate the principles of sustainable development and will be assessed against the presumption in favour of sustainable development as interpreted and applied locally to East Staffordshire Borough Council.*

*In assessing whether a development proposal or allocation is as sustainable as possible, the Council will apply the following principles:*

- *located on, or with good links to, the strategic highway network, and should not result in goods vehicles harming residential amenity, causing highway safety issues or harming the character of open countryside;*
- *it is convenient and safe to walk, cycle and travel by public transport between (and for larger sites, around) the site and existing homes, workplaces, shops, education, health, recreation, leisure, and community facilities and between any new on-site provision;*
- *re-uses existing buildings where this is practicable and desirable in terms of the contribution the buildings make to their setting*
- *integrated with the character of the landscape and townscape, provides for archaeological investigation where this is appropriate and enhances buildings of heritage importance and their setting;*
- *designed to protect the amenity of the occupiers of residential properties nearby, and any future occupiers of the development through good design and landscaping;*
- *high quality design which incorporates energy efficient considerations and renewable energy technologies;*
- *developed without incurring unacceptable flood risk or drainage problems and uses Sustainable Drainage Systems (SUDS) where appropriate;*
- *does not harm biodiversity, but rather enhances it wherever possible, including increasing tree-cover, especially as part of the National Forest;*
- *creates well designed and located publicly accessible open space;*
- *would demonstrably help to support the viability of local facilities, businesses and the local community;*



- *would contribute towards the creation of sustainable communities through the provision of a mix of housing types and tenures;*
- *uses locally sourced, sustainable or recycled construction materials (including wood products from the National Forest where this is appropriate), sustainable waste management practices and minimises construction waste; and*
- *would result in the removal of contamination and other environmental problems associated with the site.*

8.4 This is a very general policy and, whilst it is wide ranging, it is principally concerned with design issues rather than adding costs to developers. Having said this, those underlined sections are potentially costly to developers. We understand that there is no intention to require developers to incur additional costs in procuring additional reports to demonstrate that they have complied with this policy.

8.5 We have considered the inclusions of energy efficiency measures and SuDS in our modelling.

8.6 The test that the '*proposal uses locally sourced, sustainable or recycled construction materials,(including wood products from the National Forest where this is appropriate)*', is unusual and it is difficult to factor this in to the study. For example there is just one member of the UK Timber Frame Association that is based in the County – and we understand that they source their materials from across the country. Similarly we have not identified any cement works in the locality. Conversely there is a ready local supply of gravel and aggregates through the Trent Valley. We have not modelled this as a separate cost in the appraisals. We understand that the Council will seek to ensure that developers consider the local options as part of their wider procurement process – and where the local option is of equal quality and at no more cost, will encourage the use of that product.

## STRATEGIC POLICY 24

### **High Quality Design**

*Development proposals must contribute to the area in which they are proposed and:*

- *Help to create a sense of place, building on the urban, suburban and rural local character, respecting local patterns of development and the historic environment, and using heritage assets to their best advantage,*
- *Provide safe communities, through appropriate use of clearly defined public and private spaces, passive surveillance and active frontages*
- *Reinforce character and identity, through local distinctiveness.*
- *Enhance the landscape and protect and enhance biodiversity;*
- *Aid movement and accessibility by providing clear and legible connections that work with existing routes and streets, and account for pedestrians and cyclists*
- *Demonstrate consideration of opportunities for the use of Green Infrastructure*
- *Present an appropriate layout for new development that integrates with the existing environment and context, including space around dwellings, public and private space and open spaces;*
- *Be adaptable in order to enable a change of uses where this is possible;*
- *Provide innovative and contemporary architecture where this is appropriate;*
- *Provide well designed and integrated public art in substantial schemes in the town centres, and in other proposals where it is intended that the public have access into the site or where there is suitable public space within the site.*



- *Minimise the production of carbon through sustainable construction and reuse of materials where possible and promote the use of renewable energy source technology solutions where possible;*

*Development proposals should reflect the existing density of its locality and therefore its character and form. Intensification of an existing built area will only be allowed where the development would represent a benefit and would not be harmful to the character and amenity of an area.*

*Developers will be required to demonstrate how they have responded to the above criteria in their applications, and, where appropriate, in master plans, Development Briefs, Concept Statements and Design Codes.*

*The Council will consider referring proposals to a design review panel to secure good design. Such a review will take place at an early stage of the application process and the applicant will be expected to meet any associated costs and respond positively to any recommendations.*

- 8.7 This policy is a fundamental design requirement. The East Staffordshire Design Guide Supplementary Planning Document (February 2008) sets out the detail of what is required and is a comprehensive and detailed document. As stated in the SPD, good design does not cost more than poor design – in our view, particularly if incorporated from the very start of a project. We do not believe that this will add to the costs of development over and above the BCIS costs used and the professional fee assumptions adopted, as these requirements can be met through simple design measures.
- 8.8 The SPD does encourage designing residential buildings to higher environmental standards and non-residential to BREEAM standards, but this is not a requirement. Similarly it encourages the use of designs that are adaptable – but does not require, for example, the use of Lifetime Home Standards.
- 8.9 The only exception to this is in relation to the bullet point in relation to public art. Having discussed this with the Council we have not modelled this within this study – principally because little development is anticipated to come forward in town centres.

#### STRATEGIC POLICY 34

##### **Health and Wellbeing**

*Health and sense of wellbeing is a key part in the delivery of sustainable development as well as improving the health of East Staffordshire Borough's communities. Development proposals should be delivered in order to enhance health, safety and a sense of wellbeing through:*

- *Providing high quality design which minimises and mitigates against potential harm from risks such as noise, water and light pollution as well as land contamination;*
- *Development proposals that maximise the opportunity for movement, social interaction and physical activity, through green infrastructure (networks), sustainable transport routes including facilities for cycle storage, and open spaces, including where possible, community growing spaces such as allotments and community orchards;*
- *Development proposals that take account of the need to create socially vibrant and connected communities*

*For major applications, and others deemed appropriate, Health Impact Assessments (HIAs) will be required. The HIA will need to demonstrate how the health and well being of the users and residents of the scheme have been considered, particularly demonstrating how healthy lifestyles and social interaction will be achieved once the scheme is completed.*

- 8.10 The majority of this new policy is concerned with good design that will not add to the costs of development. The exception is the final bullet point with the introduction of allotments. We have assumed that these will be provided within the existing open space allowances so the

only cost will be fencing and laying out. We have allowed an addition £100,000 costs on the larger greenfield sites.

#### *Sustainable Urban Extensions Policy*

- 8.11 This policy relates to various requirements that apply to sustainable Urban Extensions (Lawns Farm and West of Uttoxeter) that do have costs. These sites are not subject to assessment under this study.

#### **STRATEGIC POLICY 35**

##### **Accessibility and Sustainable Transport**

*The Council is committed to developing a well integrated community connected by a sustainable transport system which connects people to jobs, services and community facilities. This will be achieved encouraging the use of sustainable modes of transport and by taking the following steps:*

- *Supporting measures which facilitate the modal shift to public transport, cycling and walking demonstrated in a travel plan;*
- *Promoting and supporting traffic management measures and environmental improvements which increase safety, improve air quality, and make our towns and villages more attractive;*
- *Promoting electronic communications allowing businesses to operate throughout the borough reducing the need to travel;*
- *Ensuring development proposals provide appropriate infrastructure measures to mitigate the adverse effects of development traffic and other environmental and safety impacts (individually or cumulatively);*
- *Securing appropriate provision or contributions towards the cost of any necessary highway improvements, provision of public transport services and facilities, and walking and cycling facilities;*
- *Requiring developments which are likely to have an impact on the wider highway infrastructure to be accompanied by a transport assessment clearly setting out how the likely impacts of the development will be addressed.*

- 8.12 There are two cost elements to this policy. The first is the requirement to incur professional fees to prepare a Travel Plan. This cost will apply to all large schemes. In our modelling this is covered within the 10%/8% allowance for fees.

- 8.13 Secondly there are the costs of implementing a travel plan and the contribution towards mitigating the impact of the scheme and making improvements to the highway network. The Council approach this on a case by case basis and do not have a standard tariff charge system. To inform the modelling we have referred back to past s106 agreements, as set out in Chapter 7.

#### **STRATEGIC POLICY 23**

##### **Green Infrastructure**

*Development should contribute towards the creation, enhancement or ongoing management of a series of local GI corridors linking with the Major and Minor GI corridors. In turn, these local GI corridors should be connected through green infrastructure into site-level networks and green spaces.*

*Priorities for the creation or enhancement of green infrastructure are those areas where net gains in the range of functions can be improved, particularly those that:*

- i. improve walking and cycling access to and from the urban core; or*
- ii. result in the creation, protection and enhancement of biodiversity habitats, or*
- iii. Improve walking and cycling access to rural service centres; and*





- iv. *help to remedy local deficiencies in open space provision and quality; or*
- v. *support the safeguarding of ecological networks, including the restoration and creation of new habitats through the opportunities provided within the Central Rivers Initiative, or*
- vi. *safeguard and enhance heritage assets.*

*As referenced in the East Staffordshire Green Infrastructure Study, the following standards for green infrastructure are to be met:*

- a) *Where possible new GI should connect to, and enhance, the existing green infrastructure network of East Staffordshire;*
- b) *New green spaces should be designed to serve more than one function to maximise public benefit;*
- c) *Developers should agree robust delivery and funding mechanisms with East Staffordshire Borough Council prior to the determination of an application to secure the ongoing management of green infrastructure;*
- d) *New green infrastructure should be in keeping with the existing landscape character of development sites, including its habitat type and species selection;*
- e) *Where practicable and appropriate in design terms taking into account site context developments should incorporate innovative green infrastructure into the design of buildings such as green roofs and green walls;*
- f) *All development should enhance biodiversity habitats and environmental assets through positive management, buffering, extension and linkage;*
- g) *All development design should include street trees and urban woodland, including National Forest planting where this is applicable;*
- h) *All developments should be served by Sustainable Urban Drainage Systems where feasible. The component features of these systems should be designed and managed to deliver additional green infrastructure benefits, such as wildlife habitat improvement and provision, landscape enhancement and informal recreation.*
- i) *Green infrastructure within developments should be designed as a connected network with linear features, such as retained hedgerows and footpaths, linking larger features, such as SUDS ponds and woodlands and other green infrastructure features adjacent to the site including existing footpath and cycleway networks.*
- j) *For larger developments, new GI should contribute towards the creation of healthy communities through the incorporation of community growing space such as orchards and allotments within the green infrastructure package of a scheme*

8.14 On the whole, particularly for larger schemes, these requirements will be met through good design and are simply an extension of the requirements on SP3 and will not add to the costs of development over and above the costs already modelled.

8.15 We have given particular thought to the requirements of sub-paragraph (h) and the use of Sustainable Urban Drainage Systems (SUDS). This is a potential cost to development, in our modelling this is covered within the allowance for site costs as set out in Chapter 7.

## **STRATEGIC POLICY 32**

### **Outdoor Sports and Open Space Policy**

*Where appropriate, the Borough Council will seek to encourage new provision and protect and enhance existing outdoor open space and sport facilities by safeguarding sites for the benefit of local communities and applying the following standards:*

*Developers will be expected to contribute either by on-site provision and/or a S106/CIL contribution as appropriate. The Council may direct any outdoor sports contribution/provision to the established or proposed Sports Hubs in place of on-site provision where appropriate.*



Analysis area	Standard (ha per 1,000 population)
Burton	1.73
Rural 1	2.47
Rural 2	2.12
Uttoxeter	1.40

Quality and value criteria for playing pitches and outdoor sports will be in accordance with Sport England and National Governing Body technical standards.

Quality, and value criteria for open space will be measured against the criteria set out below:

- Physical access, e.g., public transport links, directional signposts.
- Access-social, e.g., appropriate minimum entrance widths.
- Parking - including disabled parking and cycle parking.
- Information signage, e.g., presence of up to date site information.
- Equipment and facilities, e.g., assessment of both adequacy and maintenance of provision such as seats, benches, bins, toilets
- Location value, e.g., proximity of housing, other greenspace.
- Site problems, e.g., presence of vandalism, graffiti.
- Healthy, safe and secure, e.g., staff on site.
- Maintenance and cleanliness, e.g., condition of landscape.
- Typology-specific profile, e.g., presence of environmental education facilities (natural/semi-natural provision).
- Groups that the site meets the needs of, e.g., elderly, young people.
- Site potential

Support will be given to proposals which address deficiencies in football, cricket and hockey pitches, and to the creation of new facilities where unmet demand or need for improvements have been identified.

The co-location of facilities will be encouraged so that different types of sporting activities and facilities for sport and recreation can be located next to each other.

The Council will support the improvement of access to school facilities by securing community use where opportunities arise and the improvement would meet an identified need.

Open space, outdoor sports facilities and recreation land should not be built on unless an assessment has been undertaken which has clearly shown the open space, buildings or land to be surplus to requirements, the loss resulting from the proposed development would be replaced by equivalent or better provision in terms of quantity and quality in a suitable location or the development is for alternative sports and recreational provision, the needs for which clearly outweigh the loss. Where such spaces/facilities are lost any replacement must be made available prior to the loss of the original facility.

Where appropriate, contribution towards recreational provision from non residential development, in the form of amenity space, which is designed to complement the nature of the development, will be sought.

Sites within the National Forest will be expected to contribute towards woodland planting in accordance with Strategic Policies 23 and 26 on Green Infrastructure and the National Forest.

- 8.16 The Council's Open Space Supplementary Planning Document (September 2010) sets out the standards of open space currently required, and are repeated in the Policy. The Council has advised that these will remain the same. The actual requirements are agreed between the developer and the Council on a site by site basis – informed by the requirements of the Policy and the SPD.
- 8.17 For other open space typologies, figures in italics are the recommended standards (in hectares) from per 1000 population and those in bold are the open space requirements per dwelling in square metres:





<b>Table 8.2 ESBC open space standards</b>				
	<b>Burton</b>	<b>Rural 1</b>	<b>Rural 2</b>	<b>Uttoxeter</b>
<b>Children's Play</b>				
Equipped Children's Play	<i>0.03 ha</i>	<i>0.05 ha</i>	<i>0.03 ha</i>	<i>0.03 ha</i>
	<b>0.70 m<sup>2</sup></b>	<b>1.16 m<sup>2</sup></b>	<b>0.70 m<sup>2</sup></b>	<b>0.70 m<sup>2</sup></b>
<b>Open Space</b>				
Parks and Gardens	<i>1.82</i>	<i>0.13</i>		<i>1.39</i>
	<b>42.23</b>	<b>3.02</b>		<b>32.3</b>
Semi/natural greenspace	<i>1.51</i>	<i>2.95</i>		<i>0.30</i>
	<b>35.03</b>	<b>68.4</b>		<b>7.0</b>
Amenity greenspace	<i>0.45</i>	<i>1.28</i>	<i>1.22</i>	<i>0.16</i>
	<b>10.44</b>	<b>29.7</b>	<b>28.3</b>	<b>3.71</b>
Allotments	<i>0.28</i>	<i>0.34</i>		<i>0.24</i>
	<b>3.71</b>	<b>7.89</b>		<b>5.57</b>

Source: Open Space Supplementary Planning Document (September 2010)

- 8.18 The requirements are calculated using the average household rate of 2.32 persons per household, derived from the 2001 census, 1000 persons at 2.32 per household represents 431 dwellings. To ensure that open space is useable and can be easily and economically maintained, it should not be provided on-site unless it is larger than 0.1 hectares. Where the open space provision is made off-site, the commuted sum payment is:
- 1-2 bedrooms - £500 per dwelling
  - 3 bedrooms - £750 per dwelling
  - 4+ bedrooms - £1,000 per dwelling
- 8.19 We have incorporated the open space requirements into our modelling and considered them with the wider design standards. In the current market, where the preferred mix of housing tends to be for family housing, we would expect these standards to be met without additional costs (or forgone development).
- 8.20 The policy has been extended to cover indoor sport as well. There is a current proposal to introduce a specific tariff or levy on development to fund this (see Strategic Policy 33 below).

### STRATEGIC POLICY 33

#### **Indoor sports policy**

##### **Making the best use of existing resources**

*The Borough Council will seek to protect and enhance the existing indoor sports facilities throughout the Borough and will work with partners to increase the supply of available sports hall and pool capacity to offset demand on those facilities that are already, or assessed as being at capacity by 2031.*

##### **New Provision of Sports Halls and Pools**

*The Council will monitor the level of provision and overall capacity of indoor sports facilities to ensure that there remains sufficient capacity throughout the Borough that is accessible to all. Opportunities for additional provision of indoor sports facilities, including pools, will be encouraged and supported either as a standalone facility or as part of another use. Additional provision should be located to avoid over-provision of one particular use in one location.*

*The delivery of additional facilities will, if necessary be listed in a CIL Charging Schedule or as part of a S106 agreement if an identified need arises.*

- 8.21 In some cases we have not modelled the full on-site requirement, instead we have assumed that the open space is not provided on-site and that the open space contribution is included within the overall developer contribution.
- 8.22 With regard to the requirements of the National Forest, we do not believe that on larger sites that this is an additional cost to the developer as the costs of tree planting is relatively modest and well within the site charges as set out in Chapter 7. It is estimated by the National Forest that the cost for off-site provision is £20,000/ha – including the costs of acquiring the appropriate land.

## **STRATEGIC POLICY 16**

### **Meeting Housing Needs**

*Residential development in the main towns and Tier 1 settlements shall provide an appropriate mix of market housing based on the mix required in that part of the Borough, including Housing for Older People.*

*Residential development elsewhere shall provide the mix of market housing required to meet local need based firstly on a housing needs survey carried out in accordance with Housing Choice SPD and secondly on the mix required in that part of the Borough.*

*Developments will also provide Affordable Housing in accordance with Strategic Policy 17*

*Developments shall be permitted on Exception Sites in accordance with Strategic Policy 18.*

*Different sizes and tenures of housing shall be fully integrated by means of dispersal around the site.*

*All new housing shall meet the Lifetime Homes standard except where this is impracticable (e.g conversion of existing buildings).*

*Proposals to develop Extra-care Housing and Retirement Housing on suitable sites will be welcomed.*

*Inclusion of an appropriate number of Self-build Plots within developments will be welcomed.*

- 8.23 The emerging SHMA indicated the following mix of housing is required to balance the market and provide the most appropriate mix of housing.

	Burton	Uttoxeter	Other areas
1-bedroom or studio homes	3%	2%	5%
2-bedroom Housing for Older People	14%	14%	14%
2-bedroom homes for singles and couples	2%	17%	28%
2-bedroom houses	18%	8%	13%
3-bedroom houses	29%	37%	27%
4-bedroom houses	24%	16%	10%
5-bedroom houses	10%	7%	3%

Source: ESBC

8.24 This mix of housing will change over the Plan Period as local requirements change. This mix of housing is not rigidly required on each site that comes forward, rather the mix being that required from all sites in an area. A range of factors will determine the precise mix, including design. In this study we have broadly reflected this mix in our modelling using the above preferred mix to inform the mix of market housing.

8.25 The additional costs of developing to the Lifetime Homes Standards<sup>27</sup> is about an additional £11/m<sup>2</sup>. We have tested this additional cost.

## STRATEGIC POLICY 17

### **Affordable Housing**

*Market housing led residential development that will provide 4 or more dwellings or on a site of 0.14 hectares or more shall provide an average 25% of the dwellings as affordable housing.*

- *The percentage required from an individual scheme will be determined following consideration of viability and availability of subsidy and may be higher or lower than the average.*
- *Planning permission will be subject to agreement to provide that percentage of affordable housing, and on schemes likely to be developed in phases over the longer term to agreement of a suitable mechanism to increase the amount of affordable housing provided over time as viability improves.*
- *Affordable housing is not required from Self-build Plots of up to 250 square metres in size, from Retirement Housing, or from Market Housing for Rent.*
- *The amount of affordable housing which must be provided on site is as follows, with the balance commuted off site in accordance with the Housing Choice SPD:*
  - *On Burton, Uttoxeter and Strategic Village sites, 13% of dwellings;*
  - *On other sites, an amount determined by the housing needs survey.*

<sup>27</sup> Based on *Assessing the cost of Lifetime Homes Standards*. Building Cost Information Service (BICS), July 2012 published by Department for Communities and Local Government.



*Residential development on a site which is outside a settlement boundary but permitted in accordance with a made neighbourhood plan shall provide an amount of affordable housing determined as above, or the amount required by the neighbourhood plan if greater.*

*Affordable housing led residential development will be welcomed but shall not normally provide more than 25 affordable rented dwellings.*

*On site affordable housing shall be provided as follows:*

- *Affordable housing will be provided on each phase of a development.*
- *The mix on Burton, Uttoxeter and Tier 1 settlement developments shall be agreed with the Council based on the need identified in the Housing Choice SPD.*
- *The mix on other developments shall be agreed with the Council based on the housing needs survey carried out in accordance with Housing Choice SPD.*
- *Affordable housing shall be fully integrated by means of dispersal around the site in clusters of no more than eight dwellings.*
- *Affordable housing shall be externally indistinguishable from market housing on the same site.*

- 8.26 The Council asked us to initially model at 25% affordable housing, with the first 13% being provided on site and the balance being commuted off-site at £40,000 per dwelling.
- 8.27 Following discussion with the Council, so to broadly reflect the need identified through the SHMA, we have modelled the on-site provision of 100% Affordable Rent in and adjacent to Burton, and in the rest of the ESBC area as 50% Affordable Rent and 50% intermediate housing.
- 8.28 In the case of retirement housing, the Council proposed to accept the whole of the affordable housing contribution as a commuted sum of £40,000 per dwelling. We have tested this requirement.
- 8.29 In the case of extracare housing, the Council asked us to model the whole of a 25% affordable housing contribution to be provided as on-site affordable housing units. In this study we have assumed that the affordable units will be sold to a Housing Association who would take on the responsibility for meeting the service charges and care costs as set out at the end of Chapter 4 above.
- 8.30 We have modelled these requirements. We have also considered differing levels of affordable housing with differing levels of developer contributions to assist the Council with the setting of CIL.

## **STRATEGIC POLICY 26**

### **National Forest Policy**

*... Developments shall contribute towards the creation of the Forest by providing on-site or nearby landscaping that meets the National Forest development planting guidelines as set out in the National Forest Company's Guide for Developers and Planners and contained within Appendix 1.*

*National Forest Planting Guidelines (Appendix 1 of the Plan)*

#### *1. Housing:*

*(a) Sites under 0.5 ha: Normal landscaping appropriate to site*

*(b) Sites over 0.5 ha: 20% of development area to be woodland*

*(c) Sustainable urban extensions over 10h: 30% of the development to be woodland planting and landscaping*

#### *2. Industrial;*

- (ii) Sites under 1 ha: Normal landscaping appropriate to the site's setting and landscaping*
- (iii) Sites over 1 ha: 20% of the development area to be woodland planting and landscaping*
- (iv) Sites over 10 ha within sustainable urban extensions : 30% of the development area to be woodland planting and landscaping*

8.31 Having considered these requirements, we do not believe that they impose any costs over and above the requirements of SP3, SP5 and SP7 as discussed above.

## **STRATEGIC POLICY 27**

### **Climate Change, Water Body Management and Flooding**

*Proposals in flood risk areas, or proposals which would affect such areas, will only be permitted where they would not cause unacceptable harm.....*

*The Borough Council will require a Flood Risk Assessment (FRA) in areas at risk of flooding (land within Flood Zones 2 and 3) and of proposals that have the potential to generate significant volumes of surface water runoff due to their size to assess the impact on the foregoing interests.*

*FRAs for proposals in areas behind the existing defences with need to assess the residual risk of defence failure, either from overtopping or defence breach, and show how, through the design of development, residual risk will be sufficiently mitigated against.*

*To alleviate the effects of climate change and meet the objectives of the Water Framework Directive, consideration will be given to the following principles:*

- Development proposals and strategic plans must give due regard to the aims and objectives of the Humber River Basin Management Plan and shall not pose an obstacle to the meeting of the required ecological status or potential status for any water body.*
- Development proposals must provide adequate development easement from watercourses (culverted or otherwise);*
- Development proposals must incorporate measures for deculverting and renaturalisation of watercourses where practicable.*
- All new development should address surface water run-off and Sustainable Drainage Systems (SuDS) should be used.*

#### Water quality and quantity

*Development will only be permitted where it can be demonstrated that it will not have an adverse impact on surface or ground water in terms of quality and quantity. This should include the requirements of the Water Framework Directive and Habitats Regulations. Development proposals should demonstrate that:*

- Adequate arrangements are made for the disposal of foul sewage, trade effluent and surface water to prevent a risk of pollution.*
- There is sufficient water and foul drainage infrastructure capacity to meet the additional requirements arising from a development should be in place.*
- Measures to reduce demand such as the use of grey water recycling and rainwater harvesting are incorporated into the development.*
- Foul and surface water run-off are separated*

*Where adequate water resources do not exist, or where the provision of water would be detrimental to the natural environment development will not be permitted.*

#### Sustainable Drainage

*All new development will be expected to incorporate Sustainable Drainage Systems (SUDS). Each system should:*

- Discharge clean roof water to ground via infiltration techniques such as soakaways, green roofs, permeable surfaces and street trees etc unless demonstrated by an infiltration test that due to ground conditions this is not possible*
- Limit surface water discharge to the greenfield run-off rate or, where this is demonstrated to not be viable, a reduction from the existing situation;*



*Protect and enhance wildlife habitats, heritage assets, existing open spaces, amenity areas and landscape value of the site, as well as being sympathetically designed to meet the needs of the local community.*

- 8.32 There are two cost elements to this policy. The first is the requirement to incur professional fees to prepare a flood assessment. In our modelling this is covered within the 10%/8% allowance for fees.
- 8.33 Secondly there are the costs of implementing the necessary measures. We have modelled these as abnormal costs as appropriate.
- 8.34 As set out above, we have given thought to the use of Sustainable Urban Drainage Systems (SUDS). This a potential costs to development, in our modelling this is covered within the allowance for site costs as set out in Chapter 7.

#### **DETAILED POLICY 1**

##### **Design of New Development**

*Planning permission will normally be granted for development which responds positively to the context of the surrounding area and in itself exhibits a high quality of design and is compliant with the East Staffordshire Design Guide (or any superseding document). In assessing the design of development proposals, the Borough Council will have regard to the following factors where appropriate to the type of development:*

- *The layout of the development in terms of its circulation routes and arrangement of buildings and how they relate to such factors in the surrounding area including the pattern of settlements.*
- *How the design of the development responds to the historic environment context and conserve and enhance heritage assets, including their setting.*
- *How elements of any open spaces, both hard and soft, in the proposed development relate to each other, the proposed buildings, the characteristics of the site and the surrounding landscape's character and appearance, including appropriate public realm.*
- *The density and mix of the development in relation to its context and the uses to which the development will be put.*
- *The massing of the development in terms of the shape, volume and arrangement of the building or buildings in relation to the context of the development.*
- *How the height and massing of the proposed development relates to the height of surrounding development and any vistas, views or skylines.*
- *Materials to be used within the development and how they interrelate with each other, their immediate and overall context and any traditional and vernacular materials used in the area.*
- *The detailing and construction techniques to be used in the development and how they interrelate with each other, and relate to the immediate and overall context.*
- *The impact on the amenity of occupiers of nearby residential properties in terms of loss of light, outlook, or privacy.*
- *The extent to which the design of the development takes into account the safety of users and reduces the potential for crime to occur in accordance 'Designing Out Crime' guidance*

*The design and layout of parking areas will be in accordance with the Council's adopted Parking Standards or updated document and will be required to:*

- (i) *Minimise the visual impact on the area, and integrate parking into the design to minimise the impact on the design and amenity of existing buildings, particularly on public facing frontages;*
- (ii) *Incorporate appropriate landscaping, particularly where necessary to break up larger parking areas;*
- (iii) *Provide clearly demarcated parking bays and safe pedestrian routes through the parking area which link with existing routes*





- (iv) *Incorporate any required lighting sensitively to avoid adversely affecting the amenities of occupiers of nearby dwellings, or the safe use of the car park itself and adjoining highways*
- (v) *Make adequate provision of spaces for disabled users*
- (vi) *Make adequate provision for the parking/storage of cycles*

8.35 We have modelled this as for SP24 above.

## **DETAILED POLICY 2**

### **Designing in Sustainable Construction**

*The Council actively encourages the design and delivery of low carbon buildings and will permit energy improvements to existing buildings subject to the other policies in this Plan, particularly protecting the amenity of neighbours.*

*It is expected that development will:*

- 1. follow the energy hierarchy of designing out energy demand from the outset, incorporating energy efficiency measures and introducing low carbon energy supply,*
- 2. incorporate the best environmental practice and construction techniques in line with the Government's zero carbon buildings policy*
- 3. use appropriate materials, form, orientation and layout of buildings to maximise the benefits of passive solar heating, cooling, lighting and natural ventilation;*
- 4. incorporate facilities to minimise the use of water and the creation of waste, and which maximise opportunities for recycling;*
- 5. incorporate ecologically sensitive design and features for biodiversity early on within a development scheme*
- 6. where appropriate prepare Site Waste Management Plans to ensure that at least 25% of the total minerals used derive from recycled and reused content;*
- 7. aim to reduce predicted carbon emissions through the generation of decentralised and renewable or low carbon energy generation where practicable;*
- 8. where on site renewable or low carbon energy generation is not practical, a contribution towards an off-site renewable energy or carbon reduction scheme will be acceptable;*

*In developments large enough to make such systems feasible, the viability of decentralised energy systems such as combined heat and power and community heating systems based on renewable and low-carbon energy should be explored. District or shared energy schemes between neighbouring developments, new or existing, will be considered positively.*

*Where a planning application is submitted that involves an extension to an existing building, or the demolition and re-building of an existing building, the Council will expect those requirements above that are appropriate to the scale of development to be met where it is feasible and reasonable to do so.*

8.36 The requirements of this policy are in line with national standards. As set out in Chapter 7, we have modelled to the emerging standards.



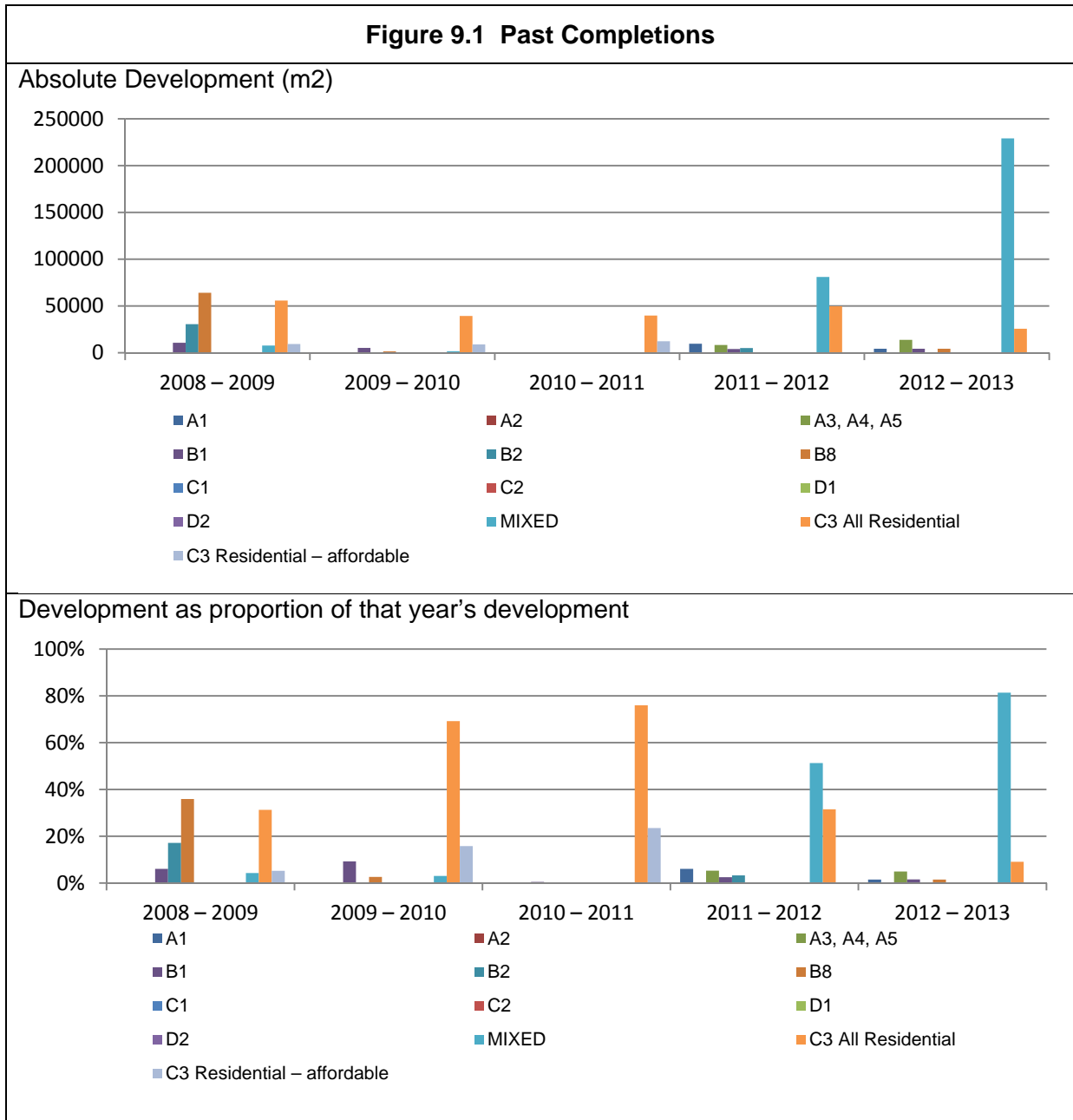


## 9. Modelled Sites

- 9.1 In the previous chapters we have set out the general assumptions to be input into the development appraisals. In this chapter we have set out the modelling. We stress that this is a high level and broad brush study that is seeking to capture the generality rather than the specific. The purpose is to establish the cumulative impact of the Council's policies of development viability and to inform the CIL setting process. This information will be used with the other information gathered by the Council to assess whether or not the Council's policies will put the development in the area at serious risk.
- 9.2 It is important that in a study of this type, that the type of development assessed is that which is most likely to come forward and thus be subject the policies in the Plan and to CIL if and when it is introduced. This study does not look at all types of development that could conceivably come forward; we have only assessed those development types that have a reasonable prospect of yielding CIL. To inform this, the Council's past rates of development have been looked at.

	2008 – 2009	2009 – 2010	2010 – 2011	2011 – 2012	2012 – 2013
A1 Retail				9,620	4,287
A2 Financial Services & Professional					
A3, A4, A5 Restaurants and Cafés, ETC				8,400	13,900
B1 Office and research and development	10,788	5,276	265	4,000	4,415
B2 General industrial	30,600			5,161	
B8 Storage and distribution	64,092	1,504			4,300
C1 Hotels etc					
C2 Residential Institutions					
D1 Non-residential Institution					
D2 Assembly and Leisure					
MIXED	7,693	1,737		81,000	229,100
C3 All Residential	55,860	39,425	39,805	49,780	25,650
C3 Residential – affordable	9,350	9,010	12,325		
	178,383	56,952	52,395	157,961	281,652

Source: ESBC AMR



9.3 Our approach is to model 16 residential development sites that are broadly representative of the type of development that is likely to come forward in the Borough in the future. In addition we have modelled a range of non-residential development types that are likely to come forward over the Plan period – and have a reasonable prospect of yielding some CIL.

**Residential Development Sites**

9.4 This study is based on modelling typical sites. In discussion with the Council it was decided that a total of 16 representative sites should be modelled.



9.5 We acknowledge that modelling cannot be totally representative, however the aim of this work is to test the viability of sites likely to come forward over the Plan period. This will enable the Council to assess whether the Development Plan is deliverable and the effect that CIL may have on development viability. The work is broad brush, so there are likely to be sites that will not be able to deliver the affordable housing target and CIL, indeed, as set out at the start of this report, there may be some sites that will be unviable even without any policy requirements from the Council, but there will also be sites that can afford more. Once CIL has been adopted, there is little scope for exemptions to be granted, but where the affordable housing target and other policy requirements cannot be met, the developer will continue to be able to negotiate with the planning authority. The planning authority will have to weigh up the factors for and against a scheme, and the ability to deliver affordable housing will be an important factor. The modelled sites are reflective of development sites in the study area that are likely to come forward during the Plan period. It is anticipated that the development will come forward in the following proportions over the Plan period as follows:

<b>Table 9.2 Expected distribution of development</b>			
<b>Main Towns:</b>		<b>Units</b>	
<b>Burton upon Trent</b>	<i>Brownfield</i>	Branston Depot	483
		Bargates/Molson Coors High Street	350
		Molson Coors Middle Yard, Hawkins Lane	300
		Derby Road	250
		Pirelli	300
	<i>Greenfield</i>	Land South Of Branston	660
		Branston Locks	2580
		Tutbury Road/Harehedge Lane	500
		Beamhill/Outwoods	950
		Guinevere Avenue	100
<b>Total</b>		<b>6,473</b>	
<b>Uttoxeter</b>	<i>Brownfield</i>	Brookside Industrial Estate	150
		JCB, Pinfold Road	257
	<i>Greenfield</i>	Uttoxeter West	700
		Stone Road	100
		Hazelwalls	350
<b>Total</b>		<b>1,557</b>	
<b>Tier 1: Strategic Villages:</b>			
Barton under Needwood	Efflinch Lane	130	
Rolleston on Dove	College Fields Site	100	
Rocester	Land south of Rocester	90	
Tutbury	Burton Road	224	
<b>Total</b>		<b>544</b>	

Source: ESBC



<b>Table 9.3 Windfall/Development allowance assigned to settlements in the Local Plan</b>	
<b>Main Towns:</b>	1359
<b>Tier 1: Strategic Villages:</b>	
Barton under Needwood	25
Rolleston on Dove	25
Rocester	25
Tutbury	26
<b>Tier 2: Local Service Villages:</b>	
Abbots Bromley	40
Yoxall	40
Marchington	20
Mayfield	20
Denstone	20
Draycott in the Clay	20
<b>Tier 3: Small Villages and other settlements</b>	Housing Exceptions allowance – see Strategic Policy 18
Bramshall, Stramshall, Church Leigh, Hanbury, Ellastone, Newborough, Kingstone, Anslow, Rangemore, Tatenhill, Stubwood, Stanton, Lower Leigh, Withington, Wootton.	90
<b>Total</b>	<b>1,710</b>

Source: ESBC

- 9.6 It is important to note that the modelled sites are informed by the sites in the SHLAA. The Council is unusual in having nearly 7,600 dwellings at various stages of the planning process – some of which are on very large strategic sites. We have ensured that the broad typologies are represented in this study and the pattern of development as set out in the above tables is reflected in this study.

#### *Development assumptions*

- 9.7 In arriving at appropriate assumptions for residential development we have ensured that the built form used in our appraisals is appropriate to the current development practices. Most Council areas in which we have carried out studies such as this one display a range of development situations and corresponding variety of densities. We have developed a typology which responds to that variety, which is used to inform development assumptions for sites (actual, or potential allocations). That typology enables us to form a view about floorspace density – the amount of development, measured in net floorspace per hectare, to be accommodated upon the site. This is a key variable because the amount of floorspace which can be accommodated on a site relates directly to the Residual Value, and is an amount which developers will normally seek to maximise (within the constraints set by the market).

9.8 In the **East Staffordshire Borough Council Strategic Housing Land Availability Assessment (ESBC 2013)** (SHLAA) the following was assumed:

*In relation to yield on site, following discussion with the SHLAA panel in 2012, yield was agreed as being 30dph, again unless information was provided to the contrary, as due to the current market, much higher yields would be unrealistic as these would in many cases necessitate the building of apartments which are considered by the SHLAA Panel at the meeting in 2012 simply not viable at the present time. As such this standard figure was used for the majority of sites. Indeed, in several cases the overall density is lower than 30 dph, following the removal of a minimum density in national guidance. It was suggested that net developable area could be used, being a more accurate guide, but this also has problems as unless the agent/developer has provided this detail in each case, disagreement could still occur. Given the Panel had formerly agreed 30dph the Council were comfortable continuing with this approach.*

9.9 At the time there was no discussion about floorspace density, and floorspace density which is more significant than dwelling density. We have therefore derived floorspace densities based on the mix of market and affordable housing identified as required in different parts of the Borough in the SHMA (see Table 8.3).

9.10 Our starting point for doing this is a typical built form which would provide development at around 3,250 m<sup>2</sup>/ha on a substantial site, or sensibly shaped smaller site. A representative 'normal' housing density might be 30-35 dwellings/ net ha. This has become the common development format. It typically allows for about 1/3 of the homes to be larger detached homes and 1/3 being smaller 2 and 3 bed roomed units in terraces and pairs. The remainder will typically be medium sized detached and semi-detached units in a mixture of two storey and two and a half storey form, with some rectangular emphasis to the layout. However given the mix of housing required in the Borough identified through the SHMA the Council will seek 35-40 dwellings per hectare.

9.11 There could, of course, be some schemes of appreciably higher density development providing largely or wholly apartments, in blocks of three storeys or higher, with development densities of 6,900 m<sup>2</sup>/ha and dwelling densities of 100 units/ha upwards; and also schemes of lower density, in the rural edge situations.

9.12 In this study the assumed a density is around 35 to 40 dwellings /net ha with more, larger units in and around Burton and with more smaller units in the wider area. In both cases the density in terms of floorspace area is around 3,500m<sup>2</sup>/ha. It is assumed similar densities on greenfield and brownfield sites higher levels on the brownfield sites.

9.13 The density, in terms of units and floorspace, has been used to ensure appropriate development assumptions for a majority of the sites. This was presented to the stakeholders through the consultation process, there was some concern expressed about the Council's open space requirements and it was confirmed that these are fully reflected in the modelling.

9.14 In our modelling we have assumed that affordable and market units are a similar size. This is a cautious assumption as in practice a typical market unit will be about 85m<sup>2</sup> and a typical market unit about 105m<sup>2</sup>.



- 9.15 We have estimated the net developable hectare using the information in the SHLAA and the following assumptions:

<b>Table 9.4 Net / Gross assumptions</b>	
Site Size (ha)	Development Ratio (Net Developable Area)
< 0.4 ha	100%
0.4 – 4 ha	70%
>4	60%

Source: HDH 2013

- 9.16 The above typology was used to develop model development assumptions. We have set out the main characteristics of the modelled sites in the tables. It is important to note that these are modelled sites and not actual sites. These modelled typologies have been informed by the sites included in the SHLAA, both in terms of scale and location. A proportion of the housing to come forward over the Plan period will be on smaller sites, so several smaller sites have been included.
- 9.17 The HBF raised concern in their consultation response<sup>28</sup> quoting from the Harman Guidance about the gross / net ratios. We do believe that we have fully considered this relationship, it was discussed at the consultation event and follows local norms.
- 9.18 We have related the amount of development (10,284 homes) expected over the Plan period to each typology. The about 60% of development is expected to come forward on large greenfield sites of over 100 units around Burton or Uttoxeter.

---

<sup>28</sup> Paragraph 5.7 of the HBF letter of 29<sup>th</sup> November 2013.

<b>Table 9.5 Summary of modelled sites</b>			
<b>Urban Extension</b> Burton	Units	2,500	Large Urban Extension, greenfield site. 40% open space, 71ha net developable ha. Assume £1,500,000 for flood elevation and highways works. Allow £100,000 for allotments.
	Area (Gross ha)	118.00	
	Density /ha	35	
<b>Urban Extension</b> Burton / Uttoxeter	Units	600	Large greenfield site. 40% open space, 15.75ha net developable ha. No Abnormals. Allow £100,000 for allotments.
	Area (Gross ha)	26.00	
	Density /ha	38	
<b>Urban Extension</b> Burton	Units	300	Large greenfield site. 40% open space, 8 ha net developable ha. No Abnormals. Allow £100,000 for allotments
	Area (Gross ha)	13.00	
	Density /ha	38	
<b>Urban Extension</b> Uttoxeter	Units	350	Large greenfield site. 40% open space, 8.75 ha net developable ha. No Abnormals. Allow £100,000 for allotments.
	Area (Gross ha)	14.60	
	Density /ha	40	
<b>Urban Extension</b> Burton	Units	101	Medium greenfield site. 30% open space, 2.86 ha net developable ha. No Abnormals.
	Area (Gross ha)	4.09	
	Density /ha	35	
<b>Urban Extension</b> Uttoxeter	Units	117	Medium greenfield site. 30% open space, 3.36 ha net developable ha. No Abnormals.
	Area (Gross ha)	4.80	
	Density /ha	35	
<b>Large Brownfield</b> Burton / Uttoxeter	Units	300	Large Urban site. 20% open space, 8.57 ha net developable ha, Site clearance -allow 15%. Potential flooding - allow 5% for raised floors.
	Area (Gross ha)	10.71	
	Density /ha	35	
<b>Large Brownfield</b> Burton / Uttoxeter	Units	100	Medium Urban site, 20% open space, 2.58 ha net developable ha, Site clearance -allow 15%.
	Area (Gross ha)	3.56	
	Density /ha	35	
<b>Small Windfall</b> Burton / Uttoxeter	Units	30	Urban brownfield site. 20% open space, 0.86 ha net developable ha, Site clearance - allow 15%.
	Area (Gross ha)	1.10	
	Density /ha	35	
<b>Small Greenfield</b> Burton / Uttoxeter	Units	35	Greenfield site. 20% open space, 1 ha net developable ha. No Abnormals.
	Area (Gross ha)	1.20	
	Density /ha	35	
<b>Greenfield</b> Villages	Units	56	Greenfield site, 20% open space, 1.4 ha net developable ha. No Abnormals.
	Area (Gross ha)	1.75	
	Density /ha	40	



<b>Table 9.5 Continued - Summary of modelled sites</b>			
<b>Greenfield</b>	Units	42	Greenfield site. 20% open space, 1.2 ha net developable ha. No Abnormals.
Villages	Area (Gross ha)	1.50	
	Density /ha	35	
<b>Greenfield</b>	Units	14	Greenfield site. 0.35 ha. No open space, No Abnormals.
Villages	Area (Gross ha)	0.35	
	Density /ha	40	
<b>Brownfield</b>	Units	16	Brownfield site. 0.4 ha. No open space, Allow £150,000 site clearance.
Villages	Area (Gross ha)	0.40	
	Density /ha	40	
<b>Greenfield</b>	Units	6	Small village infill site with good access etc.
Villages	Area (Gross ha)	0.15	
	Density /ha	40	
<b>Greenfield</b>	Units	3	Small village infill site, with good access etc.
Villages	Area (Gross ha)	0.10	
	Density /ha	30	

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

9.19 We have related the above typologies to the development expected to come forward over the plan-period as follows:





1	Urban Extension	Burton	25%
2	Urban Extension	Burton / Uttoxeter	22%
3	Urban Extension	Burton	5%
4	Urban Extension	Uttoxeter	3%
5	Urban Extension	Burton	1%
6	Urban Extension	Uttoxeter	1%
7	Large Brownfield	Burton / Uttoxeter	19%
8	Large Brownfield	Burton / Uttoxeter	1%
9	Small Windfall	Burton	11%
10	Small Greenfield	Uttoxeter	3%
11	Greenfield	Villages	5%
12	Greenfield	Villages	1%
13	Greenfield	Villages	1%
14	Brownfield	Villages	1%
15	Greenfield	Villages	0.6%
16	Greenfield	Villages	0.3%

Source: ESBC

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

**Table 9.7 Modelled Site development assumptions**

		Site	Units	Gross Area	Net Area	Density Units/ha		Average Unit Size	m2	Density
				ha	ha	Gross	Net	m2		m2/ha
1	Urban Extension	Burton	2,500	118.00	71.00	21.19	35.21	97.49	243,714	3,433
2	Urban Extension	Burton/ Uttoxeter	600	26.00	15.75	23.08	38.10	97.46	58,474	3,713
3	Urban Extension	Burton	300	13.00	8.00	23.08	37.50	92.60	27,779	3,472
4	Urban Extension	Uttoxeter	350	14.60	8.75	23.97	40.00	94.83	33,192	3,793
5	Urban Extension	Burton	101	4.09	2.86	24.69	35.31	95.66	9,662	3,378
6	Urban Extension	Uttoxeter	117	4.80	3.36	24.38	34.82	94.99	11,114	3,308
7	Large Brownfield	Burton	300	10.71	8.57	28.01	35.01	88.17	26,450	3,086
8	Large Brownfield	Uttoxeter	100	3.56	2.85	28.09	35.09	90.98	9,098	3,192
9	Small Windfall	Burton	30	1.10	0.86	27.27	34.88	97.83	2,935	3,413
10	Small Greenfield	Uttoxeter	35	1.20	1.00	29.17	35.00	96.89	3,391	3,391
11	Greenfield	Villages	56	1.75	1.40	32.00	40.00	94.93	5,316	3,797
12	Greenfield	Villages	42	1.50	1.20	28.00	35.00	93.10	3,910	3,258
13	Greenfield	Villages	14	0.35	0.35	40.00	40.00	94.93	1,329	3,797
14	Brownfield	Villages	16	0.40	0.40	40.00	40.00	94.50	1,512	3,780
15	Greenfield	Villages	6	0.15	0.15	40.00	40.00	103.33	620	4,133
16	Greenfield	Villages	3	0.10	0.10	30.00	30.00	111.00	333	3,330
			<b>4,570</b>	<b>201.31</b>	<b>126.60</b>	<b>22.70</b>	<b>36.10</b>	<b>96.02</b>		<b>3,466</b>

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

9.21 In order to tailor the appraisals to the local circumstances we have applied the geographical appropriate affordable housing targets set out in Chapter 8, and prices as shown below.

*Residential Price Assumptions*

9.22 The price of units is one of the most significant inputs into the appraisals. This applies not just to the market homes but also the affordable uses (intermediate, social rented and affordable rented). Informed by the findings set out in Chapter 4, we assumed the following prices:

<b>Table 9.8 Appraisal Price assumptions (£/m<sup>2</sup>)</b>						
	Site		Units	Market	Intermediate	Affordable Rent
1	Urban Extension	Burton	2500	2,100	1,470	1,000
2	Urban Extension	Burton/ Uttoxeter	600	2,150	1,505	1,000
3	Urban Extension	Burton	300	2,020	1,414	1,000
4	Urban Extension	Uttoxeter	350	2,000	1,400	1,000
5	Urban Extension	Burton	101	2,050	1,435	1,000
6	Urban Extension	Uttoxeter	117	2,000	1,400	1,000
7	Large Brownfield	Burton	300	2,000	1,400	1,000
8	Large Brownfield	Uttoxeter	100	2,000	1,400	1,000
9	Small Windfall	Burton	30	1,800	1,260	1,000
10	Small Greenfield	Uttoxeter	35	1,800	1,260	1,000
11	Greenfield	Villages	56	2,200	1,540	1,100
12	Greenfield	Villages	42	2,200	1,540	1,100
13	Greenfield	Villages	14	2,200	1,540	1,100
14	Brownfield	Villages	16	2,100	1,470	1,100
15	Greenfield	Villages	6	2,450	1,715	1,100
16	Greenfield	Villages	3	2,450	1,715	1,100

Source: From Table 4.9

**Retirement and Extracare homes**

9.23 We have modelled an extracare scheme and a sheltered scheme, each on a 0.5ha site as follows.

9.24 Retirement scheme of 20 x one bed units of 50m<sup>2</sup> and 25 two bed units of 75m<sup>2</sup> to give a net saleable area (GIA) of 2,875m<sup>2</sup>. We have assumed a further 20% non-saleable service and common areas to give a scheme GIA of 3,450m<sup>2</sup>.

9.25 Initially we modelled an extracare scheme of 40 units (24 x one bed units of 65m<sup>2</sup> and 16 x two bed units of 80m<sup>2</sup>) to give a net saleable area (GIA) of 2,840m<sup>2</sup>. We have assumed a



further 35% non-saleable service and common areas to give a scheme GIA of 3,834m<sup>2</sup>. To reflect the likelihood of larger schemes we have also modelled a larger 70 unit scheme (46 x one bed units and 24 two bed units) to give a net saleable area (GIA) of 4,910m<sup>2</sup>. In this larger scheme we have assumed a 25% non-saleable service and common areas to give a scheme GIA of 6,137m<sup>2</sup>.

### Non-Residential Sites

- 9.26 For the purpose of this study we have assessed a number of development types. In considering the types of development to assess we have sought to include those types of development that are likely to come forward in the short to medium term. The predominant type of development will be residential development. This is important as the NPPF requires the charging authority to use '*appropriate available evidence*'<sup>29</sup>.
- 9.27 We have therefore based our modelling on the following development types:
- i. **Offices.** These will be of steel frame construction, be over several floors and will be located on larger business parks. Typical larger units in the Borough are around 500 m<sup>2</sup> – we will use this as the basis of our modelling.
  - ii. **Distribution.** Modern units of 1500 m<sup>2</sup>. There is little new space being constructed. Typical small office units in the Borough are around 1,500 m<sup>2</sup> – we will use this as the basis of our modelling.
  - iii. **Large industrial.** Modern industrial units of over 500 m<sup>2</sup>. There is little new space being constructed. Typical larger units in the Borough are around 1,500 m<sup>2</sup> – we will use this as the basis of our modelling.
  - iv. **Small industrial.** Modern industrial units of less than 500 m<sup>2</sup>. These will normally be on a small business park and be of simple steel frame construction, the walls will be of block work and insulated cladding, and there will be a small office area. Typical small units in the area are around 200 m<sup>2</sup> – we will use this as the basis of our modelling.
- 9.28 In developing these typologies, we have made assumptions about the site coverage and density of development on the sites. We have assumed 66% coverage on the large industrial sites, and 60% coverage on the small industrial and large offices, on the small offices we have assumed 50% coverage. On the offices we have assumed two story construction. We have not looked at the plethora of other types of commercial and employment development beyond office and industrial/storage uses in this study.

---

<sup>29</sup> As does CIL Regulations, and the CIL Guidance.



- 9.29 During the consultation process it was suggested that few, if any, offices would come forward – particularly larger units – due to the existing oversupply. We agree with this sentiment in the current market – however bearing in mind the Plan period we have included these in the analysis.

#### *Hotels and Leisure*

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

#### *Community/Institutional*

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

#### *Retail*

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

- i. **Supermarket**<sup>30</sup> is a single storey retail unit development with a gross (i.e. GIA) area of 4,000 m<sup>2</sup>. It is assumed to require 400 car parking spaces, and to occupy a total site area of 2.6 ha. The building is taken to be of steel construction. The

---

<sup>30</sup> We recommend that the definition set out the examiner at the Wycombe DC CIL Examination is used:

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



development was modelled alternatively on greenfield and on previously developed sites.

- ii. **Retail Warehouse**<sup>31</sup> is a single storey retail unit development with a gross (i.e. GIA) area of 4,000 m<sup>2</sup>. It is assumed to require 150 car parking spaces, and to occupy a total site area of 1.8ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.
- iii. **Town Centre Shop** is a brick built development on two storeys, of 150 m<sup>2</sup>. No car parking or loading space is allowed for, and the total site area (effectively the building footprint) is 0.017 ha.

9.33 In line with the Guidance, we have only assessed developments of over 100 m<sup>2</sup>. There are other types of retail development, such as small single farm shops, petrol filling stations and garden centres. We have not included these in this high level study due to the great diversity of project that may arise.

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

---

<sup>31</sup> We recommend that the definition set out the examiner at the Wycombe DC CIL Examination is used:

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



## 10. Residential Appraisal Results

- 10.1 At the start of this chapter it is important to stress that the results of the appraisals do not, in themselves, determine the Council's policies or set CIL. The study is testing the effectiveness of the Council's Local Plan and considering the effect of CIL. The results of this study are one of a number of factors that the Council will consider, including the need for infrastructure, other available evidence, such as the Council's track record in delivering affordable housing (see **Appendix 1**) and collecting payments under s106, and, importantly, the results of the consultation process with developers. The purpose of the appraisals is to provide an indication of the viability of different types of sites in different areas under different scenarios. In due course, the Council will have to take a view as to whether or not to proceed with the Local Plan and whether or not to proceed with CIL.
- 10.2 The appraisals use the residual valuation approach – that is, they are designed to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents and an appropriate amount of developers' profit. The payment would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the value from an alternative use. We have discussed this in detail in Chapter 6.
- 10.3 In order to assist the Council and to inform the consultation process, we have run several sets of appraisals. The appraisals main output is the Residual Value. The Residual Value is calculated using the formula set out in Chapter 2 above. Additionally the appraisals also derive the Additional Profit to assist with setting CIL, as set out in Chapter 3.
- 10.4 The initial appraisals are based on the assumptions set out in the previous chapters of this report, including the various affordable housing requirements set out in the Council's policies. We have run further sets of appraisals assuming no provision of affordable housing or developer contributions and then higher levels of affordable housing and developer contribution, as this will be useful in helping the Council to understand the cumulative impact of policy requirements. Initially in calculating the Residual Value we have assumed that the developer makes a s106 contribution in line with the current norms.
- 10.5 Development appraisals are also sensitive to changes in price so appraisals have been run with a various changes in the cost of construction and an increase and decrease in prices. We have then considered a number of different levels informed by our discussion with the Council.
- 10.6 As set out above, for each development type we have calculated the Residual Value. In the tables in this chapter we have colour coded the results using a simple traffic light system:
- a. **Green Viable** – where the Residual Value per hectare exceeds the indicative Viability Threshold Value per hectare (being the Existing Use Value plus the appropriate uplift to provide a competitive return for the landowner).



- b. **Amber Marginal** – where the Residual Value per hectare exceeds the Existing Use Value or Alternative Use Value, but not Viability Threshold Value per hectare. These sites should not be considered as viable when measured against the test set out – however depending on the nature of the site and the owner may come forward.
- c. **Red Non-viable** – where the Residual Value does not exceed the Existing Use Value or Alternative Use Value.

10.7 The results are set out and presented for each site and per hectare to allow comparison between sites.

10.8 It is important to note that a report of this type applies relatively simple assumptions that are broadly reflective of an area to make an assessment of viability. The fact that a site is shown as viable does not necessarily mean that it will come forward and vice versa. This particularly relates to the situation in the urban areas of Burton and Uttoxeter where there are a range of sites that are very different from each other. Some are cleared whilst others are not, some are subject to folding and others are not, and some are in better value areas whilst others are in less good areas. An important part of any final consideration of viability will be relating the results of this study to what is actually happening on the ground in terms of development and what planning applications are being determined – and on what basis.

### **Financial appraisal approach and assumptions**

10.9 On the basis of the assumptions set out in the earlier chapters, we prepared financial appraisals for each of the modelled residential sites using a bespoke spreadsheet-based financial analysis package. We produced financial appraisals based on the build costs, abnormal costs, and infrastructure costs and financial assumptions for the different options. The detailed appraisal base results, for the affordable housing targets, are set out in the attached **Appendix 7**.

#### *Base Appraisals – full current policy requirements*

10.10 These initial appraisals are based on the base options:

- |                            |  |
|----------------------------|--|
| a. Affordable Housing      | 25% on all sites over 0.14ha on all sites delivered as 13% on-site (50% Affordable Rent / 50% Intermediate Housing outside Burton and all affordable rent in Burton) and 12% as off-site contribution of £40,000 per unit. |
| b. Environmental Standards | Building Regulations (Part L), part CfSH 4 (+2%), Lifetime Homes (£11/m <sup>2</sup> ).  |
| c. CIL and s106            | £5,000 per unit (Market and Affordable).   |
| d. Abnormals               | As set out in Table 9.3.   |
| e. Developers' Return      | 20% on GDV   |

<b>Table 10.1 Residential Sites Residual Values – Base Appraisals</b>										
					Area (ha)		Units	Residual Value		
					Gross	Net		Gross ha	Net ha	£ site
1	Urban Extension	Burton	Green	Agricultural	118	71	2,500	302,024	501,956	35,638,860
2	Urban Extension	Burton/ Uttoxeter	Green	Agricultural	26	15.75	600	591,144	975,857	15,369,750
3	Urban Extension	Burton	Green	Agricultural	13	8	300	411,859	669,270	5,354,162
4	Urban Extension	Uttoxeter	Green	Agricultural	14.6	8.75	350	408,527	681,656	5,964,494
5	Urban Extension	Burton	Green	Grazing / Amenity	4.09	2.86	101	445,551	637,168	1,822,302
6	Urban Extension	Uttoxeter	Green	Grazing / Amenity	4.8	3.36	117	419,343	599,062	2,012,848
7	Large Brownfield	Burton	Brown	Industrial	10.71	8.57	300	81,477	101,823	872,624
8	Large Brownfield	Uttoxeter	Brown	Industrial	3.56	2.85	100	249,544	311,711	888,377
9	Small Windfall	Burton	Brown	Industrial	1.1	0.86	30	-6,362	-8,138	-6,999
10	Small Greenfield	Uttoxeter	Green	Paddock	1.2	1	35	310,020	372,024	372,024
11	Greenfield	Villages	Green	Paddock	1.75	1.4	56	1,018,852	1,273,565	1,782,991
12	Greenfield	Villages	Green	Paddock	1.5	1.2	42	785,669	982,086	1,178,504
13	Greenfield	Villages	Green	Paddock	0.35	0.35	14	1,391,991	1,391,991	487,197
14	Brownfield	Villages	Brown	Industrial	0.4	0.4	16	424,080	424,080	169,632
15	Greenfield	Villages	Green	Paddock	0.15	0.15	6	1,983,420	1,983,420	297,513
16	Greenfield	Villages	Green	Paddock	0.1	0.1	3	770,646	770,646	77,065

Source: ESBC Viability Study (HDH 2013)

10.11 All but one of the modelled sites, generate a positive Residual Value and in many cases a substantial Residual Value. This does not give an indication of viability on its own. In the following table we have compared the Residual Value with the Viability Threshold (see Chapter 6).

<b>Table 10.2 Base Appraisals. Residual Value compared to Viability Threshold</b>					
			Alternative Use Value	Viability Threshold	Residual Value
			£/ha	£/ha	£/ha
1	Urban Extension	Burton	25,000	330,000	302,024
2	Urban Extension	Burton/ Uttoxeter	25,000	330,000	591,144
3	Urban Extension	Burton	25,000	330,000	411,859
4	Urban Extension	Uttoxeter	25,000	330,000	408,527
5	Urban Extension	Burton	50,000	360,000	445,551
6	Urban Extension	Uttoxeter	50,000	360,000	419,343
7	Large Brownfield	Burton	370,000	444,000	81,477
8	Large Brownfield	Uttoxeter	370,000	444,000	249,544
9	Small Windfall	Burton	370,000	370,000	-6,362
10	Small Greenfield	Uttoxeter	50,000	360,000	310,020
11	Greenfield	Villages	50,000	360,000	1,018,852
12	Greenfield	Villages	50,000	360,000	785,669
13	Greenfield	Villages	50,000	360,000	1,391,991
14	Brownfield	Villages	370,000	444,000	424,080
15	Greenfield	Villages	50,000	360,000	1,983,420
16	Greenfield	Villages	50,000	360,000	770,646

Source: ESBC Viability Study (HDH 2013)

10.12 On the whole, when subject to the full requirements of the Plan, of the modelled sites, the green field sites are viable but the brownfield sites (7, 8 and 9) are not when assessed against the Viability Threshold. To some extent this would be expected and follows the Council's experience on the ground – with brownfield sites within Burton recently being approved with reduced affordable housing. Further, and as noted in Chapter 6, there was a debate as to the value of industrial land and it was recognised that there are some industrial sites that are substantially less expensive than the £370,000/ha used to calculate the viability threshold in this study. At this stage the Council should not assume that such brownfield sites will not come forward as it is coming forward, but not always delivering the full policy requirements.

10.13 When judged against the broad viability test used in this study, the Residual Value on the very large urban extension at Burton does not quite exceed the Viability Threshold – although it does generate a very substantial Residual Value that is over £300,000/ha which, over the site, is some £32,000,000 over and above the exiting use value. It is appropriate to consider very large greenfield sites separately as the expectations of landowners are in a different context to those of smaller parcels of land and it is normal for 'bulk' land to have a lower price. The Council is in active discussions with the promoters of the large greenfield site at Burton and is seeking to fully understand the infrastructure requirements and the

development that is proposed. We recommend the Council continues these discussions and, in line with the recommendations of the Harman Guidance<sup>32</sup> and the requirements of the NPPF seek to demonstrate that this site is deliverable. Based on the high level work undertaken here the Council can have a high degree of confidence that this will come forward and deliver the full affordable housing requirement and the costs of meeting the sites infrastructure and mitigation costs.

- 10.14 The above analysis is a useful starting point but it is important that the Council does not introduce policies that push viability to the limits. With this in mind we have carried out testing of the different policy requirements, and of different levels of affordable housing that may be achievable in the current market. The ability to make developer contributions is closely linked to the ability to deliver affordable housing – both being direct costs to development. We have therefore considered different levels of affordable housing with different levels of developer contributions. At this stage we have not differentiated between a s106 payment and a CIL payment – both are costs on development.

### **Cumulative impact of policies**

- 10.15 We have considered the costs of each policy separately and then set out the cumulative impact in the following table. In this table we have held all other assumptions as in the Base Appraisals set out in Tables 10.1 and Table 10.2.
- 10.16 We have run appraisals for range of scenarios building up from no policy requirements to the full policy requirement.

---

<sup>32</sup> See Paragraph 2 on Page 23



**Table 10.3 Residual Values. Cumulative Impact of Policies**

			Alternative Use Value	Viability Threshold	Residual Value			
					No policy Requirements	0% aff, £0k Com sum, £5,000 Dev Cont	13% aff, £0k Com sum, £5,000 Dev Cont	Base 25%* £5,000 Dev Cont
1	Urban Extension	Burton	25,000	330,000	564,226	454,812	361,977	302,024
2	Urban Extension	Burton/ Uttoxeter	25,000	330,000	940,108	820,931	678,443	591,144
3	Urban Extension	Burton	25,000	330,000	740,518	621,341	499,287	411,859
4	Urban Extension	Uttoxeter	25,000	330,000	747,137	623,335	497,643	408,527
5	Urban Extension	Burton	50,000	360,000	867,622	744,244	556,244	452,781
6	Urban Extension	Uttoxeter	50,000	360,000	782,623	660,840	521,069	419,343
7	Large Brownfield	Burton	370,000	444,000	509,991	365,332	188,663	81,477
8	Large Brownfield	Uttoxeter	370,000	444,000	660,468	520,125	365,016	249,544
9	Small Windfall	Burton	370,000	370,000	430,491	291,623	119,981	-6,362
10	Small Greenfield	Uttoxeter	50,000	360,000	733,295	586,191	435,982	310,020
11	Greenfield	Villages	50,000	360,000	1,519,119	1,359,241	1,154,618	1,018,852
12	Greenfield	Villages	50,000	360,000	1,227,281	1,087,387	907,627	785,669
13	Greenfield	Villages	50,000	360,000	2,035,409	1,833,666	1,560,800	1,391,991
14	Brownfield	Villages	370,000	444,000	1,054,269	850,596	609,983	424,080
15	Greenfield	Villages	50,000	360,000	2,711,755	2,508,082	2,161,699	1,983,420
16	Greenfield	Villages	50,000	360,000	927,916	770,646	770,646	770,646

Source: ESBC Viability Study (HDH 2013) \* Affordable housing as 13% on-site and 12% as offsite at £40,000 per unit. In this table 'No policy requirements' means no affordable housing (on site or commuted sum), no developer contributions (CIL or s106). The construction is to the base standard used through this report being to Building Regulations (Part L) increased by 25 to cover the increasing environmental standards and the Council's Lifetime Homes policy



10.17 Leaving aside the large greenfield site at Burton which is discussed above, the impact cumulative impact of the policies can be seen. The brownfield sites that are not shown as viable when subject to the full policy requirements (subject to the comments after Table 10.2 above) but as the requirements reduce all do become viable – reflecting the Council's experience on the ground. The cumulative impact of the Council's policies does have an impact on viability – we have considered whether or not this is to such an extent as to put the Development Plan at serious risk in Chapter 12 below.

### **Level of developer contributions**

10.18 It is important that the development in the Plan is able to meet the costs of infrastructure to support that development and to mitigate the impact of that development on the locality through developer contributions (including work in kind). Both the provision of affordable housing and developer contributions are a direct cost on development and the impact they have on viability is therefore related. If one was to increase the ability of a scheme to bear the other would fall and vice versa. In the three following tables, to inform the Council's policy options, we have set out the results of further analysis to demonstrate the impact of increasing and decreasing the amount of affordable housing (and the size of the commuted sum) and the amount of developer contributions.

10.19 In the following table we have set out the impact of different levels of developer contribution. All other matters remain unchanged and as in the base appraisals as set out in Tables 10.1 and 10.2 above – including the Council's emerging affordable housing policies. The level of the developer contribution is a per unit payment across all units (both market and affordable).



**Table 10.4 Residual Values. Impact of Developer Contributions (25% affordable housing\*)**

			Alt Use Value	Viability Threshold	Residual Value										
					£0	£2,000	£4,000	£6,000	£8,000	£10,000	£12,000	£14,000	£16,000	£18,000	£20,000
1	Urban Extension	Burton	25,000	330,000	411,438	367,672	323,907	280,142	236,376	192,611	148,845	105,080	61,314	17,549	-27,508
2	Urban Extension	Burton/ Uttoxeter	25,000	330,000	710,321	662,650	614,980	567,309	519,638	471,968	424,297	376,626	328,956	281,285	233,614
3	Urban Extension	Burton	25,000	330,000	531,035	483,365	435,694	388,023	340,353	292,682	245,011	197,341	149,670	101,999	54,844
4	Urban Extension	Uttoxeter	25,000	330,000	532,329	482,808	433,287	383,767	334,246	284,725	235,204	185,683	136,162	86,641	37,472
5	Urban Extension	Burton	50,000	360,000	576,160	526,808	477,457	428,106	378,754	329,403	280,052	232,887	183,068	133,249	84,228
6	Urban Extension	Uttoxeter	50,000	360,000	541,126	492,413	443,700	394,987	346,274	297,561	248,848	202,032	152,857	104,167	55,029
7	Large Brownfield	Burton	370,000	444,000	225,371	167,508	109,644	52,271	-6,382	-67,096	-127,810	-188,524	-249,238	-309,952	-370,666
8	Large Brownfield	Uttoxeter	370,000	444,000	387,544	331,407	277,879	221,209	164,540	108,903	52,700	-5,683	-64,586	-123,488	-182,583
9	Small Windfall	Burton	370,000	370,000	135,277	79,421	22,232	-34,957	-92,146	-149,335	-207,337	-266,450	-325,563	-384,677	-443,790
10	Small Greenfield	Uttoxeter	50,000	360,000	454,185	399,127	339,722	280,318	220,913	164,659	104,167	43,961	-17,200	-78,360	-139,521
11	Greenfield	Villages	50,000	360,000	1,178,731	1,114,779	1,050,828	986,876	922,925	858,973	795,022	731,070	667,119	603,167	544,327
12	Greenfield	Villages	50,000	360,000	925,563	869,605	813,648	757,690	701,733	651,896	595,408	538,920	482,433	425,945	369,457
13	Greenfield	Villages	50,000	360,000	1,580,539	1,499,842	1,428,571	1,351,256	1,269,787	1,188,318	1,106,848	1,025,379	943,910	862,440	780,971
14	Brownfield	Villages	370,000	444,000	625,000	548,669	465,610	382,551	302,443	218,565	134,688	50,811	-33,066	-116,944	-200,821
15	Greenfield	Villages	50,000	360,000	2,187,093	2,105,623	2,024,154	1,942,685	1,861,216	1,779,746	1,698,277	1,648,355	1,565,296	1,482,237	1,399,178
16	Greenfield	Villages	50,000	360,000	927,916	865,008	802,100	739,193	676,285	613,377	550,469	487,561	424,653	361,745	298,837

Source: ESBC Viability Study (HDH 2013) \* Affordable housing as 13% on-site and 12% as offsite at £40,000 per unit.

10.20 The adverse impact of higher developer contributions on viability can be clearly seen with most sites (in terms of units delivered) unable to bear contributions of £10,000 per unit. In terms of expected delivery there is little difference between number of sites that can bear the £8,000 per unit and £4,000 per unit.

### Affordable Housing Targets.

10.21 As for developer contributions we have looked at the impact of different levels of affordable housing. In the following analysis all other matters remain unchanged and as in the Base appraisals reported in Tables 10.1 and 10.2 above. We have assumed the affordable housing is delivered as in the same proportions as in the base appraisals being 50% on-site and 50% through developer contributions. The on-site





provision is split 50% Affordable Rent / 50% Intermediate Housing in the areas outside Burton, and all Affordable Rent in Burton. The off-site contribution remains at £40,000 per unit. In Table 10.6 we have shown the impact of just altering the amount of the affordable housing commuted sum.

**Table 10.5 Residual Value – Varied Affordable Housing Requirements** (up to 13% on site, balance as commuted sum at £40,000)

			Alt Use Value	Viability Threshold	Residual Value										
		<b>Total Affordable %</b>			<b>0.00%</b>	<b>5.00%</b>	<b>10.00%</b>	<b>15.00%</b>	<b>13.00%</b>	<b>20.00%</b>	<b>20.00%</b>	<b>25.00%</b>	<b>30.00%</b>	<b>35.00%</b>	<b>40.00%</b>
		% on-site			0.00%	2.50%	5.00%	7.50%	13.00%	10.00%	13.00%	13.00%	13.00%	13.00%	13.00%
		% by commuted sum			0.00%	2.50%	5.00%	7.50%		10.00%	7.00%	12.00%	17.00%	22.00%	27.00%
1	Urban Extension	Burton	25,000	330,000	454,812	424,591	394,219	363,847	361,977	333,475	327,005	302,024	277,044	251,878	226,380
2	Urban Extension	Burton/ Uttoxeter	25,000	330,000	820,931	775,385	729,838	684,292	678,443	638,745	627,637	591,144	554,012	516,880	479,748
3	Urban Extension	Burton	25,000	330,000	621,341	579,786	538,230	496,675	499,287	455,120	448,653	411,859	374,803	337,746	300,690
4	Urban Extension	Uttoxeter	25,000	330,000	623,335	580,598	537,860	495,123	497,643	452,386	445,659	408,527	371,395	334,263	297,132
5	Urban Extension	Burton	50,000	360,000	744,244	686,535	628,827	571,118	556,244	513,410	495,891	452,781	409,672	366,563	323,453
6	Urban Extension	Uttoxeter	50,000	360,000	660,840	612,771	564,702	516,634	521,069	468,565	461,737	419,343	376,929	334,515	292,101
7	Large Brownfield	Burton	370,000	444,000	365,332	308,867	252,403	195,938	188,663	139,474	125,692	81,477	36,215	-11,563	-60,411
8	Large Brownfield	Uttoxeter	370,000	444,000	520,125	465,752	411,378	357,005	365,016	302,631	296,290	249,544	199,989	150,435	101,845
9	Smaller Windfall	Burton	370,000	370,000	291,623	232,368	176,491	116,080	119,981	56,218	46,773	-6,362	-59,498	-112,634	-165,770
10	Smaller Windfall	Uttoxeter	50,000	360,000	586,191	530,450	474,709	418,969	435,982	366,704	364,242	310,020	255,797	205,508	150,227
11	Greenfield	Villages	50,000	360,000	1,359,241	1,291,606	1,223,970	1,156,335	1,154,618	1,088,700	1,075,421	1,018,852	962,283	905,713	849,144
12	Greenfield	Villages	50,000	360,000	1,087,387	1,027,410	967,433	907,456	907,627	847,478	836,485	785,669	734,853	684,037	639,223
13	Greenfield	Villages	50,000	360,000	1,833,666	1,743,274	1,652,883	1,562,491	1,560,800	1,472,100	1,454,631	1,391,991	1,315,430	1,238,870	1,162,310
14	Brownfield	Villages	370,000	444,000	850,596	764,090	677,585	602,613	609,983	514,420	501,540	424,080	346,621	271,813	193,591
15	Greenfield	Villages	50,000	360,000	2,508,082	2,404,328	2,300,575	2,196,821	2,161,699	2,093,067	2,057,703	1,983,420	1,909,136	1,834,853	1,760,570
16	Greenfield	Villages	50,000	360,000	770,646	770,646	770,646	770,646	770,646	770,646	770,646	770,646	770,646	770,646	770,646

Source: ESBC Viability Study (HDH 2013). Note. The analysis in this table includes a £5,000 per unit developers contribution as in the base analysis.

			Alt Use Value	Viability Threshold	Residual Value					
					£0	£10,000	£20,000	£30,000	£40,000	£50,000
1	Urban Extension	Burton	25,000	330,000	361,977	346,989	332,001	317,013	302,024	287,036
2	Urban Extension	Burton/ Uttoxeter	25,000	330,000	678,443	656,669	634,895	613,121	591,144	568,865
3	Urban Extension	Burton	25,000	330,000	499,287	477,587	455,887	434,092	411,859	389,625
4	Urban Extension	Uttoxeter	25,000	330,000	497,643	475,364	453,085	430,806	408,527	386,248
5	Urban Extension	Burton	50,000	360,000	556,244	530,378	504,513	478,647	452,781	426,916
6	Urban Extension	Uttoxeter	50,000	360,000	521,069	495,641	470,213	444,786	419,343	393,895
7	Large Brownfield	Burton	370,000	444,000	188,663	161,675	134,688	107,700	81,477	54,234
8	Large Brownfield	Uttoxeter	370,000	444,000	365,016	335,562	306,108	279,277	249,544	219,811
9	Small Windfall	Burton	370,000	370,000	119,981	89,282	57,401	25,519	-6,362	-38,244
10	Small Greenfield	Uttoxeter	50,000	360,000	435,982	407,621	375,087	342,553	310,020	277,486
11	Greenfield	Villages	50,000	360,000	1,154,618	1,120,677	1,086,735	1,052,794	1,018,852	984,910
12	Greenfield	Villages	50,000	360,000	907,627	877,138	846,648	816,159	785,669	755,180
13	Greenfield	Villages	50,000	360,000	1,560,800	1,515,299	1,469,798	1,428,571	1,391,991	1,346,055
14	Brownfield	Villages	370,000	444,000	609,983	563,508	517,032	470,556	424,080	377,605
15	Greenfield	Villages	50,000	360,000	2,161,699	2,117,129	2,072,559	2,027,989	1,983,420	1,938,850
16	Greenfield	Villages	50,000	360,000	770,646	770,646	770,646	770,646	770,646	770,646

Source: ESBC Viability Study (HDH 2013)

10.22 As with the increased developer contributions set out above an increase in affordable housing has an adverse impact on viability. The brownfield sites in Burton and Uttoxeter are unable to bear the tested 25% affordable housing target – but the sites (other than site 1) in the wider area are able to bear higher amounts than the tested 25% affordable housing requirement.



10.23 The greenfield sites, other than the large Burton site, would be able to bear a 30% or 35% affordable housing requirement or a higher level of developer contribution without putting the Plan at serious risk. This is discussed further in Chapter 12 below.

### **Impact of Price Change**

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

10.25 In this report we have used the build costs produced by BCIS. As well as producing estimates of build costs, BCIS also produce various indices and forecasts to track and predict how build costs may change over time. The BCIS forecast a 15% increase in prices over the next 5 years<sup>33</sup>. We have tested a scenario with this increase in build costs.

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

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

---

<sup>33</sup> See Table 1.1 (Page 6) of in *Quarterly Review of Building Prices* (Issue No 127 – November 2012). 15% calculated on BCIS All-in TPI change from 220 to 254.



**Table 10.7 Residual Value – Impact of Cost and Price Change**

			Alt Use Value	Viability Threshold	Residual Value					
			£/ha	£/ha	BCIS +15%	Price -10%	Price -5%	Base	Price +5%	Price +10%
1	Urban Extension	Burton	25,000	330,000	129,217	141,381	222,128	302,024	381,513	461,002
2	Urban Extension	Burton/ Uttoxeter	25,000	330,000	338,575	346,847	468,995	591,144	711,537	831,727
3	Urban Extension	Burton	25,000	330,000	172,706	194,406	303,132	411,859	519,269	626,052
4	Urban Extension	Uttoxeter	25,000	330,000	162,093	187,236	297,882	408,527	519,172	629,818
5	Urban Extension	Burton	50,000	360,000	166,884	209,105	329,961	452,781	575,601	698,421
6	Urban Extension	Uttoxeter	50,000	360,000	140,343	174,751	296,227	419,343	542,397	665,436
7	Large Brownfield	Burton	370,000	444,000	-268,625	-169,988	-41,928	81,477	198,945	317,177
8	Large Brownfield	Uttoxeter	370,000	444,000	-99,629	-27,156	112,778	249,544	383,742	520,283
9	Small Windfall	Burton	370,000	370,000	-402,082	-279,612	-257,922	-6,362	127,210	255,731
10	Small Greenfield	Uttoxeter	50,000	360,000	-41,176	23,794	169,816	310,020	449,176	591,270
11	Greenfield	Villages	50,000	360,000	664,050	658,599	838,726	1,018,852	1,198,978	1,379,105
12	Greenfield	Villages	50,000	360,000	464,374	473,636	633,376	785,669	943,909	1,102,149
13	Greenfield	Villages	50,000	360,000	924,117	906,992	1,149,491	1,391,991	1,618,997	1,859,198
14	Brownfield	Villages	370,000	444,000	-107,708	-43,067	35,210	424,080	644,862	873,759
15	Greenfield	Villages	50,000	360,000	1,512,310	1,437,662	1,696,783	1,983,420	2,270,056	2,556,693
16	Greenfield	Villages	50,000	360,000	143,480	230,386	500,516	770,646	1,040,777	1,298,117

Source: ESBC Viability Study (HDH 2013). Note: In the BCIS + 15% analysis the only change made to the base appraisals (as set out in Tables 10.1 and 10.2 above) is to increase the build costs by 15% - all other items remain unchanged. Likewise in the price change analysis the only change made to the base appraisals is to change the price by the percentage shown (-10%, -5%, +10% & + 5%) - all other matters in the base appraisals remain unchanged.

10.28 The analysis demonstrates that a relatively small change fall in prices will adversely impact on deliverability and we would advise that the Council should not be seeking to set policies at the limits of viability. If there is a large further fall in prices it will be necessary to reconsider the policies in the Plan. An increase in prices of 5% does significantly increase the margin over and above the viability threshold in the sites as viable. This should give the Council confidence bearing in mind some of the concerns expressed above.



## Additional Profit and Effect of CIL

- 10.29 The analysis set out in Table 10.4 shows the ability of the sites to bear developer contributions, where the level of developer contribution is calculated per unit – over all units on a project (market and affordable). In that analysis no consideration has been given to how it may be paid – just to the total quantum of the payment. This is the appropriate starting point as the Council has considerable scope to adopt a variety of different strategies when setting CIL, depending on the nature of sites to come forward, and the types of infrastructure to be funded (this is discussed further in Chapter 13).
- 10.30 As set out in Chapter 3, we have calculated the Additional Profit as well as the Residual Value. The Additional Profit is the profit over and above the developers' and the land owners' competitive return. In the following table we have assumed that the affordable housing requirement shown and a continued £1,000 per unit (market and affordable) payment under s106 for site specific matters. We have carried out this analysis assuming different levels of affordable housing.
- 10.31 It is important to note that the additional profit is not the level of CIL – it is the amount out of which CIL can be paid. The NPPF Beta Practice Guidance is clear that CIL and other policy requirements should not be set at the limits of viability. It is also important to note that in the assessment of above the additional profit is shown per m<sup>2</sup> of market housing – not over all the housing on a scheme.

Table 10.8 Additional Profit (£/m <sup>2</sup> )							
			20%	25%	30%	35%	40%
1	Urban Extension	Burton	220	198	175	150	124
2	Urban Extension	Burton/ Uttoxeter	321	299	275	250	223
3	Urban Extension	Burton	210	186	160	132	103
4	Urban Extension	Uttoxeter	207	184	159	132	104
5	Urban Extension	Burton	128	100	72	40	9
6	Urban Extension	Uttoxeter	106	83	58	32	5
7	Large Brownfield	Burton	-50	-86	-121	-158	-199
8	Large Brownfield	Uttoxeter	-17	-43	-71	-101	-132
9	Smaller Windfall	Burton	-91	-122	-153	-188	-222
10	Smaller Windfall	Uttoxeter	50	27	2	-21	-48
11	Greenfield	Villages	342	325	305	285	262
12	Greenfield	Villages	278	258	235	213	188
13	Greenfield	Villages	403	387	367	348	325
14	Brownfield	Villages	70	43	16	-13	-43
15	Greenfield	Villages	548	534	517	501	481
16	Greenfield	Villages	62	166	1	-35	-68

Source: ESBC Viability Study (HDH 2013). Note Site 16 is below the affordable housing threshold.

10.32 When it comes to setting CIL the ‘test’ is whether the Development Plan as a whole is threatened. We have discussed these results in Chapter 13 where we have considered other matters, as well as viability, to be considered when setting CIL.

### Retirement and Sheltered Housing

10.33 As well as mainstream housing, we have considered the retirement and sheltered sectors separately. We have run simple appraisals based on the assumptions set out in the earlier sections of this report. The results of these – with no requirement for affordable housing are summarised as follows (see **Appendix 8**):

<b>Table 10.9 Older Peoples Housing, Appraisal Results</b>			
	Sheltered	40 Unit Extracare	70 Unit Extracare
Residual Value (site)	356,986	-913,713	-731,555
Additional Profit	134,986	-1,135,713	-1,175,555
£/m2	39	-296	-192
Existing Use Value (/ha)	370,000	370,000	370,000
Viability Threshold (/ha)	444,000	444,000	444,000
Residual Value (/ha)	713,973	-1,827,426	-731,555

Source: ESBC Viability Study (HDH 2013)

10.34 The Council asked us to model an affordable housing requirement for extracare housing development. On the basis modelled, this sector is not viable without affordable housing so we have not pursued this further.

10.35 As mentioned in Chapter 4, on a more positive note we are advised by the Council that at least one Housing Association is developing market led extracare schemes that include an element of affordable accommodation. We are unclear whether these schemes are coming forward with the benefit of grant and subsidy, either from the Homes and Communities Agency or from the Housing Association's own resources.

10.36 The Council also asked us to model Sheltered Housing and to assess whether a commuted sum contribution at a rate of £40,000 per unit based on a 25% affordable housing requirement could be borne. The following table shows the ability for the modelled scheme to bear commuted sum between 25%, 0% for the affordable housing:



<b>Table 10.10 Sheltered Housing. Ability to bear £40,000/unit commuted sum for varied affordable Housing Targets</b>						
	25%	20%	15%	10%	5%	0%
<b>Residual Value (site)</b>	<b>-220,814</b>	<b>-105,254</b>	<b>10,306</b>	<b>125,866</b>	<b>241,426</b>	<b>356,986</b>
Additional Profit	-442,814	-327,254	-211,694	-96,134	19,426	134,986
£/m2	-128	-95	-61	-28	6	39
Existing Use Value(/ha)	370,000	370,000	370,000	370,000	370,000	370,000
Viability Threshold(/ha)	444,000	444,000	444,000	444,000	444,000	444,000
Residual Value(/ha)	-441,627	-210,507	20,613	251,733	482,853	713,973

Source: ESBC Viability Study (HDH 2013)

10.37 Sheltered Housing generates a positive residual value, but not one that is above the viability threshold when assessed on the 25% affordable housing target delivered through a commuted sum at £40,000 per affordable unit. There is scope to require a lower amount based on a lower proportion.

### Conclusions

10.38 We take this opportunity to stress again that the results in themselves do not determine policy. We have discussed the consequences of these results in Chapter 12.





## 11. Non-Residential Appraisal Results

- 11.1 Based on the assumptions set out previously, we have run a set of development financial appraisals for the non-residential development types. The detailed appraisal results are set out in **Appendix 9** and summarised in Tables 11.1 and 11.2 below.
- 11.2 As with the residential appraisals, we have used the Residual Valuation approach. We have run appraisals to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents, and an appropriate amount of developers' profit. The payment would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the value from an alternative use. To assess viability we have used exactly the same methodology with regard to the Viability Thresholds (alternative Land Use plus 'uplift').
- 11.3 When testing the non-residential development types we have not run multiple sets of appraisals for different levels of policy requirement as the Council does not seek to impose layers of policy requirements on these types of development.
- 11.4 The results of the appraisals set out in Table 11.1 and 11.2 are reflective of the current market in East Staffordshire. Both office and industrial development are shown as unviable, however this is not just an East Staffordshire issue – a finding supported by the fact that such development is not currently being brought forward on speculative basis by the development industry. Where development is coming forward it is from existing businesses for operational reasons – rather than to make a return through property development.

<b>Table 11.1 Non Residential Appraisal Results - GREENFIELD</b>								
	Large Industrial	Smaller Industrial	Distribution	Offices	Supermarkets	Retail Warehouse	Shops	Hotel
Residual Land Worth	-789,767	-204,936	42,819	-403,009	3,210,171	1,420,523		924,079
Additional Profit (/site)	-842,667	-227,936	-26,181	-633,009	2,612,171	1,006,523		832,079
£/m2	-562	-456	-17	-1,266	653	252		514
Existing Use Value	25,000	25,000	25,000	25,000	25,000	25,000		25,000
Viability Threshold	230,000	230,000	230,000	230,000	230,000	230,000		230,000
Residual Value	-3,433,770	-2,049,361	142,729	-403,009	1,234,681	789,179		2,310,197

Source: ESBC Viability Study (HDH 2013)

<b>Table 11.2 Non Residential Appraisal Results - BROWNFIELD</b>								
	Large Industrial	Smaller Industrial	Distribution	Offices	Supermarkets	Retail Warehouse	Shops	Hotel
Residual Land Worth	-1,060,651	-282,867	-125,811	-714,041	1,752,316	637,712	-125,431	838,479
Additional Profit	-1,162,771	-327,267	-259,011	-1,158,041	597,916	-161,488	-207,031	660,879
£/m2	-775	-655	-173	-2,316	149	-40	-1,380	408
Existing Use Value	370,000	370,000	370,000	370,000	370,000	370,000	4,000,000	370,000
Viability Threshold	444,000	444,000	444,000	444,000	444,000	444,000	4,800,000	444,000
Residual Value	-4,611,528	-2,828,667	-419,370	-714,041	673,968	354,284	-7,378,310	2,096,197

Source: ESBC Viability Study (HDH 2013)

- 11.5 Supermarkets and retail warehouses are shown as viable, however the town centre retail is not showing as viable. These findings are supported by the numbers of vacant retail properties in the town centres. In part, this will be a factor of the significant changes within the retail sector with the consolidation of brands and the move to on-line outlets.
- 11.6 As we would expect, hotel development is shown as viable. This is reflective of the fact that some of the larger national operators are seeking new locations for roadside hotels and whilst such developments are not coming forward in East Staffordshire at the moment, they are in other similarly priced areas.

### **Conclusions**

- 11.7 The delivery of non-residential space is an important part of the Plan. The Council will need to consider how this can be facilitated.
- 11.8 We take this opportunity to stress again that the results in themselves do not determine policy. We have discussed the consequences of these results in Chapter 12 and the ability for development types to bear CIL in Chapter 13.





## 12. Viability of the Local Plan

- 12.1 This document sets out the methodology used, the key assumptions adopted, and the results, and has been prepared to assist the Council with the assessment of the viability of the emerging East Staffordshire Local Plan for the period to 2031. The NPPF, the CIL Guidance and the Harman Viability Guidance all require stakeholder engagement – particularly with members of the development industry. Consultation has taken place and whilst there was not universal agreement, a broad consensus on most matters was achieved.

### Cumulative Impact of Policies

- 12.2 In Chapter 10 we set out the results of a range of appraisals considering the impact on viability of individual policies and the different levels of developer contributions that residential development can bear. The purpose of this analysis is to inform the plan-making process. As set out in Chapter 2 above, the NPPF introduced a requirement to assess the viability of the delivery of Local Plan and the impact on development of policies contained within it saying:

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

- 12.3 This needs to be considered in the fourth bullet point of paragraph 182 of the NPPF that requires that the Plan is *effective*.
- 12.4 The other purpose is in the context of CIL to assess the ‘effects’ on development viability of the imposition of CIL – Regulation 14 of the CIL Regulations says:

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

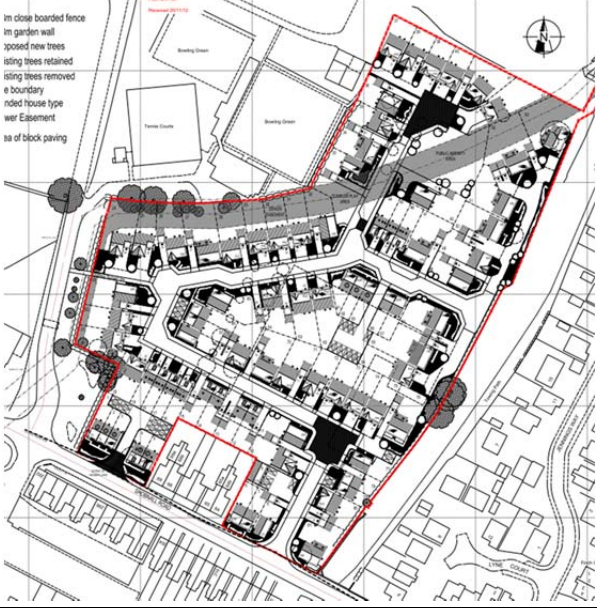

- 12.5 Table 10.2 above (copied below as Table 12.1) shows that, on the whole, when subject to the cumulative impact of the policies in the Plan (including 25% affordable housing), of the modelled sites, the green field sites are viable but the brownfield sites (7, 8 and 9) are not when assessed against the Viability Threshold.

<b>Table 12.1 Base Appraisals. Residual Value compared to Viability Threshold</b>					
			Alternative Use Value	Viability Threshold	Residual Value
			£/ha	£/ha	£/ha
1	Urban Extension	Burton	25,000	330,000	302,024
2	Urban Extension	Burton/ Uttoxeter	25,000	330,000	591,144
3	Urban Extension	Burton	25,000	330,000	411,859
4	Urban Extension	Uttoxeter	25,000	330,000	408,527
5	Urban Extension	Burton	50,000	360,000	445,551
6	Urban Extension	Uttoxeter	50,000	360,000	419,343
7	Large Brownfield	Burton	370,000	444,000	81,477
8	Large Brownfield	Uttoxeter	370,000	444,000	249,544
9	Small Windfall	Burton	370,000	370,000	-6,362
10	Small Greenfield	Uttoxeter	50,000	360,000	310,020
11	Greenfield	Villages	50,000	360,000	1,018,852
12	Greenfield	Villages	50,000	360,000	785,669
13	Greenfield	Villages	50,000	360,000	1,391,991
14	Brownfield	Villages	370,000	444,000	424,080
15	Greenfield	Villages	50,000	360,000	1,983,420
16	Greenfield	Villages	50,000	360,000	770,646

Source: ESBC Viability Study (HDH 2013) (From Table 10.2 above)

- 12.6 To some extent this would be expected and follows the Council's experience on the ground – with brownfield sites within Burton recently being approved with reduced affordable housing. Further, and as noted in Chapter 6, there was a debate as to the value of industrial land and it was recognised that there are some industrial sites that are substantially less expensive than the £370,000/ha used to calculate the viability threshold in this study. At this stage the Council should not assume that such brownfield sites will not come forward.
- 12.7 The best source of evidence is what is actually happening on the ground. We have set out two recent case studies below.



<b>Former Allied Breweries Computer Centre, Shobnall Road, Burton upon Trent</b>	
<p>2.9 ha brownfield site Recently cleared 81 dwellings, including details of layout, scale, appearance and landscaping</p> <p>S106 Obligations:</p> <ul style="list-style-type: none"> <li>• Education                    £171,756</li> <li>• Public Open Space   £17,500</li> <li>• National Forest        £29,000</li> <li>• Affordable housing    No less than 10% dwellings + £27,654</li> </ul>	 <p>in close boarded fence in garden wall planted new trees existing trees retained existing trees removed the boundary noted house type water Easement area of block paving</p>
<b>Former Plasplugs Limited, Wetmore Road, Burton upon Trent</b>	
<p>Approximately 4ha Vacant and partially cleared site 138 new dwelling</p> <p>S106 Obligations:</p> <ul style="list-style-type: none"> <li>• Education contribution to be calculated at Reserved Matters</li> <li>• Public Open Space £11,397</li> <li>• Travel Plan Monitoring £6,200</li> <li>• Management company to manage on site public open space</li> <li>• 14 Social Rented Affordable Housing dwellings (10%)</li> </ul>	

Source: ESBC

12.8 It is clear that these sites are viable in spite of being ‘difficult’ brownfield sites. They are meeting the costs of infrastructure and mitigation and whilst they are not delivering the 25% affordable housing they are providing a substantial contribution. The Affordable Housing policy includes an element of flexibility – being subject to viability testing and with the arrangements over on-site and commuted sum payments.

12.9 The large strategic site (Site 1) on the edge of Burton requires special consideration. It is a large element of the Plan and it is important that it comes forward. The analysis in this report raises some concerns about its deliverability – however we are working from limited information and we do not conclude that it is unviable. When judged against the broad viability test used in this study, the Residual Value on the very large urban extension at



Burton does not quite exceed the Viability Threshold – although it does generate a very substantial Residual Value that is over £300,000/ha which, over the site, is some £35,000,000 over and above the exiting use value. It is appropriate to consider very large greenfield sites separately as the reasonable expectations of landowners are in a different context to those of small parcels of land and it is normal for ‘bulk’ land to have a lower price. The Council is in active discussions with the promoters of the large greenfield site at Burton and is seeking to fully understand the infrastructure requirements and the development that is proposed. We recommend the Council continues these discussions and, in line with the recommendations of the Harman Guidance<sup>34</sup> and the requirements of the NPPF seek to demonstrate that this site is deliverable. Based on the high level work undertaken here the Council can have a high degree of confidence that this will come forward and deliver the full affordable housing requirement and the costs of meeting the sites infrastructure and mitigation costs.

- 12.10 In this regard we draw particular attention to the second paragraph on page 23 of the Harman Guidance and paragraph 34 of the April 2013 CIL guidance that says:

*Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability. (page 23 Harman Guidance)*

*In some cases, charging authorities could treat a major strategic site as a separate geographical zone where it is supported by robust evidence on economic viability. (CIL Guidance Paragraph 34)*

- 12.11 We recommend that the Council works with the promoters of this site to further understand the economics of the delivery of this site.
- 12.12 The test in the NPPF is whether or not the cumulative impact of the policies within the emerging East Staffordshire Local Plan for the period to 2031 puts the Development Plan at serious risk. The only area of concern in relation residential development are the brownfield sites within the built up areas of Burton and Uttoxeter. When we consider the comments made about land values for industrial land, the availability of industrial land, the activity on the ground and the results of this study we can conclude that the development of brownfield sites within Burton is going to remain challenging – but it is likely to continue to come forward and the development set out in the Plan is deliverable.
- 12.13 On balance we conclude that the cumulative impact of the policies within the emerging East Staffordshire Local Plan does not threaten or put the Development Plan at risk. Whilst it is important to meet the overall need for housing, if the Council was to simply direct all housing

---

<sup>34</sup> See Paragraph 2 on Page 23



away from the brownfield sites and towards the suburban and rural sites then this would undermine the Plan to such an extent that the key parts of it would not be deliverable.

- 12.14 It will be necessary for the Council to continue to be flexible over the implementation of policies in the built up areas and there is no doubt that not all sites will be able to bear the full policies requirements. We do however believe that a significant proportion of sites will be able to bear the costs and therefore suggest that the Council maintains affordable housing requirement on brownfield sites.
- 12.15 In this study we have found that extracare housing is not able to bear affordable housing and would suggest that the Council reconsiders this element of the affordable housing policy.
- 12.16 Similarly, Sheltered Housing is not able to bear the £40,000 per affordable unit commuted sum payment based on a 25% affordable housing target. As shown in Chapter 10 there is scope for a lesser requirement.
- 12.17 It should be noted that there would be scope to increase the affordable housing requirement on sites outside Burton to 30%, 35% or 40%.
- 12.18 The analysis of employment uses indicates that such development is not viable, however it is not the Council's policies that render them unviable – it is a factor of the current difficult economic climate. Again this sets the Council a real challenge when it comes to showing that the Plan is deliverable. East Staffordshire Council, in its capacity as a Planning Authority and CIL Charging Authority, is not a developer and can only provide an environment conducive for development. This is particularly difficult at a time of budgetary constraint.
- 12.19 The Council is advised to show that it is doing what it can to facilitate development. The Council has a wide range of existing and emerging initiatives in this regard, although it must be noted that in the current economic climate there is little Government money to provide such help. These include:
- a. Being an active partner in the Local Enterprise Partnership (LEP) to secure any available external funding to the priority areas.
  - b. Collecting commuted sums in lieu of affordable housing from sites in the more prosperous areas to bring vacant property in the Burton and Uttoxeter back into use as affordable housing. This move to cross subsidy will be a key tool to achieve housing renewal and could be used to de-risk sites through assembly of land, to pay for site clearance, demolition and site servicing, to achieve mixed tenure schemes in conjunction with private sector developers and Registered Providers of social housing.
  - c. Through using CIL to carry out public realm works that will contribute towards environmental quality therefore enabling the delivery of housing.
  - d. Using CIL, other developer contributions and publicly owned land, to enable high quality employment space to continue to be developed.



12.20 Towards the end of Chapter 10 we set out the impact of price change and identified that a relatively small increase in house prices has real and noticeable impact on viability. We would recommend that the Council review viability in three years or should house prices change by 10%.

### **Next Steps**

12.21 The recommendations in this study are ‘a consultant’s view’ and do not reflect the particular priorities and emphasis that East Staffordshire Borough Council may put on different parts of its Development Plan.

12.22 We stress that the information in this report is an important element of the assessment of deliverability - but is only one part of the evidence; the wider context needs to be considered.



## 13. Setting Community Infrastructure Levy

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

### Regulations and Guidance

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

#### **Setting rates**

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

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

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

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

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

- 13.6 At present the requirement in paragraph 8 of the Guidance is only guidance, however, it is noteworthy that under recently completed consultation to the changes to the CIL Regulations there is a proposal to embody this in the regulations and thus make it a requirement. An important part of the justification for CIL is likely to be showing how, through the provision of CIL funded infrastructure, that
- 13.7 There is considerable scope to introduce different strategies for setting CIL. It may be that, for example, a council wants to maximise CIL so as to fund infrastructure that it is going to procure and deliver. Alternatively a council may set CIL at a lower level so that the responsibility of delivery is left (through the s106 regime or under s278 agreements<sup>35</sup>) to the developer. It is not for the CIL Examiner to question how the Charging Authority has struck the balance and set CIL – unless the Development Plan, as a whole is threatened. This is set out in paragraph 10 of the Guidance.
10. *The examiner should be ready to recommend modification or rejection of the draft charging schedule if it threatens delivery of the relevant Plan as a whole.*
- 13.8 It is important to note that, without CIL to pay for infrastructure, the Development Plan may be put at risk and, as set out above, the hurdle to ‘*show and explain how their proposed levy rate (or rates) will contribute towards the implementation of their relevant Plan and support the development of their area*’ is a high one. It will be important that the Council clearly set out and prioritise the items that are needed to support the development set out in the Plan.
- 13.9 The CIL Regulations and the CIL Guidance are clear and well set out, however over recent months a number of uncertainties have come to light. Few Charging Schedules are in place<sup>36</sup> and there is not yet a large body of CIL Examination reports and legal decisions in

---

<sup>35</sup> Section 278 agreements under the Highways Act are legally binding agreements between the Local Highway Authority and the developer to ensure delivery of necessary highway works. Currently, the limitations on planning obligations in CIL Regulation 123 do not apply to section 278 agreements. Authorities can combine both section 278 and CIL to fund improvements to the road network and local authorities can enter into unlimited section 278 agreements for the same piece of road infrastructure. There are no current arrangements for the relationship between section 278 agreements and the levy to be visible or regulated in the same way as planning obligations.

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

<sup>36</sup> Just 19 at the time of this report,





place to clarify the areas of uncertainty. There are two particular matters that are relevant to this study: differential rates and charging zones.

#### *Differential Rates*

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

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

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

#### *Charging Zones*

- 13.11 As set out in Chapter 10, viability does vary across the Borough. We recommend that consideration is given to adopting separate CIL Zones. This is explored further under the heading of Viability Evidence below. If the Council decides to follow this advice, then the CIL Regulations require that such Zones are plotted on an Ordnance Survey plan.
- 13.12 The large strategic site on the edge of Burton requires special consideration. It is a large element of the Plan and it is important that it comes forward. The analysis in this report raises some concerns about its deliverability – however we have not found it unviable.
- 13.13 In this regard we draw particular attention to the second paragraph on page 23 of the Harman Guidance and paragraph 34 of the April 2013 CIL guidance that says:

*Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability. (page 23 Harman Guidance)*

*In some cases, charging authorities could treat a major strategic site as a separate geographical zone where it is supported by robust evidence on economic viability. (CIL Guidance Paragraph 34)*

- 13.14 We recommend that the Council works with the promoters of this site to further understand the economics of the delivery of this site.

#### *New Regulations and Guidance*

- 13.15 This Viability Study has been prepared in line with current CIL Guidance and the CIL Regulations, best practice, and the various other sources of relevant Guidance. It may be necessary to revisit the CIL setting process in the light of any new Regulations or Guidance.



At the time of writing this report, DCLG have recently undertaken a consultation on potential changes to the CIL Regulations. As new Regulations are introduced and new Guidance published it may be necessary for the Council to reconsider the approach to setting CIL.

### **CIL v s106**

- 13.16 Councils are not required to introduce CIL – the use of CIL by local authorities is discretionary, so some authorities may continue to seek S106 contributions, and others will seek a combination of S106 contributions and CIL payments.
- 13.17 From April 2015<sup>37</sup>, councils will be unable to pool S106 contributions from more than five developments<sup>38</sup>. This restriction will encourage councils to adopt CIL – particularly where there are large items of infrastructure to be delivered that will relate to multiple sites. This restriction on pooling s106 will have the effect of bringing s106 tariff policies for items like open space, the National Forest and Cannock Chase Special Area of Conservation (SAC) to an end.
- 13.18 It is important to note that councils that have adopted CIL will still be able to raise additional s106 funds for infrastructure, provided this infrastructure can be directly linked to the site-specific needs associated with the scheme in question, and that it is not for infrastructure specifically identified to be funded by CIL, through the ‘Regulation 123 List’<sup>39</sup>.
- 13.19 It is our firm recommendation that the Council does prepare a Regulation 123 List and thus maintains the option of agreeing further payments over and above CIL under the s106 regime (and s278 regime).
- 14. The charging authority should set out at examination a draft list of the projects or types of infrastructure that are to be funded in whole or in part by the levy. The charging authorities should also set out those known site-specific matters where section 106 contributions may continue to be sought. The principal purpose is to provide transparency on what the charging authority intends to fund in whole or part through the levy and those known matters where section 106 contributions may continue to be sought.*
- 13.20 In this context we draw the Council’s attention to Paragraphs 84 to 91 of the April 2012 CIL Guidance. At present, under the Guidance, the requirement is for the charging authority to set out ‘a list of the projects or types of infrastructure that are to be funded in whole or in part

---

<sup>37</sup> DCLG has announced and published amendments to the CIL Regulations that this will be delayed to April 2015 although these are not yet effective.

<sup>38</sup> CIL Regulations 123(3)

<sup>39</sup> This is the list of the items that the Council will spend CIL payments on.





by the levy’. We recommend that the Council sets out those items of infrastructure which it plans to include on its 123 List and consults stakeholders on its content.

13.21 According to Regulation 123(4) a Charging Authority's 123 List should include those infrastructure projects or types of infrastructure that it intends will be, or may be, wholly or partly funded by CIL. There are a range of infrastructure projects or types which could feature on the 123 List, ranging from social infrastructure (such as schools and health centres) to ‘hard’ infrastructure (such as flood defences) and transport. In considering which items to include on the Regulation 123 List, the charging authority will wish consider the other funding sources available (including New Homes Bonus), the fit with its s106 strategy (are there any major items which are best met through site-specific contributions), and how CIL can be most effective as part of its wider strategy to successfully meet local infrastructure needs.

13.22 A starting point for considering the relationship between CIL and s106 may be as follows:

<b>Table 13.1 Suggested relationship between CIL and s106</b>	
<b>Infrastructure funded by CIL</b>	<b>Funded by S.106 Agreement *</b>
<ul style="list-style-type: none"> <li>i. Transport and public realm</li> <li>ii. Education</li> <li>iii. Off-site outdoor sport and recreation</li> <li>iv. Off-site green infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>i. Affordable Housing</li> <li>ii. On-site or localised off-site flood defence if necessary to ensure a development is adequately protected.</li> <li>iii. On-site provision of outdoor Playing Space</li> <li>iv. Development specific mitigation</li> <li>v. On site community and cultural facilities</li> <li>vi. On site renewables and low carbon technologies, off-site generation as “allowable solutions” to meet carbon reduction targets.</li> <li>vii. Employment and skills training secured through the provisions of local labour agreement</li> <li>viii. Travel Plans</li> </ul>

Source: RBWM Local Plan Viability Study, HDH 2014

13.23 Key to bear in mind throughout the preparation of the infrastructure evidence base and the subsequent CIL and s106 strategy is that the infrastructure needs must be associated with new development (not with pre-existing deficits), and that the examiner will be looking for evidence that the strategy for CIL and s106 will assist, and not hinder, delivery of the Local Plan.

### **Infrastructure Delivery**

13.24 Under the current s106 regime, the delivery of site specific infrastructure largely falls to the developer of a site. If improvements to the infrastructure are required, then normally it is for



the developer to procure and construct those items – albeit under the supervision of a Council or relevant authority. The exception to this is in relation to education and public open space, where some councils have developed tariff systems for contributions to be made into a central ‘pot’ which is then spent across a general area.

- 13.25 An advantage of this current system is that the developer has control of the process and can carry out (directly or indirectly) improvements that are required to enable a scheme to come forward. By way of an example, these may be to provide a new roundabout and upgrade a stretch of road, and on a very big scheme provide community buildings – say a school. The developer carries all the financial and development risk associated with the process<sup>40</sup>.
- 13.26 If the Council is to move to a system whereby CIL is set at the upper limit of viability, the delivery of these infrastructure items will fall to the Council. The Council will need to consider the practicalities of this. Does it want to take responsibility for delivering infrastructure that is currently delivered by developers under the s106 regime, and if so, how they will manage and fund it? If the Council does not have a mechanism in place (that may involve borrowing monies), the Development Plan could be put at risk as consented schemes may not be able to proceed as the Council has not delivered the infrastructure.
- 13.27 As part of the process of working towards getting CIL in place, the Council is making an assessment of the infrastructure required to support new development. An important part of striking the balance as to what level of CIL to charge, may be around the nature of infrastructure and how it is to be delivered.

### **Uncertain Market**

- 13.28 There is no doubt that the future of the British economy is uncertain. Various sources of data are shown in Chapter 4 above, and, whilst the general fall in house prices seems to have stopped, there are still ups and downs. It is noticeable how low turnover (sales per month) is currently running now when compared to the peak of the market in 2007 but there is strong anecdotal evidence (that has not yet fed through into the Lang Registry data) of an increase in activity and prices.
- 13.29 Confidence is improving but a new high level of CIL, set close to the limits of viability could have an adverse impact on development coming forward. Based on this and the guidance within the NPPF we recommend that a cautious approach is taken.

---

<sup>40</sup> It should be noted that there is some uncertainty around how the provision of infrastructure sits within the EU Procurement Rules and whether the provision of such items should be subject to competitive tendering. We recommend that the Council takes independent legal advice in this regard. The Government is aware of this uncertainty and has invited comments as part of the on-going (April 2013) consultation on the potential amendments to the CIL Regulations.



### Neighbouring Authorities

13.30 The rates of CIL introduced by neighbouring local authorities are going to be a material factor when the Council comes to set its rates of CIL. A very high rate may be viable however if a neighbouring authority has set a low rate, then the Development Plan could be put at risk as developers may prefer to develop in an area with a lower rate of CIL.

13.31 At present none of the neighbouring councils have published any potential rates of CIL. Do date only Staffordshire Moorlands has published their CIL Viability Study and this recommends the following rates:

a. Residential	£35/m <sup>2</sup>
b. Convenience retail	£65/m <sup>2</sup>
c. Retail warehousing	£10/m <sup>2</sup>
d. Town Centre Office	£10/m <sup>2</sup>
e. Business Park Office	£10/m <sup>2</sup>
f. Industrial and Warehousing	£10/m <sup>2</sup>
g. Town centre retail	£10/m <sup>2</sup>

13.32 To provide further context we have set out in the following table the rates of CIL that have been or are being considered by councils with a similar median house prices. We have set out rates and median house prices for all councils that have published CIL rates in **Appendix 10**. In this table we have averaged council's published rates of CIL across the various charging zones and applied this rate by assuming a typical 90m<sup>2</sup> new build house. This is clearly a broad estimate however does provide wider context. In the first column we have shown the rank of each council when sorted by median house price. East Staffordshire ranks 94<sup>th</sup> out of 345 councils.



<b>Table 13.2 Published rates of CIL (May 2013)</b>				
Rank		Median Price	Typical CIL	
65	Bassetlaw	123,600	27	1.94%
72	Birmingham	125,000	85	6.12%
76	Dudley	126,750	98	6.98%
78	Kettering	128,000	75	5.27%
80	Wellingborough	129,000	100	6.98%
82	Newcastle upon Tyne	130,000	35	2.40%
86	Gedling	130,000	50	3.46%
87	Peterborough UA	130,000	72	4.96%
94	East Staffordshire	134,000		
96	Northampton	135,000	50	3.33%
103	Norwich	138,000	95	6.20%
104	Newark and Sherwood	138,500	42	2.71%
105	South Ribble	139,500	70	4.52%
108	Leeds	140,000	47	3.00%
109	Waveney	140,000	77	4.93%
116	Plymouth UA	142,500	30	1.89%
124	Chorley	145,950	70	4.32%
127	Portsmouth UA	149,000	105	6.34%

Source: Median Prices CLG Livetable 586 and CIL watch at [www.planningresource.co.uk](http://www.planningresource.co.uk)

13.33 On average, across England and Wales, the residential CIL is just under 4.5% of median property values. In East Staffordshire this would equate to about £6,030 per new dwelling or about £65/m<sup>2</sup>.

### **S106 History**

13.34 The Council mechanism for ensuring the delivery of affordable housing has responded to viability challenges by negotiating s106 contributions with developers.

13.35 As required by the CIL Guidance, the Council will present evidence to the CIL Examination of details of their past track record in this regard. See **Appendix 1**.

### **Costs of Infrastructure and Sources of Funding**

13.36 The Council is in the process of examining and establishing the requirement for infrastructure to support new development and the costs of providing this. They have also considered the amounts of funding that may or may not be available from other sources though the LEP, New Homes Bonus and from Central Government, and through their own

and Staffordshire County Council's resources. The Council has a funding gap, that is to say the cost of providing the infrastructure is more than the identified funding.

- 13.37 When the Council strikes the balance and sets the levels of CIL, the amount of funding required will be a material consideration as it may be that the delivery of the Plan is threatened in the absence of CIL to pay for infrastructure. However, it should be stressed that CIL should be set with regard to the effect of CIL on development viability.
- 13.38 There is no expectation that CIL should pay for all of the infrastructure requirements in an area. There are a range of other sources as set out above that are taken into account. The Council will need to consider the total amount of money that may be received through the consequence of development; from CIL, from s106 payments, and from the New Homes Bonus when striking the balance as to their level of CIL.
- 13.39 Bearing in mind the requirements of paragraph 8 of the CIL Guidance, and as set out above, it is best practice (and may become a requirement if the change suggested in the consultation on the CIL Regulations is implemented) that the 123 List is prepared and set out at the time of the Consultation on the Preliminary Draft Charging Schedule. We recommend that the Council sets out those items of infrastructure for which it intends to use CIL in a draft 123 List and consults stakeholders on its content, illustrating how using CIL for these items will form part of its wider strategy for delivery of the Development Plan. In this regard ESBC should set out the other available sources of funding, the role CIL will play and how these items of infrastructure will enable the Plan to be delivered.
- 13.40 This part of the process will be particularly important for ESBC due to the importance of the larger strategic sites in meeting the overall housing requirements. The Council may for example include education (or some subset of it) and make provision for schools itself – or alternatively leave education off and seek that the developers of the large sites provide land and schools within their schemes. At this stage there is not sufficient information to advise in this regard.
- 13.41 When setting out the costs and other sources of funding the Council will need to consider the amount that can be retained to cover the cost of administering CIL (5%) and the amount to be passed to local neighbourhoods (15% where there is not a Neighbourhood Plan, and 25% where there is) under the localism provisions as these will substantially reduce the monies available.

### **Viability Evidence**

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



13.43 As set out earlier in this report, one of the outputs of our analysis is the Additional Profit. This is the profit over and above the developers' competitive return (20% on GDV) having purchased the land for the Existing Use Value plus an uplift to provide a competitive return to the land owner.

13.44 In the following tables we have shown the additional profit as £/m<sup>2</sup> of market housing – based on the assumption CIL will not be levied on affordable housing. In these results it is important to note that we have allowed for a £1,000 per unit (market and affordable) payment under s106 to cover site specific matters.

<b>Table 13.3 Additional Profit (£/m<sup>2</sup>) at different levels of Affordable Housing Contribution</b>							
			20%	25%	30%	35%	40%
1	Urban Extension	Burton	220	198	175	150	124
2	Urban Extension	Burton/ Uttoxeter	321	299	275	250	223
3	Urban Extension	Burton	210	186	160	132	103
4	Urban Extension	Uttoxeter	207	184	159	132	104
5	Urban Extension	Burton	128	100	72	40	9
6	Urban Extension	Uttoxeter	106	83	58	32	5
7	Large Brownfield	Burton	-50	-86	-121	-158	-199
8	Large Brownfield	Uttoxeter	-17	-43	-71	-101	-132
9	Smaller Windfall	Burton	-91	-122	-153	-188	-222
10	Smaller Windfall	Uttoxeter	50	27	2	-21	-48
11	Greenfield	Villages	342	325	305	285	262
12	Greenfield	Villages	278	258	235	213	188
13	Greenfield	Villages	403	387	367	348	325
14	Brownfield	Villages	70	43	16	-13	-43
15	Greenfield	Villages	548	534	517	501	481
16	Greenfield	Villages	62	166	1	-35	-68

Source: Table 10.8 ESBC Viability Study (HDH 2013) Note Site 16 is below the affordable housing threshold.

<b>Table 13.4 Additional Profit – Older Peoples Housing (£/m<sup>2</sup>) at different levels of Affordable Housing Contribution</b>						
	25%	20%	15%	10%	5%	0%
Additional Profit	-442,814	-327,254	-211,694	-96,134	19,426	134,986
£/m <sup>2</sup>	-128	-95	-61	-28	6	39

Source: ESBC Viability Study (HDH 2013)



<b>Table 13.5 Additional Profit – Non-Residential(£/m<sup>2</sup>)</b>		
	Greenfield	Brownfield
Large Industrial	-562	-775
Smaller Industrial	-456	-655
Distribution	-17	-173
Offices	-1,266	-2,316
Supermarkets	653	149
Retail Warehouse	252	-40
Shops		-1,380
Hotel	514	408

Source: ESBC Viability Study (HDH 2013)

- 13.45 Based on the results of the calculations of the Additional Profit above, we would recommend that CIL is set at no more than the following rates (these are not recommended rates). It should be noted that should the Council look towards adopting any strategy other than delivering all the infrastructure requirements through CIL themselves and not making any significant use of s106 payments in the future, CIL will need to be set at well below these rates if the delivery of development is not to be threatened.
- 13.46 We do not believe that it is appropriate to suggest a maximum rate of CIL for the strategic sites. As set out earlier in this report we recommend that the Council carry out further work to clarify the actual infrastructure requirements on these sites, and then engage with the site promoters to agree the most appropriate strategy for delivering that infrastructure. It is likely that this will be based on a relatively low rate of CIL and the delivery of specific infrastructure items through s106.
- 13.47 Should the council make a significant change to the policies set out in Chapter 8 above and increase the burden on development – such as increasing the affordable housing requirement – then it would be necessary to re-visit these maximum levels of CIL and ensure that the evidence fully reflects any such changes.



<b>Table 13.6 Maximum rates of CIL <u>assuming minimal use of s106</u> and 25% Affordable Housing</b>	
<b>Development Type</b>	<b>Maximum Rate of CIL (£/m<sup>2</sup>)</b>
Residential Development outside the built up area of Burton and Uttoxeter (excluding Large urban extensions)	£100
Large urban extensions	To be set with regard to site specific requirements
Supermarkets	£220
Retail Warehouses	£75
Hotels	£250
All other development types	£0

Source: ESBC Viability Study (HDH 2013)

13.48 In setting CIL at these levels only one of the development typologies test would be at the margins of viability – being Site 10 which is representative of about 3% of the residential development expected over the plan period and as such do not consider that this would threaten delivery of the Development Plan as a whole (this being the test set out in the CIL Guidance).

### **Instalment Policy**

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

<b>Table 13.7 Payment of CIL</b>	
Equal to or greater than £40,000	Four equal instalments at the end of the periods of 60, 120, 180 and 240 days from commencement
£20,000 and less than £40,000	Three equal instalments at the end of the periods of 60, 120 and 180 days from commencement
£10,000 and less than £20,000	Two equal instalments at the end of the periods of 60 and 120 days from commencement
less than £10,000	In full at the end of the period of 60 days from commencement

Source: CIL Regulation 123

13.50 The 2011 amendment to the CIL Regulations<sup>32F41</sup> introduced, at 69B, the ability for Charging Authorities to adopt an Instalment Policy. If an Instalment Policy is not adopted then payment is due as set out in the table above. To require payment, particularly on large

<sup>41</sup> SI 2011 No. 987 COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES The Community Infrastructure Levy (Amendment) Regulations 2011. Made 28th March 2011 Coming into force 6th April 2011



schemes in line with the above, could have a dramatic and serious impact on the delivery of projects. It is our firm recommendation that the council introduces an Instalment Policy. Not to do so could put the Development Plan at serious risk.

### **A Strategy for Setting CIL**

- 13.51 In setting CIL, the Council will need to weigh up a wide range of information – including the viability evidence. Our recommended strategy for setting CIL is to set CIL well within the limits of viability and develop a Regulation 123 list which reflects a considered approach to how CIL and s106 contributions can deliver infrastructure in the future. This will reflect the current uncertain market. Importantly this will also allow the developers to maintain control of the delivery of infrastructure for large sites – thus giving them more certainty of delivery.
- 13.52 The limited Regulation 123 List will enable the Council to develop and implement a strategy of further site specific s106 payments.
- 13.53 This advice is pragmatic and will ensure that the Development Plan is delivered. The ability of the Council to achieve its affordable housing target varied, if a higher rate of CIL was charged, then even less affordable housing would be delivered, thus putting the Development Plan at risk.
- 13.54 This approach will maximise the overall contribution of developers but allow the flexibility to negotiate on a site-by-site basis. CIL will be paid on all viable sites, and then the Council will be able to ensure that each site contributes to the maximum possible extent – be that through s106 payments, or through the delivery of affordable housing.

### **Review and revision**

- 13.55 Due to the uncertain market we recommend that any rates of CIL are reviewed every three years or if house prices change by more than 10% from the base date of this study (July 2013).
- 13.56 Further we stress that this study has been carried out on the basis that the units will be built to Part L of the current Building Regulations and to relevant parts of the CfSH. There is uncertainty about the increase in the required environmental levels. Should these standards be increased it will be necessary to review these rates.

### **Recommended Rates**

- 13.57 The final part of this study is to recommend rates of CIL. These are set out below and are a consultant's view. These are proposed on the basis that development sites will continue to be required to meet their own site specific infrastructure and mitigation costs via s106 and at a level that will enable affordable housing to be secured.



<b>Table 13.8 Recommended rates of CIL</b>	
<b>Development Type</b>	<b>Rate of CIL (£/m<sup>2</sup>)</b>
Residential Development outside the built up area of Burton and Uttoxeter	£50
Large urban extensions	To be set with regard to site specific requirements
Supermarkets	£100
Retail Warehouses	£50
Hotels	£100
All other development types	£0

Source: ESBC Viability Study (HDH 2013)

13.58 It is important to note that not all development will be able to bear these rates of CIL – some sites are likely to be rendered unviable. The rates have been set to ensure the continued development of residential property and most importantly (as the Council puts considerable weight on its importance) that the development of employment space is not deterred, and critically to ensure that the Development Plan is not threatened as a whole.

### **Next Steps**

13.59 The recommendations in this study are ‘a consultant’s view’ and do not reflect the particular priorities and emphasis that East Staffordshire Borough Council may put on different parts of its Development Plan. The above suggested rates are supported by the evidence – however there is considerable scope for the Council to strike a different balance.

## Appendix 1 s106 Track Record

Site	Type	Site	Dwellings	On-site AH units	Off-site AH	Education	Travel Plan	Travel Plan monitoring	National Forest (1)	Open space maintenance (2)	Highways (3)	SUDS maintenance	Bins	Other	Non AH	Non AH/dwell	Notes
Burton Road Tutbury	Full - residential	Greenfield village edge	212	31	£100,000	£993,058		£6,200		£527,500					£1,526,758	£7,202	Contributions capped
Castle Park School	Full - residential	Urban brownfield	14	0	£0	£66,337				£32,025					£98,362	£7,026	
Burton Rugby Club	Outline - commercial	Urban brownfield						£6,200	£15,840								
Effinch Lane Barton	Outline residential	Greenfield village edge	130	20	£669,005	£645,523		£6,324		£40,000	£400,000	£55,698	£8,450	£75,000	£1,230,995	£9,469	Contributions capped at £1.9m
Dallow Bridge	Full - residential 100% AH	Urban brownfield	40	40	n/a	£44,124			£10,000					£5,000			
<b>S106 agreements not signed</b>																	
Site	Type	Site	Dwellings	On-site AH units	Off-site AH	Education	Travel Plan	Travel Plan monitoring	National Forest (1)	Open space maintenance (2)	Highways (3)	SUDS maintenance	Bins	Other	Non AH	Non AH/dwell	Notes
Pirelli	Outline - mixed use	Urban brownfield	300	0	£0	£1,605,186		£5,783			£189,000		£18,000	£373,000	£2,190,969	£7,303	AH not viable
Red House Farm	Outline - residential	Greenfield urban edge	250	38	£1,370,399	£1,360,495					£212,500		£16,500		£1,589,495	£6,358	Contributions capped at £2,959,894
Guinivere Avenue/Bridge Farm	Outline - residential	Greenfield urban edge	100	15	£789,349	£501,818	£32,100	£6,324		£155,053			£6,500	£30,000	£731,795	£7,318	Contributions capped at £1,521,144
Forest Road	Outline - residential	Greenfield urban edge	300	45	£1,367,758	£1,605,186		£6,200		£308,256	£291,000			£300,000	£2,510,642	£8,369	Contributions capped at £3,878,400
Land south of Branston	Outline - mixed use	Urban brownfield	660	99	£0	£1,698,124		£10,700			£688,424			£90,000	£2,487,248	£3,769	Education includes value of works est £1m
Beamhill Upper Outwoods Farm	Outline - residential	Greenfield urban edge	950	143	£0	£6,899,729					£960,000				£7,859,729	£8,273	Education includes value of works est £4m
(1) National Forest																	
(2) Open Space Maintenance																	
(3) Highways																	



## Appendix 2 Consultees

### Attendees -15<sup>th</sup> August 2013 CIL consultation workshop

#### Attended

- 1) Anthony Rice
- 2) James Wilks
- 3) Brian Egerton
- 4) Philip Hickman
- 5) Neal Farmer
- 6) Mike Timmins
- 7) Philip Metcalfe
- 8) Frank Smith
- 9) Laura Hunt
- 10) Simkin, Nigel
- 11) Rupert Young
- 12) Steve McLoughlin
- 13) John Acres

#### Apologies

- 1) Paul Nellist

#### Accepted but did not attend

- 1) Ian Romano
- 2) David Dodge
- 3) Maggie Taylor







## Local Plan and CIL Viability Study

**First Consultation Event**  
Methodology, Assumptions & Appraisals  
15<sup>th</sup> August 2013



## Agenda

- NPPF, Regulations and Guidance
- Methodology
- Main Assumptions
  - House prices
  - Affordable Housing
  - Commercial prices
  - Development costs
- The Viability Test 'competitive return'
- Moving Forward



## Key issue

- Will the plan deliver what the Council want it to deliver (will it work)?
- What effect would CIL have?



## NPPF 182

The Local Plan will be examined by an independent inspector whose role is to assess whether the plan has been prepared in accordance with the Duty to Cooperate, legal and procedural requirements, and whether it is sound. A local planning authority should submit a plan for examination which it considers is "sound" – namely that it is:

- **Positively prepared** – the plan should be prepared based on a strategy which seeks to meet objectively assessed development and infrastructure requirements, including unmet requirements from neighbouring authorities where it is reasonable to do so and consistent with achieving sustainable development;
- **Justified** – the plan should be the .....
- **Effective** – the plan should be deliverable over its period and based on effective joint working on cross-boundary strategic priorities; and
- **Consistent with national policy** – the plan should .....



## NPPF 173

### Ensuring viability and deliverability

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

5



## NPPF 174

### Ensuring viability and deliverability

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

6



## CIL Regulations

### Regulation 14 - Setting rates

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

7



## April 2013 CIL Guidance (9)

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

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

8



## April 2013 CIL Guidance (8)

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



9

## CIL, s106, 123 List and other sources of funding

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



10

## Positively Prepared

In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at **should facilitate development throughout the economic cycle.**

NPPF 174

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

CIL Guidance (8)



11

## Viability Tests

### NPPF

Plan deliverability (was PPS3 Paragraph 29)  
Duty to co-operate

### CIL Regulation 14

Assess impact of viability on delivery

### SHLAA

Deliverability

### Site Specific

s106 negotiations etc

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



12

## Viability Testing - Guidance

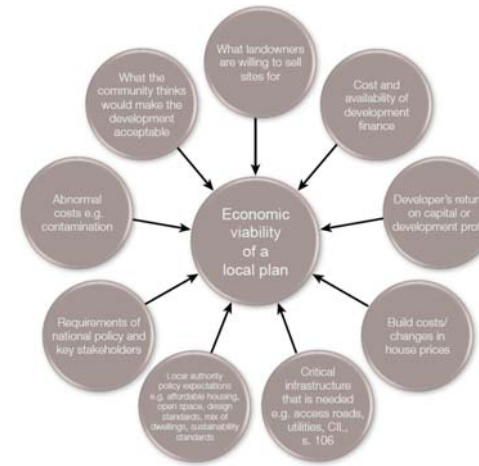
### THERE IS NO STATUTORY GUIDANCE

**NPPF says:**

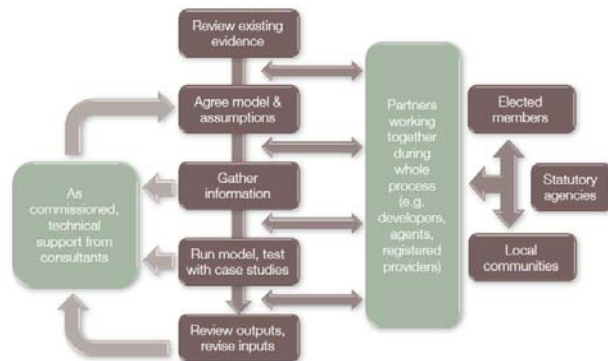
*'Evidence supporting the assessment should be proportionate, using only appropriate available evidence.'*

**The CIL guidance says:**

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



## Engagement Phases



## Consultation

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

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

Harman Guidance – Page 23



# Methodology

17



# Standard Viability Test

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

LESS

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

=

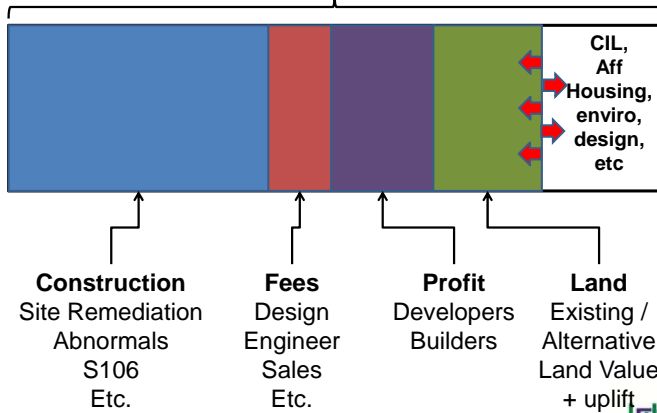
**RESIDUAL VALUE**

**Residual Value v Existing / Alternative Use Value**

18



## Gross Development Value All income from a Scheme



# Evidence

Site Specific from DM and estates

Modelled sites

16 Residential

Non-residential key types

20



## Large Sites

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

Harman Guidance – Page 23

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

CIL Guidance (34)

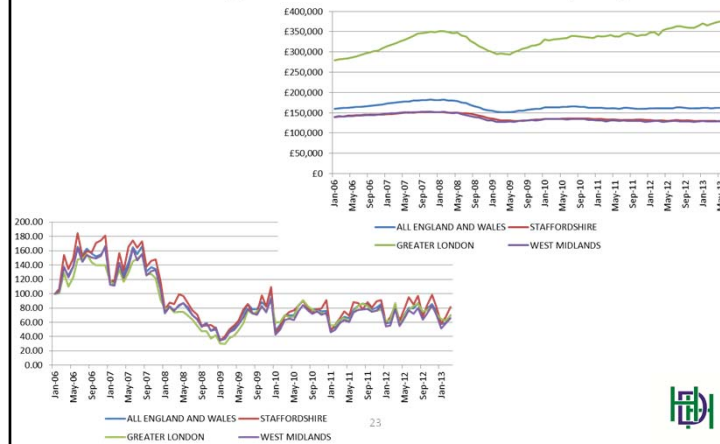


## Key Assumptions

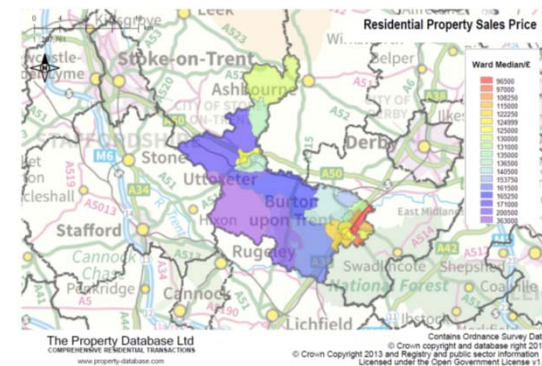
22



## Average House Prices (all)



## Average House Prices

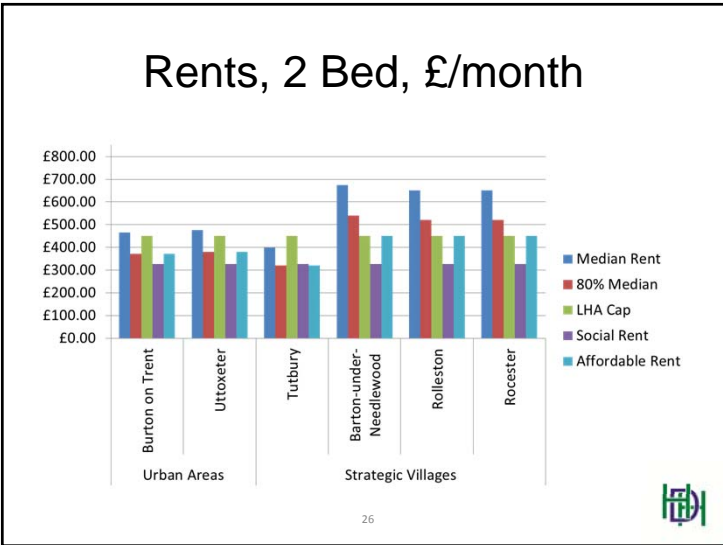


24



**Table 4.1 New Build House Asking Prices**

Developer		Name of design	Number of bedrooms	Detached/Semi/Terrace	Flat m <sup>2</sup>	House m <sup>2</sup>	Price Flat	Price House	Price Flat £/m <sup>2</sup>	Price House £/m <sup>2</sup>	
Barratts	Burton-on-Trent	Ipad Zeta	1	f	35.40		84,950		2,400		
		Midhurst	1	fog	32.79		89,950		2,743		
		Richmond	2	t		66.89		127,950		1,913	
		Richmond	2	sd		66.89		131,950		1,973	
Morris Homes	Burton-on-Trent	Buchanan	3	d		82.40		161,950		1,965	
		Thorpe	1	fog	38.00		99,750		2,625		
		Budworth	2	t		60.00		129,750		2,163	
		Chatsworth	3	sd		70.20					
		Didsbury	3	sd		77.00					
		Dalton	3	sd		72.00		169,750		2,358	
		Capesthorpe	3	d		84.00		174,950		2,083	
Edward Jones	Burton-on-Trent		2	sd		44.59		112,950		2,533	
Behague	Burton-on-Trent		4	d		no plan		239,950			
Bagshaws	Uttoxeter		3	sd		no plan		145,950			
Hannells	Tutbury	Dove House	4	d		167.00		350,000		2,096	
		Blackbrook House	4	d		167.00		350,000		2,096	
Bagshaws	Roceston		3	d		no plan		305,000			
John German	Marchington	Thorn tree	5	t		200.00		399,950		2,000	
	Abbotts Bromley		3	sd		no plan		520,000			



### Affordable Rent

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

**Assume £850m<sup>2</sup> to £990m<sup>2</sup>**

### Affordable Assumptions

- Affordable Rent
- Social rent 50% OMV
- Intermediate 70% OMV
- Historic Grant Was typically £35,000/social rent  
Now zero
- Grant, recycled grant, Right-to-buy receipts,  
Social to affordable rent conversions?

**Table 9.6 Price assumptions – Modelled Sites**

	Site		Units	Market £/m <sup>2</sup>	Intermediate £/m <sup>2</sup>	Affordable Rent £/m <sup>2</sup>
1	Urban Extension	Burton	2,500	2,050	1,435	850
2	Urban Extension	Burton/ Uttoxeter	600	2,150	1,505	895
3	Urban Extension	Burton	300	2,020	1,414	850
4	Urban Extension	Uttoxeter	300	2,100	1,470	895
5	Urban Extension	Burton	100	2,050	1,435	850
6	Urban Extension	Uttoxeter	100	2,100	1,470	895
7	Large Brownfield	Burton/ Uttoxeter	300	1,800	1,260	850
8	Large Brownfield	Burton/ Uttoxeter	100	1,900	1,330	850
9	Smaller Windfall	Burton/ Uttoxeter	30	1,900	1,330	850
10	Smaller Windfall	Burton/ Uttoxeter	30	2,100	1,470	850
11	Greenfield	Villages	48	2,200	1,540	990
12	Greenfield	Villages	36	2,200	1,540	990
13	Greenfield	Villages	12	2,200	1,540	990
14	Brownfield	Villages	16	2,100	1,470	990
15	Greenfield	Villages	5	2,300	1,610	990

## Price Assumptions

**Table 5.2 Capitalised typical rents £/m<sup>2</sup>**


	Rent £/m <sup>2</sup>	Yield	Capitalised Rent £/m <sup>2</sup>
Large industrial	70	6.50%	1,077
Small industrial	50	8.75%	571
Distribution	45	6.00%	750
Offices	135	8.00%	1,688
Supermarkets	180	5.50%	3,273
Retail Warehouse	120	8.00%	1,500
Shops	150	9.00%	1,667
Hotels			2,150
Retirement housing			2,400
Extracare			2,500

## Price Assumptions

**Table 5.1 Worth of Retirement and Extracare**


	Area	£	£/m <sup>2</sup>
3 bed semi-detached		170,000	
1 bed Sheltered	50	127,500	2,550
2 bed Sheltered	75	170,000	2,267
1 bed Extracare	65	159,375	2,452
2 bed Extracare	80	212,500	2,656

- Retirement Home Group representations: the price of a 1 bed sheltered property is about 75% of price of existing 3 bed semi detached house and a 2 bed sheltered property is about equal to the price of existing 3 bed semi detached house. In addition we have assumed Extracare housing is 25% more expensive than sheltered.



## Alternative Use Value

Industrial	£370,000 /ha
Agricultural	£25,000 /ha
Paddock	£50,000 /ha
Residential	£1,000,000 /ha
Per net developable ha	





## Development Costs

<b>1. Construction</b>	BCIS + 4% for CFSH4
<b>2. Infrastructure</b>	10% - 20%
<b>3. Fees</b>	Res 10%
	Non Res 8%
<b>4. Contingencies</b>	2.5% to 5%
<b>5. Interest</b>	7%
<b>6. S106</b>	£5,000 /unit
<b>7. Profit</b>	20% (on Cost or GDV)

33



## Market Pace

- Over plan period – not just now
- Large sites – multiple outlets
- 30 or so per outlet year
- Down to 4 per year

34



## Cumulative Impact of Policy

- ..... should assess the likely cumulative impacts on development in their area of all existing and proposed local standards, supplementary planning documents and policies that support the development plan, when added to nationally required standards .....

**East Staffordshire Local Plan Preferred Option  
July 2012**

35



## Cumulative Impact of Policy


- SP3 High Quality Design (and DP1)
- SP5 Not cause harm and mitigate impact / Travel Plans
- SP6 Green Infrastructure
- SP7 Open Space
- SP8 Mix of housing
- SP9 Affordable Housing
- SP17 National Forest
- SP18 Flooding
- DP2 Low Carbon

36



## Cumulative Impact of Policy


1. Affordable Housing
2. Lifetime Homes
3. Environmental / Sustainability



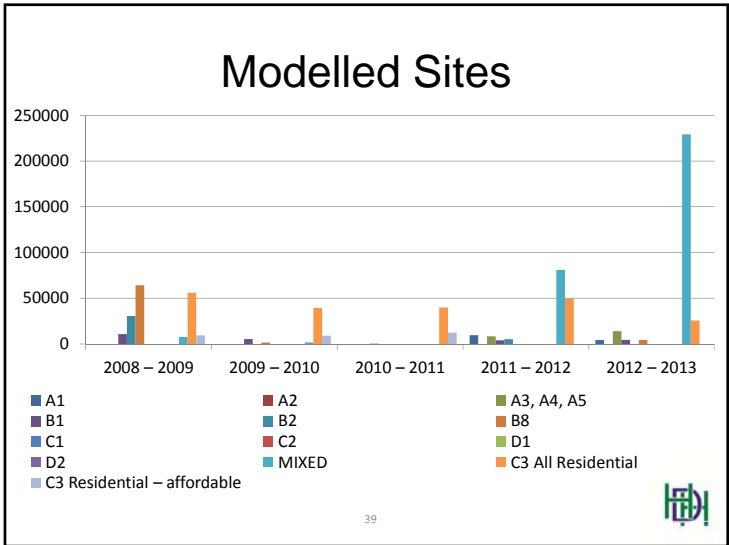
37

## Developer Contributions

Track Record  
£6,000 - £7,000 per unit.




38



## Modelled Sites

**Settlement hierarchy**

Urban Areas	Burton on Trent
	Uttoxeter
Strategic Villages	Tutbury
	Barton-under-Needlewood
	Rolleston
	Rocester
Local Service Centres	Abbots Bromley
	Yoxall
	Marchington
	Mayfield
	Denstone
	Draycott in the Clay



## Modelled Sites

### Burton upon Trent Strategic Allocations:

i. Pirelli	300
ii. Branston Depot	450
iii. Bargates (mixed use)	100
iv. Strategic Area (mixed use)	2,750
v. Tutbury Road/Harehedge Lane	300
<b>TOTAL</b>	<b>3,900</b>

### Uttoxeter Strategic Allocations:

i. JCB (mixed use)	250
ii. Uttoxeter West (mixed use)	700
iii. Stone Road	100
<b>TOTAL</b>	<b>1,050</b>

Burton and Uttoxeter brownfield windfalls 900

Strategic Villages 615

Local Service Villages 160

Other Villages 90



41

Table 9.4 Modelled Site development assumptions

Site		Units	Area		Units/ net ha	Average Unit	Total GIA	Density
			Gross ha	Net Ha				
1	Urban Extension Burton	2,500	140.00	83.00	30.12	96.88	242,200	2,918
2	Urban Extension Burton/ Uttoxeter	600	33.00	20.00	30.00	92.50	55,500	2,775
3	Urban Extension Burton	300	16.50	10.00	30.00	92.50	27,750	2,775
4	Urban Extension Uttoxeter	300	16.50	10.00	30.00	92.50	27,750	2,775
5	Urban Extension Burton	100	4.20	3.36	29.76	100.10	10,010	2,979
6	Urban Extension Uttoxeter	100	4.20	3.36	29.76	100.10	10,010	2,979
7	Large Brownfield Burton/ Uttoxeter	300	7.50	7.50	40.00	87.33	26,200	3,493
8	Large Brownfield Burton/ Uttoxeter	100	2.85	2.85	35.09	88.88	8,888	3,119
9	Smaller Windfall Burton/ Uttoxeter	30	1.10	0.86	34.88	94.83	2,845	3,308
10	Smaller Windfall Burton/ Uttoxeter	30	1.20	1.00	30.00	94.83	2,845	2,845
11	Greenfield Villages	48	2.00	1.60	30.00	87.04	4,178	2,611
12	Greenfield Villages	36	1.50	1.20	30.00	92.33	3,324	2,770
13	Greenfield Villages	12	0.40	0.40	30.00	96.67	1,160	2,900
14	Brownfield Villages	16	0.40	0.40	40.00	91.25	1,460	3,650
15	Greenfield Villages	5	0.16	0.16	31.25	103.40	517	3,231
16	Greenfield Villages	3	0.10	0.10	30.00	111.00	333	3,330
		<b>4,480</b>	<b>231.61</b>	<b>145.79</b>	<b>30.73</b>	<b>94.86</b>	<b>424,970</b>	<b>2,915</b>

42



## Standard Viability Test

### Gross Development Value

(The combined value of the complete development)

LESS

### Cost of creating the asset, including PROFIT

(Construction + fees + finance charges)

=

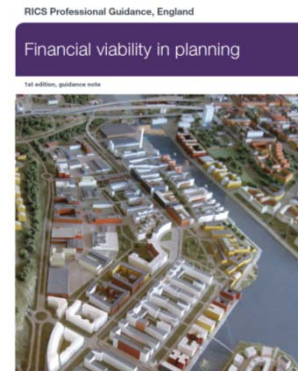
### RESIDUAL VALUE

Residual Value v Existing / Alternative Use Value



43

## Harman / RICS



rics.org/standards



## A Pragmatic Viability Test

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

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

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



## Viability Test

- **Brownfield and Urban sites**  
 Existing Use Value plus 20%
- **Greenfield and Rural**  
 Existing Use Value plus 20% plus £300,000 per ha

NOTE gross / net relationship.



## Emerging Results

- Very Draft – pre-consultation



**Table 10.1 Modelled Sites Residual Values – Base Appraisals 30% Affordable**

					Area		Units	Residual Value		£ site
					Gross ha	Net ha		Gross ha	Net ha	
Site 1	Urban Extension	Burton	Green	Agricultural	140	83	2500	127,285	214,698	17,819,923
Site 2	Urban Extension	Burton/ Uttoxeter	Green	Agricultural	33	20	600	313,421	517,144	10,342,880
Site 3	Urban Extension	Burton	Green	Agricultural	16.5	10	300	210,704	347,661	3,476,610
Site 4	Urban Extension	Uttoxeter	Green	Agricultural	16.5	10	300	275,940	455,300	4,553,004
Site 5	Urban Extension	Burton	Green	Grazing / Amenity	4.2	3.36	100	303,369	379,211	1,274,149
Site 6	Urban Extension	Uttoxeter	Green	Grazing / Amenity	4.2	3.36	100	369,575	461,969	1,552,216
Site 7	Large Brownfield	Burton/ Uttoxeter	Brown	Industrial	7.5	7.5	300	-594,629	-594,629	-4,459,718
Site 8	Large Brownfield	Burton/ Uttoxeter	Brown	Industrial	2.85	2.85	100	-294,489	-294,489	-839,294
Site 9	Smaller Windfall	Burton/ Uttoxeter	Brown	Industrial	1.1	0.86	30	-261,751	-334,798	-287,935
Site 10	Smaller Windfall	Burton/ Uttoxeter	Green	Paddock	1.2	1	30	434,942	521,930	521,930
Site 11	Greenfield	Villages	Green	Paddock	2	1.6	48	500,000	625,000	1,000,000
Site 12	Greenfield	Villages	Green	Paddock	1.5	1.2	36	485,602	607,002	728,403
Site 13	Greenfield	Villages	Green	Paddock	0.4	0.4	12	801,012	801,012	320,405
Site 14	Brownfield	Villages	Brown	Industrial	0.4	0.4	16	-71,296	-71,296	-28,518
Site 15	Greenfield	Villages	Green	Paddock	0.16	0.16	5	966,640	966,640	154,662
Site 16	Greenfield	Villages	Green	Paddock	0.1	0.1	3	-365,599	-365,599	-36,560



**Table 10.2 Base Appraisals. Residual Value compared to Viability Threshold**

			Alternative Use Value £/ha	Viability Threshold £/ha	Residual Value £/ha
Site 1	Urban Extension	Burton	25,000	330,000	127,285
Site 2	Urban Extension	Burton/ Uttoxeter	25,000	330,000	313,421
Site 3	Urban Extension	Burton	25,000	330,000	210,704
Site 4	Urban Extension	Uttoxeter	25,000	330,000	275,940
Site 5	Urban Extension	Burton	50,000	360,000	303,369
Site 6	Urban Extension	Uttoxeter	50,000	360,000	369,575
Site 7	Large Brownfield	Burton/ Uttoxeter	370,000	444,000	-594,629
Site 8	Large Brownfield	Burton/ Uttoxeter	370,000	444,000	-294,489
Site 9	Smaller Windfall	Burton/ Uttoxeter	370,000	444,000	-261,751
Site 10	Smaller Windfall	Burton/ Uttoxeter	50,000	360,000	434,942
Site 11	Greenfield	Villages	50,000	360,000	500,000
Site 12	Greenfield	Villages	50,000	360,000	485,602
Site 13	Greenfield	Villages	50,000	360,000	801,012
Site 14	Brownfield	Villages	370,000	444,000	-71,296
Site 15	Greenfield	Villages	50,000	360,000	966,640
Site 16	Greenfield	Villages	50,000	360,000	-365,599

**Appraisal Results showing Additional Profit and Approximate Residual Value - Greenfield**

		Industrial	Industrial	Office	Supermarket	Road Warehouse	Shop	Hotel
m2		1500	500	5000	4000	4000		1,620
Additional Profit	Site	-387,700	-224,880	-4,179,955	2,891,649	1,204,177		779,181
Residual Land Worth (APPROX)	£/ha	-304,300	-184,380	-3,842,455	3,757,149	1,805,677		968,681
Residual Land Worth (APPROX)	£/m2	-1,323,042	-1,843,800	-3,842,455	1,445,057	1,003,154		2,421,702
£/m2		-298	-454	-836	723	301		481

**Appraisal Results showing Additional Profit and Approximate Residual Value - Brownfield**

		Industrial	Industrial	Office	Supermarket	Road Warehouse	Shop	Hotel	Defence/Aviation	Ent P. Care
m2		1,500	500	5,000	4,000	4,000	150	1,620		4,318
Additional Profit	Site	-691,640	-317,183	-5,507,991	1,060,172	162,670	-118,736	617,397	1,035,814	-405,328
Residual Land Worth (APPROX)	£/ha	-532,540	-243,683	-4,840,491	2,783,627	1,358,170	-79,636	932,897	1,455,814	-14,672
Residual Land Worth (APPROX)	£/m2	-2,318,521	-2,436,826	-4,840,491	1,070,624	754,539	-1,743,275	576	306	4
£/m2		-461	-634	-1,102	265	41	-792	361	218	-98

## Large Sites

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

Harman Guidance – Page 23

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

CIL Guidance (34)



## Non-Residential



## So What

1. Review of policy details and wordings
2. Consider balance of CIL and developer contributions



53

## And Now?

- Comments on main assumptions
- Comments on methodology



54

## CIL?

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



55

## April 2013 CIL Guidance (8)

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



56

## Other Places

**Table 13.1 Published rates of CIL (May 2013)**

Rank		Median Price	Typical CIL	
65	Bassetlaw	123,600	27	1.94%
72	Birmingham	125,000	85	6.12%
76	Dudley	126,750	98	6.98%
78	Kettering	128,000	75	5.27%
80	Wellingborough	129,000	100	6.98%
82	Newcastle upon Tyne	130,000	35	2.40%
86	Gedling	130,000	50	3.46%
87	Peterborough UA	130,000	72	4.96%
94	East Staffordshire	134,000		
96	Northampton	135,000	50	3.33%
103	Norwich	138,000	95	6.20%
104	Newark and Sherwood	138,500	42	2.71%
105	South Ribble	139,500	70	4.52%
108	Leeds	140,000	47	3.00%
109	Waveney	140,000	77	4.93%
116	Plymouth UA	142,500	30	1.89%
124	Chadwell	145,000	70	4.82%



57

## Payment of CIL

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



58

And Now?



59





## Appendix 4 Consultation Event Notes

### **EAST STAFFORDSHIRE BOROUGH COUNCIL**

#### **LOCAL PLAN VIABILITY AND COMMUNITY INFRASTRUCTURE LEVY**

##### **Note of 1<sup>ST</sup> Workshop for Development Industry and Developer Contribution Beneficiaries – 15<sup>th</sup> August 2013., Burton Town Hall.**

In accordance with guidance in the Harman Report (“Viability Testing Local Plans” Local Housing Delivery Group, chaired by Sir John Harman, June 2012) the Council is engaging with the development industry and those who are beneficiaries of developer contributions. The Council has commissioned HDH Planning and Development to undertake two linked pieces of work:

1. An assessment of the policies in the Council’s emerging Local Plan to evaluate the general costs their provisions would add to development, with an indication of where these provisions would make a development unviable; and
2. An assessment of the effects on development viability in relation to the proposal to set a Community Infrastructure Levy (CIL) charge on different types of development.

The first workshop, held on 15<sup>th</sup> August, was an opportunity for the development professionals in the two groups invited to

(i) be aware of East Staffordshire’s intentions to prepare a CIL Charging Schedule; and

(ii) feedback on the reasonableness of the assumptions made in the first draft of viability testing.

Those invited to attend included representatives of:

- The major property developers with interests in the Borough
- House building firms with interests in the Borough
- Local estate agents
- Local and national planning and development consultants
- Registered Providers of Social Housing active in Borough
- Developer Contribution Beneficiaries: National Forest Company; Central Rivers Initiative, County Council (Estates, Education and Transportation), Sport England, Staffordshire Wildlife Trust
- Adjoining Local Planning Authorities –( including Derbyshire County Council Estates, Highways and Education)
- Internal East Staffordshire officers: Estates and Assets Manager, Recreation & Leisure and Environmental Health/Climate Change



Many of the above are already members of our SHLAA Panel.

The following attended the event:

14) Anthony Rice	Urban Designs
15) James Wilks	Uttoxeter-based Chartered Surveyor
16) Brian Egerton	Hawksmoor Property, Uttoxeter
17) Philip Hickman	Rushton Hickman, local estate and land agent
18) Neal Farmer	Derwent Living, Registered Provider of Social Housing
19) Mike Timmins	St. Modwens , national property development company with considerable interests in East Staffordshire
20) Philip Metcalfe	National Forest Company
21) Frank Smith	Salloway, local estate and land agent
22) Laura Hunt	ESBC Estates and Asset Manager
23) Nigel Simkin	Jones Lang Lasalle
24) Rupert Young	Nurton Developments
25) Steve McLoughlin	Trent and Dove Housing (Registered Provider of Social Housing)
26) John Acres	Turley Associates

Simon Drummond-Hay of HDH Planning and Development presented key points from the Regulations and guidance on the preparation of a Local Plan that facilitated development, and the principles behind setting a CIL charge that was reasonable, but also contributed to the implementation of the Local Plan. Simon then set out the methodology that had been used to undertake the two pieces of work, and highlighted the assumptions that had been made on values used in calculations of viability.

This presentation is summarised in the Powerpoint document published separately.

Comments on the assumptions were invited, and the following points were raised. In order to promote the free exchange of views at the workshop an undertaking was made that no comments would be attributed.

- *New Build House Asking Prices:* Difference between house prices is most marked between brownfield and greenfield. Local perceptions of residential site, and its value, can be very different compared to the asking price. Simon pointed out that in his calculations he had allowed for discounts (or total value of all incentives to buy) of 3-5%; occasionally 7% could be achieved. It was noted that, locally, larger discounts than this could be achieved where a purchaser was able to provide a substantial deposit. Because of the small number of new build on the market, warnings were made about the sample size. Because of relatively lower land values in the Borough compared to elsewhere [Lichfield, for instance] East Staffs was seen as a riskier place to develop new housing. Simon's chart showed prices/m<sup>2</sup> in the region of £1900-£2000 from what was on the market, but it was pointed out that values of £1700-£1800 were more likely in Uttoxeter.

- *Affordable Rent:* In comparing the rents for a 2 bed dwelling in different parts of the Borough, it was pointed out that service charges needed to be added to the LHA Cap figure. The social rent value which had been assumed as being 50% of open market value was nearer 40-42% locally.
- *Price Assumptions on Modelled Sites:* The figures £/m<sup>2</sup> for the different types of site modelled for market housing were generally considered optimistic, and on urban extension sites it all depended on the housing mix built on the site. The differential between achieved values on brownfield and greenfield sites was not big enough, with brownfield values being lower than those shown.
- *Retirement /Extracare Development:* The market was non-existent, with none in Burton, just Uttoxeter. Another view was that there were one or two, but mainly in the affordable rent/ intermediate rent market.
- *Capitalised Typical Rents for Different Types of Premises (New-Build):* Burton tends to fare lower than national average on rents on the secondhand market: this is likely to be so for new-build, too. Capitalised Rents for industrial likely to be nearer to £650/m<sup>2</sup>, rather than £1077/m<sup>2</sup>, and Rents £50/m<sup>2</sup> for large industrial, £40/m<sup>2</sup> for small industrial rather than £70/m<sup>2</sup> and £50/m<sup>2</sup> respectively.
- *Alternative Use Value:* A value as low as £5000/ha was achieved (?) for an industrial site on Wellington Road. It wasn't clear whether or not this is a typical AUV for industrial land –the discrepancy with the £370,000 industrial AUV is substantial.
- *Development Costs – s.106 component:* This was £5000/unit but for very large (urban extension) schemes this could be as much as £9k/unit. Education contributions could easily come out at £2k/unit just by themselves.
- *Market Pace:* A small builder would not be able to get a bank loan to purchase materials etc to build his next house until he had sold the previous one. 4 per year might be optimistic for small sites.
- *Modelled Site Development Assumptions:* There was debate about assumed densities for the 16 typologies. Whilst the smaller sites, especially the brownfield ones, could take a higher density, some questioned whether or not the urban extension assumed densities included the very generous open space standards ESBC demanded. A greater differential between the densities of the larger and the smaller sites might be needed, with a higher density for urban sites being necessary.
- *Viability Test:* There was no particular disagreement with the assumption that Brownfield and Urban sites required Existing Use Value plus 20% to initiate development, and EUV +20% + £300,000 for Greenfield/rural sites (the latter requiring additional compensation for the extra risk of new infrastructure, etc). It was pointed out that if the site was in employment use, the cost of re-locating the firm would need to be factored in.

GJ 26/8/13





## Appendix 5 Available Non-Residential Property

### Industrial

#### [Units B, C & D, - Harvey Court, Uttoxeter, Staffordshire](#)

Rent: 5.40 / sq ft

Size: 5008 - 15024 sq ft

**Date Updated:** 06/10/2011

#### **Description:**



#### [Design & Build Opportunity, Eastfields Road, Uttoxeter](#)

**Price:** £75,000.00 (GBP)

Size: 4854.56 sq ft

**Date Updated:** 09/05/2013

**Description:** Planning consent for industrial/warehouse building of 4,854 sq ft. Industrial estate location within Uttoxeter. Excellent access to A50 dual carriageway. For sale as a plot or as a completed building. (From Caldes Software. Property Ref: N5558. May 9 2013 10:02PM)



#### [Eastfields Road, UTTOXETER, Staffordshire](#)

Rent: £24950 - £24950 / Annum

Size: 6720 - 6720 sq ft

**Date Added:** 04/04/2013

**Description:** The property lies at the end of Eastfields Road, off Dovefields Industrial Estate about half a mile from the centre. The unit adjoins Tippers Builders Merchants and there are numerous other Trade Counter occupiers nearby including Oxhouse Country Store and Howden Joiner...



#### [Units 16/17/21, Marchington Industrial Estate, Stubby Lane, Uttoxeter](#)

Rent: £3.50

Size: 10626 - 97275 sq ft

**Date Added:** 16/03/2012

**Description:** Comprises 3 industrial/warehouse units which could be occupied as individual warehouses or as a combination to suit larger warehousing needs. Available from 10,626 sq ft or combined 97,275 sq ft.



#### [Unit 30, Marchington Industrial Estate, Stubby Lane, Uttoxeter](#)

Rent: £3.50

Size: 45000 sq ft

**Date Added:** 16/03/2012

**Description:** Comprises a refurbished industrial or warehouse unit of 45,000 sq ft. The unit benefits from an eaves height of 4.2m increasing to 4.9m in part and 7 ground level loading doors.



#### [Units 8 - 13, Marchington Industrial Estate, Uttoxeter](#)

Rent: £3.50

Size: 74828 sq ft

**Date Added:** 28/08/2011

**Description:** Units 8-13 of 74,828 sq ft are of steel frame construction with reinforced concrete floors and profile steel cladding to external walls with predominantly profile steel roof coverings.



[Units 33/36, Marchington Industrial Estate, Stubby Lane, Uttoxeter](#)

Rent: £3.50

Size: 100000 - 300000 sq ft

**Date Added:** 18/07/2013

**Description:** Comprises 3 refurbished, industrial/warehouse units, each 100,000 sq ft unit will consist of 8 bays and combined they benefit from clear working height of 4.2m increasing to 4.9m and ground level loading doors. Available from 100,000 sq ft.



[Marchington Industrial Estate, Uttoxeter, Staffordshire](#)

**Date Added:** 29/11/2012

**Description:** The estate was originally established in the 1950s as an MOD vehicle maintenance depot and has seen subsequent development over a number of years. Today it comprises a total of 100,447 sq m (1,081,214 sq ft) of industrial and office accommodation on a site area of 28.3h...



[Stubby Lane, Uttoxeter, Staffordshire](#)

**Price:** GBP

**Date Added:** 03/07/2013

**Description:** Marchington Industrial Estate offers over 1.3 million sq ft of industrial warehousing in 34 buildings ranging from 300 sq ft (28 sq m) to 645,000 sq ft (59,923 sqm).- Combination of adjacent buildings of up to 400,000 sq ft (37,160 sq m)- Steel frame construction with r...



[Unit 20, Marchington Industrial Estate, Stubby Lane, Uttoxeter](#)

Size: 5415 sq ft

**Date Added:** 30/07/2012

**Description:** Comprises a refurbished industrial and warehouse unit.

[Unit 19, Marchington Industrial Estate, Stubby Lane, Uttoxeter](#)

Size: 1764 sq ft

**Date Added:** 30/07/2012

**Description:** Comprises a refurbished industrial/warehouse unit.

[Unit 102, Marchington Industrial Estate, Stubby Lane, Uttoxeter](#)

Size: 4776 sq ft

**Date Added:** 30/07/2012

**Description:** Comprises a refurbished industrial and warehouse unit.



[Marchington Industrial Estate, Stubby Lane, Uttoxeter, Staffordshire](#)

**Price:** GBP

Rent: £3.00 - £5.35

Size: 995.00 - 762,850.00 sq ft

**Date Added:** 17/04/2013

**Description:** Mixture of unrefurbished and refurbished warehouse units available on flexible lease terms. Situated directly off the B5017 near Draycott in the Clay (15 minutes off the A38).- Warehouse/Workshop space immediately available- Short term leases from 3 months- Road commun...

[Unit 32, Marchington Industrial Estate, Stubby Lane, Uttoxeter](#)

Size: 50614 sq ft

**Date Added:** 30/07/2012

**Description:** Comprises a refurbished industrial and warehouse unit.



[D&B, Marchington Industrial Estate, Stubby Lane, Uttoxeter](#)

Size: 20000 - 193000 sq ft

**Date Added:** 05/03/2013

**Description:** The development will comprise a range of production/warehouse units up to a maximum of 193,000 sq ft. The units will benefit from eaves heights between 8 - 12m.

[Unit 105, Marchington Industrial Estate, Stubby Lane, Uttoxeter](#)

Size: 4816 sq ft

**Date Added:** 30/07/2012

**Description:** Comprises a refurbished industrial and warehouse unit.



[Units 37/38, Marchington Industrial Estate, Stubby Lane, Uttoxeter](#)

Rent: £3.50

Size: 200000 sq ft

**Date Added:** 19/03/2013

**Description:** Comprises 2 industrial/warehouse units with 8 bays and combined, they benefit from clear working height of 4.2m increasing to 4.9m in part and 16 ground level loading doors.



[Unit 104/105 Marchington Industrial Estate, Uttoxeter, Staffordshire](#)

**Price:** POA

Size: 4816 - 9633 sq ft

**Date Updated:** 09/02/2012

**Description:** Modern warehouse/industrial unit. Easy access to the A50 M1/M6 link road. Available on a new lease, flexible terms. Office and W.C. facilities.



[UNITS 152, 152A 152B FAULD INDUSTRIAL ESTATE, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** £150,000.00

Size: 3891 sq ft

**Date Added:** 10/07/2013

**Description:** Workshop, office and cafe premises forming part of the established Fauld Industrial Estate on the outskirts of Tutbury, Staffordshire. Principally constructed of brick, under steel trussed and corrugated asbestos clad roofs, with concrete forecourts and roller shutter...



[Dove Valley Park, Derby, West Midlands](#)

Size: 300000 - 500000 sq ft

**Date Added:** 16/04/2013

**Description:** Dove Valley Park is located on the A50, M1-M6 Stoke/Derby Toll Free Link Road. Detailed planning for 302,853 sq ft warehouse with flexible/docked facility with yard areas. Built to BREEAM standards. ( Agency Pilot Software Ref: 123 )

[1 Lakes Court, Lancaster Park, BURTON-ON-TRENT, Staffordshire](#)

Rent: £11,000 plus vat / Annum

Size: 2,627 sq ft

**Date Added:** 30/07/2012

**Description:**

[Unit 4, Block 5.2, Lancaster Park, Burton-On-Trent, Staffordshire](#)

**Price:** £160,000.00 (For the Freehold Interest plus VAT)

Rent: £12,500 / Annum

Size: 2,250 sq ft

**Date Added:** 27/06/2011

**Description:**





[UNIT 2 PLOT 12 LANCASTER PARK, NEWBOROUGH ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £12600.00 / Annum

Size: 2292 sq ft

**Date Added:** 05/06/2013

**Description:** Lancaster Park is a modern business park situated in a superb rural location and occupied by a variety of office and industrial business. The park is located off Newborough Road which forms part of the B5234 and is approximately 6 miles from Burton upon Trent. ( Agenc...



[UNIT 7 LANCASTER PARK, NEWBOROUGH ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** £129,950.00

Rent: £9000.00 / Annum

Size: 2400 sq ft

**Date Added:** 18/05/2013

**Description:** The unit is situated on the Lancaster Park development which comprises modern industrial business and office units. The site benefits from excellent road connections from the M1 and M6 motorways via the A38 and A50. There are rail routes north and south from Burton up...

[Units 1-3, Block 5.2, Lancaster Park, Burton-on-Trent, Staffordshire](#)

**Price:** Price On Application

Rent: 5.50 / sq ft

Size: 2266 - 6800 sq ft

**Date Updated:** 01/02/2012

**Description:**

[Compound 4, Airfield Industrial Estate, Stafford, Staffordshire](#)

Rent: £10500 / Annum

Size: 0.52 Acres

**Date Added:** 05/02/2013

**Description:**

[New Farm, Rolleston Lane, Burton-On-Trent, Staffordshire](#)

**Price:** Rental on Application

Size: 17,249 sq ft

**Date Updated:** 30/04/2012

**Description:**

[Blythe Park, Cresswell, Stoke-on-Trent, Staffordshire](#)

Rent: 0.00 - 3.00 / Annum

Size: 500 - 50000 sq ft

**Date Updated:** 10/02/2012

**Description:** Major business complex on A50 corridor. Industrial space suitable for factory/workshops, labs, warehousing, storage. Excellent provision for parking. On site security. Flexible lease terms. Smaller storage units and workshops available



[Blythe Park, Cresswell, Stoke-on-Trent, Staffordshire](#)

Rent: 0.00 - 3.00 / Annum

Size: 500 - 50000 sq ft

**Date Updated:** 18/04/2012

**Description:** Major business complex on A50 corridor. Industrial space suitable for factory/workshops, labs, warehousing, storage. Excellent provision for parking. On site security. Flexible lease terms. Smaller storage units, workshops and offices available.

[Neptune "B", Pasturefields Industrial Estate, Stafford, Staffordshire](#)

Rent: £4.10 - £TBA / sq ft

Size: 15000 sq ft

**Date Added:** 16/07/2012

**Description:**



[8, Callingwood Hall Farm, Callingwood Lane, BURTON-ON-TRENT, Staffordshire](#)

Rent: £11665 / Annum

Size: 2333 sq ft

**Date Updated:** 06/12/2012

**Description:** To Let on New Lease Office and Workshop in Converted Former Agricultural Building Approximately 216.73 sq.m / 2,333 sq.ft Suitable for a Variety of Uses Subject to Planning in a Rural Setting



[Sutherland Works, sutherland road, Newcastle-Under-Lyme, Staffordshire](#)

**Price:** £1,200,000.00

Rent: 102000.00 / Annum

Size: 33678 sq ft

**Date Updated:** 29/10/2012

**Description:** A modern unit with two-storey offices. Loading access is via 4 roller shutter doors in the end elevation. The minimum eaves height is 4 metres.

[Sutherland Road, stoke-on-trent, Staffordshire](#)

**Price:** £500,000.00

Rent: 52500.00 / Annum

Size: 13507 sq ft

**Date Updated:** 29/10/2012

**Description:** A former factory showroom/retail shop with first floor warehouse. Access is via a roller shutter door and there is a minimum eaves height of 4.5m and good parking provisions.

[Units 21, 25 & Yard 24, - Hilton Industrial Estate, Sutton Lane, Derby, Derbyshire](#)

Size: 3000 - 9000 sq ft

**Date Updated:** 06/10/2011

**Description:**

[Unit 32, Hilton Industrial Estate, Sutton Lane, Derby, Derbyshire](#)

**Price:** Rental - By Negotiation

Size: 5102 sq ft

**Date Updated:** 06/10/2011

**Description:**

[Units 1 - 5, 1-5 Trent Business Park, Power Station Road, Rugeley, Staffordshire](#)

**Price:** POA

Size: 5325 - 22371 sq ft

**Date Updated:** 29/10/2012

**Description:** • Flexible lease terms • Established industrial area • Excellent links to M6 & M6 Toll

[G Park Rugeley, Power Station Road, Rugeley, Staffordshire](#)

**Price:** POA

Rent: £POA / Annum

Size: 707,488 - 707,488 sq ft

**Date Added:** 20/06/2011

**Description:** Largest new speculative distribution warehouse in the UK on a prominent site of 40 acres and providing: "Flair" - 707,489 sq ft with 47' 0" (14.3m) clear height Cross dock facility with 88 no loading doors (80 no docks : 8 no level access). Available for immediate occup...



[1 Lowman Way \(whole\), Hilton Business Park, Derby](#)

**Price:** GBP

Size: 72550.44 - 72550.65 sq ft

**Date Updated:** 12/06/2013

**Description:** Well specified distribution unit of 72,550 sq ft completed in 2008. Warehousing 63,178 sq ft and offices/ancillary of 9,372 sq ft. Security gatehouse at the entrance to business park. Enclosed fenced site. Parking to front and yard to rear. (From Caldes Software. Proper...



[1 Lowman Way, Hilton Business Park, Derby](#)

**Price:** GBP

Size: 2082.83 - 36838.28 sq ft

**Date Updated:** 03/04/2013

**Description:** Warehousing up to 3,049 sq m (32,823 sq ft). Offices 193.5 sq m 373.0 sq m (2,083 sq ft 4,015 sq ft). Available separately or combined on a short or long term. Forming part of well specified distribution unit completed 2008. Excellent access. (From Caldes Software. Pr...



[Lowman Way, Derby, East Midlands](#)

**Price:** GBP

**Date Added:** 28/05/2013

**Description:** Modern distribution warehouse on established business park off A50 in Derbyshire- Well specified unit- 9m eaves height- 5 level access doors- Excellent access to A50/A38- Security gatehouse to business park

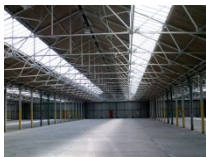


[3D, Harrison Court, Derby, East Midlands](#)

**Price:** GBP

**Date Added:** 31/05/2013

**Description:** The property comprises a modern, end terrace industrial unit with single roller shutter loading doors to the front. The property has two storey office accommodation with associated kitchen, WC and storage, with an additional storage mezzanine. Externally, the property...



[Hilton Business Park, Hilton, Derby](#)

**Price:** GBP

Size: 12500.23 - 22500.2 sq ft

**Date Updated:** 16/05/2013

**Description:** Hilton Business Park is strategically located less than 1 mile from the A50 providing direct access to the M1 motorway. The site is a St Modwen managed multi-occupied estate with on-site security presence 24/7 from a manned gatehouse. The available units are of steel fr...



[HILTON BUSINESS PARK, HILTON, DERBYSHIRE](#)

Size: 25000 - 450000 sq ft

**Date Added:** 01/10/2012

**Description:** ( Agency Pilot Software Ref: 805 )



[UNIT 21 BAYS E - H HILTON BUSINESS PARK, HILTON, DERBYSHIRE](#)

Rent: £14290.00 / Annum

Size: 12500 - 50000 sq ft

**Date Added:** 08/06/2013

**Description:** Hilton Business Park is strategically located less than one mile from the A50 (M1-M6 Link Road), approximately three miles west of its junction with the A38 at Burnaston. Burton upon Trent is approximately 6.5 miles to the south and Derby 8.5 miles to the north east. ...



[Unit 1B Hilton Business Park, Hilton, Derby](#)

**Price:** GBP

Rent: £5.25 / sq ft

Size: 5999.85 - 6000.05 sq ft

**Date Updated:** 03/05/2013

**Description:** The property forms part of development of 10 high quality business units from 3,500 - 6,000 sq ft. The property is of steel portal frame construction and the elevations provide a combination of brick and profile metal cladding. The warehouse is accessed via a single lev...



[UNIT 2A/B HILTON BUSINESS PARK, THE MEASE, HILTON, DERBYSHIRE](#)

Rent: £58400.00 / Annum

Size: 8127 sq ft

**Date Added:** 22/03/2013

**Description:** These modern industrial premises form part of a semi-detached block and have the benefit of a dedicated and secure concrete surfaced rear yard. The premises form part of the development of Plot 2 on Hilton Business Park which is the site of a former Ministry of Defenc...



[Hadleigh Park, Stoke on Trent, Staffordshire](#)

Size: 5000 - 25000 sq ft

**Date Updated:** 04/06/2013

**Description:** The units available comprise of a selection of industrial / warehouse units of brick and clad elevations under a pitched clad roofs. A variety of specifications are available to include offices, eaves height of 5 - 7m, roller shutter access and yard areas. Further detail...

[171A Calais Road, Burton-On-Trent, Staffordshire](#)

**Price:** £450,000.00 (Offers invited in the region of)

Size: 718 sq ft

**Date Updated:** 20/02/2012

**Description:**



[Trusley Brook Workshop, Trusley Brook, Trusley, Derbyshire](#)

Rent: £13500.00 / Annum

Size: 4285 sq ft

**Date Added:** 24/01/2013

**Description:** To Let - Rent £13,500 per annum exclusive Comprising two buildings providing a total of approximately 398.32m<sup>2</sup> (4,285 sq ft). Internet connection available. Available as a whole or division will be considered. Attractive rural location, but within close proximity ...

[Rolleston Road/Horninglow Road North, Burton on Trent, Staffordshire](#)

**Price:** £500,000.00

Size: 19224 sq ft

**Date Updated:** 06/10/2011

**Description:**



[Callister Way, Burton-on-Trent, Staffordshire](#)

**Price:** Price on Application

Size: 51355 sq ft

**Date Updated:** 18/07/2013

**Description:** A high quality distribution/industrial unit with two storey integral high quality office space.



[Centrum 415, Centrum West Logistics Park, Burton Upon Trent](#)

Rent: £5.75

Size: 415000 sq ft

**Date Added:** 05/04/2013

**Description:** Comprises a cross dock warehouse on a site of 24.5 acres.



[Centrum 415, Centrum Logistics Park, Centrum West, Burton on Trent, Staffordshire](#)

Size: 415000 sq ft

**Date Added:** 07/02/2013

**Description:** Detailed consent for a 415,000 sq ft B8 industrial / distribution facility. ( Agency Pilot Software Ref: 6460 )



[Unit 4 Arcadia Business Park, Wheelhouse Road, RUGELEY, Staffordshire](#)

Rent: £12,600 / Annum

Size: 2,800 sq ft

**Date Added:** 17/07/2013

**Description:** Total area approximately 2,800sqft, 19ft 6ins eaves height, integral office accommodation, fenced communal yard area. There are 4 designated car parking spaces.

[Towers Business Park, Wheelhouse Road, Rugeley, Staffordshire](#)

**Price:** POA

Size: 17180 - 68000 sq ft

**Date Updated:** 29/10/2012

**Description:** The site comprises approx 4 acres with 2 planning consents in place. Option 1 - A distribution warehouse of 68,000 sq.ft with 2-storey offices and large yard. Option 2 - Trade counter/builders merchants of 17,180 sq.ft. 4 acres of land also available



[Canal View Business Park, Rugeley, Staffordshire](#)

Rent: 12,000 - 25,000 / Annum

Size: 2572 - 5,460 sq ft

**Date Updated:** 28/06/2013

**Description:** Canal View Business Park is a modern development, comprising of two terraces, being of brick and block work to a height of approx 8ft (2.4m) with profile metal cladding above. The roof incorporates 10% translucent light panels and is insulated. There are two units of 2,...



[REFORMATION HOUSE, SECOND AVENUE, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £140000.00 / Annum

Size: 3444 - 40664 sq ft

**Date Added:** 12/03/2013

**Description:** Reformation House is a detached, self contained complex incorporating showroom, offices, manufacturing and warehousing situated on Burton upon Trent's premier business park of Centrum 100. The premises are on Second Avenue which is centrally located within the busines...



[REFORMATION HOUSE SECOND AVENUE, CENTRUM 100, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £25000.00

Size: 6694 sq ft

**Date Added:** 12/03/2013

**Description:** Reformation House is a detached, self contained complex incorporating showroom, offices, manufacturing and warehousing situated on Burton upon Trent's premier business park of Centrum 100. The premises are on Second Avenue which is centrally located within the busines...



[Commonside Farm, Derby, Derbyshire](#)

**Price:** £595,000.00

Size: 11.0000 Acres

**Date Updated:** 09/02/2012

**Description:** Farmhouse, out buildings and paddock c.11 acres (4.45ha)



[UNIT 2 STEEL FABRS INDUSTRIAL ESTATE, VICTORIA CRESCENT, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £10380.00 / Annum

Size: 2565 sq ft

**Date Added:** 16/07/2013

**Description:** The unit is situated on the Steel Fabs Industrial Estate in Victoria Crescent in Burton upon Trent in an area of mixed commercial and residential occupiers. The unit forms the end of a terrace of units and is prominently situated at the front of the estate immediatel...



[UNIT 8 STEEL FABRS INDUSTRIAL ESTATE, VICTORIA CRESCENT, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £10675.00 / Annum

Size: 6100 sq ft

**Date Added:** 05/06/2013

**Description:** The unit is situated on the Steel Fabs Industrial Estate in Victoria Crescent in Burton upon Trent in an area of mixed commercial and residential occupiers. The unit forms part of a terrace of brick-built units. ( Agency Pilot Software Ref: 928 )



[UNIT 6 STEEL FABRS INDUSTRIAL ESTATE, VICTORIA CRESCENT, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £7200.00 / Annum

Size: 2000 sq ft

**Date Added:** 24/01/2013

**Description:** The recently refurbished premises are situated on the Steel Fabs industrial Estate on Victoria Crescent, in Burton upon Trent. The estate is situated less than four hundred yards from the junction of Victoria Crescent and Horninglow Road (A511). Burton upon Trent town...



[First Point, Burton-On-Trent](#)

**Date Added:** 29/11/2012

**Description:** First Point is located within the established Centrum 100 Business Park on the A38. Specification includes: 12m clear eaves height 18 dock level loading doors 2 level access loading doors 50m yard depth Floor loading of 50kN/m Power of 850 kVA Office accommodation...

[100-105 Victoria Crescent, Burton-on-Trent, Staffordshire](#)

Rent: 1.50 / sq ft

Size: 36825 sq ft

**Date Updated:** 25/07/2012

**Description:**



[152/153 THORNLEY STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** £150,000.00

Size: 1423 sq ft

**Date Added:** 23/01/2013

**Description:** The premises comprise a prominent corner end of terrace property planned upon two floors, constructed of solid brick walls under pitched slate clad roofs, situated on the corner of Thornley Street and Hunter Street. ( Agency Pilot Software Ref: 792 )



[Unit S Beacon Business Park, Weston Road, Stafford](#)

Rent: £3.00 / sq ft

Size: 3850 sq ft

**Date Added:** 01/05/2013

**Description:** \* 3.8m eaves \* Single ground level loading doors \* Fluorescent Lighting \* Flexible basis industrial warehouse accommodation \* Large electric power supply ( Agency Pilot Software Ref: 8824 )



[Unit R Beacon Business Park, Weston Road, Stafford](#)

Rent: £3.00 / sq ft

Size: 3850 sq ft

**Date Added:** 01/05/2013

**Description:** \* 3.8m eaves \* Single ground level loading doors \* Fluorescent Lighting \* Flexible basis industrial warehouse accommodation \* Large electric power supply ( Agency Pilot Software Ref: 8823 )

[UNIT 2, 115 BYRKLEY STREET, BURTON ON TRENT, Staffordshire](#)

Rent: £4800 / Annum

Size: 1466 sq ft

**Date Added:** 12/11/2011

**Description:**



[The Old Workshop, Blakenhall Park, Bar Lane, BURTON-ON-TRENT, Staffordshire](#)

Size: 997 - 997 sq ft

**Date Updated:** 25/03/2013



**Description:** A self-contained storage unit with integral modern office accommodation. The storage area is insulated, has a height to eaves of approximately 4.5m (14'9") and is complete with a concrete floor, overhead fluorescent lighting and an electrically operated roller shutter ...



[Wellington Road, Burton-On-Trent](#)

**Date Added:** 29/11/2012

**Description:** The site extends to approximately 3.57 acres (1.4 hectares) incorporating a 35,494 sq ft (3,297.47 sq m) warehouse and a 5,050 sq ft (469.15 sq m) open sided store. The remaining site area has been used for car parking, circulation and yard areas. The site is located f...

[Unit one, 115 Byrkley Street, Burton-On-Trent, Staffordshire](#)

Rent: £4500 / Annum

Size: 1200 sq ft

**Date Added:** 13/02/2012

**Description:**



[UNIT 4, PHASE 2 STRETTON BUSINESS PARK, BRUNEL DRIVE, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £49600.00 / Annum

Size: 10454 sq ft

**Date Added:** 23/01/2013

**Description:** Unit 4 is at the end of a terrace of units which comprise part of Phase 2 of the Stretton Business Park development and situated off Brunel Drive in Stretton, two miles from the town centre of Burton upon Trent and half a mile from the A38 Claymills junction, giving exc...



[G Park Stoke, Stoke-On-Trent](#)

Size: 100000.00 - 462000.00 sq ft

**Date Added:** 29/11/2012

**Description:** 21 acres for distribution/industrial Build to Suit opportunities. proximity to the A50 which in turn provides excellent links to Junction 15 of the M6 and Junction 24 of the M1. G Park Stoke extends to 21 acres of development land which is suitable for B1, B2 and B...



[G.Park, Meir Park, Stoke On Trent](#)

Size: 100000 - 458428 sq ft

**Date Added:** 05/04/2013

**Description:** The site benefits from close proximity to the A50 on the south eastern fringes of Stoke on Trent which in turn provides excellent dual carriageway links to Junction 15 of the M6 to the west and Junction 24 of the M1 to the east. G Park Stoke extends to 25 acres of devel...



[UNIT 4 NICOLSON WAY, WELLINGTON ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £10750.00 / Annum

Size: 1950 sq ft

**Date Added:** 17/04/2013

**Description:** The unit forms part of four modern industrial warehouse units constructed approximately 3 years ago on Nicolson Way close to its junction with Wellington Road. The A38 trunk road and the town centre of Burton upon Trent are both approximately half a mile from the subje...

[Retail Showroom, Light Industrial & Warehouse, 313 Goodman Street, BURTON-ON-TRENT, Staffordshire](#)

Rent: £Offers are Invited / Annum

Size: 3,693 sq ft  
**Date Added:** 17/04/2012  
**Description:**



[138 DERBY STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** £650,000.00

Size: 26509 sq ft

**Date Added:** 07/02/2013

**Description:** This substantial property fronts both Derby Street, close to its junction with Horninglow Road which comprises a three storey building with substantial secure car park and outside storage area, and Dallow Street comprising a single storey high bay workshop. ( Agency Pi...



[132 DERBY STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £22000.00 / Annum

Size: 3099 sq ft

**Date Added:** 24/01/2013

**Description:** The property occupies a prominent position off Derby Street in Burton upon Trent. Derby Street forms one of the main arterial routes into Burton upon Trent town centre which is less than half a mile away. The property comprises ground and first floor offices with re...



[BAY A IMEX BUSINESS PARK, SHOBNALL ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £27300.00 / Annum

Size: 14000 sq ft

**Date Added:** 10/07/2013

**Description:** Bay A forms part of a block known as the "Full Stores" and is situated at the rear of the Imex Business Park. It has access from both Curzon Street and Shobnall Road.

Imex Business Park is situated close to the town centre of Burton upon Trent and less than 2 miles ...



[IMEX BUSINESS PARK, SHOBNALL ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

Size: 850 - 14000 sq ft

**Date Added:** 25/01/2013

**Description:** The premises comprise a quality refurbishment of the former Allied Breweries Bottling Plant to provide a development of 190,000 sq ft of Office / Business and Industrial / Workshop / Storage accommodation. The development has been completed to a high standard with attr...



[Unit 3, Burton Business Park, Hawkins Lane, Burton On Trent, Staffordshire](#)

**Price:** POA

Size: 22000 sq ft

**Date Updated:** 07/02/2012

**Description:** New mixed use Development, Design and Build opportunities with units ranging from 20,000sq ft to up to 180,000sq ft. B1, B2, B8 and Trade counter services. ( Agency Pilot Ref: 6106 )



[Unit 2, Burton Business Park, Hawkins Lane, Burton On Trent, Staffordshire](#)

**Price:** POA

Size: 44000 sq ft

**Date Updated:** 07/02/2012

**Description:** New mixed use Development, Design and Build opportunities with units ranging from 20,000sq ft to up to 180,000sq ft. B1, B2, B8 and Trade counter services. ( Agency Pilot Ref: 6105 )

[Unit 1, Burton Business Park, Hawkins Lane, Burton On Trent, Staffordshire](#)

**Price:** POA

Size: 102000 sq ft

**Date Updated:** 07/02/2012

**Description:** New mixed use Development, Design and Build opportunities with units ranging from 20,000sq ft to up to 180,000sq ft. B1, B2, B8 and Trade counter services. ( Agency Pilot Ref: 6102 )

[The Duke, Wellington Road, BURTON-ON-TRENT, Staffordshire](#)

Rent: £4.75 / sq ft

Size: 302,693 sq ft

**Date Added:** 07/11/2012

**Description:** New distribution unit of 302,693 sq ft with 12m clear height and 28 no loading doors (24 no docks : 4 no level access). Close proximity to the A38 and Motorway network. Available leasehold and freehold.



[COOPER BUSINESS PARK, DERBY ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £4.95 / sq ft

Size: 2970 - 8890 sq ft

**Date Added:** 23/03/2013

**Description:** Modern, industrial warehouse and showroom premises with frontage to Derby Road approx. one mile from the town centre of Burton upon Trent. Derby Road forms one of the main arterial routes into Burton upon Trent. The building is divided into three industrial/warehouse ...



[Former Dairy Crest Eton Park Industrial Estate, 90 Derby Road, Burton-on-trent, Staffordshire](#)

Size: 8145 sq ft

**Date Added:** 10/07/2013

**Description:** The unit comprises an 8,145 sq ft warehouse incorporating 344 sq ft of office accommodation. The unit benefits from 3 level access loading doors and a secure yard area. The eaves height is 4.2m and internally the warehouse also provides a vehicle ramp with direct access...

[Warehouse with Trade Counter & Showroom, Derby Road, BURTON-ON-TRENT, Staffordshire](#)

Rent: £60,000 plus vat / Annum

Size: 15,216 inc mezzanine stores & F/F Offices sq ft

**Date Added:** 01/05/2012

**Description:**

[Unit 1B, Ryknild Trading Estate, Burton-On-Trent, Staffordshire](#)

Rent: £25,000 plus vat per / Annum

Size: 9,750 sq ft

**Date Added:** 08/02/2012

**Description:**



[UNIT 1 MOSLEY BUSINESS PARK, MOSLEY STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £7950.00

Size: 1500 sq ft

**Date Added:** 16/04/2013

**Description:** The units are situated on the Mosley Business Park, off Mosley Street, which is a small development of modern industrial units. Burton upon Trent town centre is less than one mile from the business park and good access to the A38 is offered via Wellington Road ( Agency...

[Units 3 & 4, Geo Hodges & Son Ltd, 82 Horninglow Street, BURTON-ON-TRENT, Staffordshire](#)

Rent: £12,000 per annum inc. business rates but exc of other outgoings / Annum

Size: 2,007 sq ft

**Date Added:** 24/04/2012

**Description:**



[Crown Maltings, Anglesey Road, Burton-On-Trent](#)

**Price:** GBP

Rent: £1.2 / sq ft

Size: 85001.16 sq ft

**Date Added:** 01/02/2013



**Description:** Industrial/warehouse property. 85,000 sq ft (7,896.5 sq m). Easy access to A38 dual carriageway. New flexible term lease. MAY SELL (From Caldes Software. Property Ref: N2513. Feb 1 2013 8:08PM)

[Unit 7, Crown Industrial Estate, BURTON-ON-TRENT, Staffordshire](#)

Rent: £30,000 plus vat / Annum

Size: 7,388 sq ft

**Date Added:** 10/05/2012

**Description:**



[BAYS A AND B ANGLESEY HOUSE, ANGLESEY ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £120000.00 / Annum

Size: 20000 - 80000 sq ft

**Date Added:** 24/01/2013

**Description:** The warehouse forms part of Anglesey House, which is premises formerly occupied by Pippa Dee in Anglesey Road, in Burton upon Trent. The property is close to the junction of Anglesey Road and Evershed Way/Shobnall Road and the A38 trunk road is less than one mile away. ...

[Unit 13, Geo. Hodges & Son Ltd, Horninglow Street, Burton-On-Trent, Staffordshire](#)

Rent: 4600.00 / Annum

Size: 702 sq ft

**Date Updated:** 06/10/2011

**Description:**

[Unit 13, Geo. Hodges & Son Ltd, Horninglow Street, Burton-On-Trent, Staffordshire](#)

Rent: 4600.00 / Annum

Size: 702 sq ft

**Date Updated:** 06/10/2011

**Description:**

[Units 5-6, 82 Geo. Hodges & Son Ltd, Horninglow Street, Burton-on-Trent, Staffordshire](#)

Rent: £12,000 / Annum

Size: 1941 sq ft

**Date Updated:** 06/10/2011

**Description:**

[Unit 7/8, Falcon Close, Burton-On-Trent, Staffordshire](#)

Rent: £26,000 / Annum

Size: 4,534 sq ft

**Date Added:** 16/02/2011

**Description:**



[ANGLESEY HOUSE, ANGLESEY ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** £1,500,000.00

Size: 126321 sq ft

**Date Added:** 16/07/2013

**Description:** ( Agency Pilot Software Ref: 941 )



[Anglesey House](#)

**Price:** £1,500,000.00

Size: 126,321 sq ft

**Date Updated:** 18/06/2013

**Description:** The premises appear to have been constructed in the late 1960's or early 1970's and comprise a three storey office block to the front with 4 bays of warehousing to the rear. The three storey offices comprise a generally cellular environment with ancillary WC and kitchen...

## Offices



[Uttoxeter Business Centre, Town Meadow, Uttoxeter, Staffordshire](#)

**Price:** POA

Size: 160 - 420 sq ft

**Date Updated:** 09/02/2012

**Description:** New flexible office accommodation designed for new and small business expansion. The Centre has been developed by Staffordshire County Council in partnership with Advantage West Midlands. The concept is to provide quality, flexible accommodation for start-up and existin...

[Units F6-F8 & F11-F12, The Lion Buildings, Market Place, Uttoxeter, Staffordshire](#)

Rent: £6,500 / Annum

Size: 473 sq ft

**Date Updated:** 06/10/2011

**Description:**

[Units G4 & G5, 8 The Lion Buildings, Market Place, Uttoxeter, Staffordshire](#)

Rent: £10,000 / Annum

Size: 523 - 523 sq ft

**Date Updated:** 06/10/2011

**Description:**



[53-55 The Annex, Leighton House, Balance Street, UTTOXETER, Staffordshire](#)

Size: 1463 - 1463 sq ft

**Date Added:** 07/10/2012

**Description:** The Annex, Leighton House, is located on Balance Street a short distance from Uttoxeter Town Centre. The property provides, in the majority, ground floor accommodation incorporating reception, offices, kitchen and w.c. facilities and storage room facility. There are fi...



[TOMLINSON BUSINESS PARK, DERBYSHIRE](#)

**Price:** £150.00 (POA)

Rent: £13.50 / sq ft

Size: 2077 - 10072 sq ft

**Date Added:** 01/10/2012

**Description:** Tomlinson Business Park offers an unrivalled position on the A50 near the M1, M6 and Stoke/Derby link road ideally situated to serve office requirements for Burton on Trent, Derby and Uttoxeter. Centrally located, the position offers ease of access to Stoke on Trent, N...



[Unit 2 Upper Linbrook Farm, Burton-on-Trent, Staffordshire](#)

**Price:** £11,997.00

Rent: £11997

Size: 1511 sq ft

**Date Updated:** 18/07/2013

**Description:** The property comprises an attractive office building of traditional brick and tile construction and enjoys rural views with double glazed timber framed casement windows and solid wooden doors. Unit 2 is a single storey building extending to approximately 140.4 sq m (1,...



[Unit 2, Kingstanding, Burton-On-Trent, Staffordshire](#)

**Price:** £11,997.00

Rent: £11997

Size: 1511 sq ft

**Date Updated:** 18/07/2013

**Description:** Unit 2, Upper Linbrook extends to approximately 140.4 sqm (1,511 sq ft), is single storey and comprises two self contained office areas, an entrance hall, kitchen and WC facility. The building is of traditional brick and tile construction and enjoys rural views with do...

[The Grange Farm, Belmot Road, Burton-on-Trent, Staffordshire](#)

**Price:** POA  
**Size:** 420 - 2541 sq ft  
**Date Added:** 06/10/2011  
**Description:**

[Regent House, 34B High Street, BURTON-ON-TRENT, Staffordshire](#)

**Rent:** £5,500 Exc. of all outgoings, plus vat / Annum  
**Size:** 393 sq ft  
**Date Added:** 19/04/2012  
**Description:**

[Blythe Park, Cresswell, Stoke-on-Trent, Staffordshire](#)

**Rent:** 0.00 - 3.00 / Annum  
**Size:** 500 - 50000 sq ft  
**Date Updated:** 10/02/2012  
**Description:** Major business complex on A50 corridor. Industrial space suitable for factory/workshops, labs, warehousing, storage. Excellent provision for parking. On site security. Flexible lease terms. Smaller storage units and workshops available



[Blythe Park, Cresswell, Stoke-on-Trent, Staffordshire](#)

**Rent:** 0.00 - 3.00 / Annum  
**Size:** 500 - 50000 sq ft  
**Date Updated:** 18/04/2012  
**Description:** Major business complex on A50 corridor. Industrial space suitable for factory/workshops, labs, warehousing, storage. Excellent provision for parking. On site security. Flexible lease terms. Smaller storage units, workshops and offices available.



[62 Foresters Arms, Wood Lane, BURTON-ON-TRENT, Staffordshire](#)

**Price:** £310,000.00  
**Size:** 2,500 sq ft  
**Date Updated:** 10/06/2013  
**Description:** A detached two storey licensed property located in the Staffordshire village of Yoxall. Prominent corner position fronting the A515 on the edge of the village. Atmospheric trading areas which have recently had investment and refurbishment. Plot size of circa 0.462 acres...

[Unit 8, Callingwood Offices, Callingwood Lane, Burton-On-Trent, Staffordshire](#)

**Rent:** £11165 - £11165 / Annum  
**Size:** 2333 - 2333 sq ft  
**Date Added:** 09/01/2012  
**Description:**



[Former Council Offices, Compton Street, Ashbourne, Derbyshire](#)

**Price:** £250,000.00  
**Rent:** 25000.00 / Annum  
**Size:** 2968 sq ft  
**Date Updated:** 07/05/2013  
**Description:** The premises occupies a prominent position at the corner of Compton Street and King Edward Street in Ashbourne. The premises comprises the former council offices with accommodation over basement, ground, first and second floors.



[34 St Johns Street, Ashbourne](#)

**Price:** GBP  
**Rent:** £6.06 / sq ft  
**Size:** 1486.51 sq ft  
**Date Added:** 01/02/2013  
**Description:** Self-contained first and second floor offices with NIA of 1,486 sq ft. Positioned in a prominent location in the centre of the popular Derbyshire market town of Ashbourne. Rental offers in the region of 9,000 pax. Available on flexible terms. (From Caldes Software. Prop...



[1 Oxford Court, Brackley, Northamptonshire](#)

**Price:** £125,000.00  
**Rent:** £9,500 / Annum  
**Size:** 874 sq ft  
**Date Updated:** 10/01/2013

**Description:** Offices with Parking for sale or to let.EPC=C

[1 Lowman Way, Hilton Business Park, Derby](#)

**Price:** GBP

Size: 2082.83 - 36838.28 sq ft

**Date Updated:** 03/04/2013

**Description:** Warehousing up to 3,049 sq m (32,823 sq ft). Offices 193.5 sq m 373.0 sq m (2,083 sq ft 4,015 sq ft). Available separately or combined on a short or long term. Forming part of well specified distribution unit completed 2008. Excellent access. (From Caldes Software. Pr...



[1 Brook Square, Rugeley](#)

**Price:** GBP

Rent: £4287 / Annum

Size: 1429.46 sq ft

**Date Updated:** 23/04/2013

**Description:** Rugeley is located in the county of Staffordshire, approximately 8 miles north west of Lichfield, 7 miles north east of Cannock and 27 miles north of Birmingham City Centre. The property is situated in the pedestrianised Brook Square, the retailing centre of Rugeley Tow...



[2-4 Lichfield Street, RUGELEY, Staffordshire](#)

Rent: £9500 / Annum

Size: 895 sq ft

**Date Updated:** 06/12/2012

**Description:** Ground Floor Town Centre Offices / Potential Consulting Rooms To Let on New Lease Gas Radiator Central Heating & Hot Water System Suitable for a Variety of Uses Subject to Planning On Site Car Parking Approximately 83.20 sq.m / 895 sq.ft



[St Joseph's House, Lichfield Street, Rugeley, Staffordshire](#)

**Price:** £310,000.00

Size: 2,587 sq ft

**Date Added:** 15/12/2010

**Description:** The property comprises a modern brick and pitched tiled building on ground, first and second floor level with designated car parking for 7 vehicles as well as additional communal car parking fronting Lichfield Street. The ground floor are purpose built offices to includ...

[Rolleston Road/Horninglow Road North, Burton on Trent, Staffordshire](#)

**Price:** £500,000.00

Size: 19224 sq ft

**Date Updated:** 06/10/2011

**Description:**

[Ground Floor, Gretton House, Waterside Court, Burton-on-Trent, Staffordshire](#)

**Price:** Rental on Application

Size: 237 sq ft

**Date Updated:** 06/10/2011

**Description:**

[Unit 10, Barberry Court, BURTON-ON-TRENT, Staffordshire](#)

**Price:** On Application

Rent: £Rental Offers Invited / Annum

Size: 3,030 sq ft

**Date Added:** 21/06/2012

**Description:**

[- Studio Office Building II & III, Waterside Court, Burton-on-Trent, Staffordshire](#)

**Price:** Rental on Application

Size: 320 sq ft

**Date Updated:** 06/10/2011

**Description:**

[Units 10 & 11, Studio Office Building I, Third Avenue, Burton-on-Trent, Staffordshire](#)

**Price:** Rental on Application

Size: 320 sq ft

**Date Updated:** 06/10/2011

**Description:**

[Ground Floor, Gibraltar House, Crown Square, BURTON-ON-TRENT, Staffordshire](#)

Rent: £34,000 plus vat / Annum

Size: 2,828 sq ft

**Date Added:** 21/06/2012

**Description:**

[First Avenue, Burton-On-Trent, Staffordshire](#)

Rent: £20,000 / Annum

Size: 1,864 sq ft

**Date Added:** 12/10/2011

**Description:**

[Laurus House, First Avenue, Burton-on-Trent, Staffordshire](#)

**Price:** POA

Size: 100 - 1807 sq ft

**Date Added:** 06/10/2011

**Description:**

[Centrum One Hundred, Burton-on-Trent, Staffordshire](#)

**Price:** Price on Application

Size: 213281 sq ft

**Date Updated:** 18/07/2013

**Description:** First Point is located within the established Centrum 100 Business Park, an attractive working environment providing a variety of commercial property including industrial, warehouse, offices and retail. There are a range of staff amenities available within walking dist...



[FARADAY COURT CENTRUM 100, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** £79.50

Rent: £7.00 / sq ft

Size: 1607 - 4961 sq ft

**Date Added:** 23/05/2013

**Description:** Faraday Court is a high specification office development in an excellent location on Burton's premier business park, Centrum 100, and only one mile from Burton upon Trent town centre. The development is adjacent to the A38 at Branston which affords access via the A50 t...

[100-105 Victoria Crescent, Burton-on-Trent, Staffordshire](#)

Rent: 1.50 / sq ft

Size: 36825 sq ft

**Date Updated:** 25/07/2012

[CENTRUM GATE, PARKWAY, BURTON UPON TRENT, STAFFORDSHIRE](#)

Size: 10000 - 100000 sq ft

**Date Added:** 01/10/2012

**Description:** Centrum Gate is located on Centrum East, Centrum 100, Burton upon Trent which is Burton's premier business park. The A38 trunk road is less than half a mile from the site. A site suitable for headquarter office buildings from 10,000 sq ft (929 sq m) to 50,000 sq ft (4,...



[MILLENNIUM COURT FIRST AVENUE, CENTRUM 100, STAFFORDSHIRE](#)

Rent: £72684.00 / Annum

Size: 3278 sq ft

**Date Added:** 23/01/2013

**Description:** The suite forms part of a prominent landmark building at the entrance to Burton upon Trent on Centrum 100 adjacent to the A38 junction. This modern office building with two other occupiers is planned upon three floors and constructed with steel frame brick and glazed c...

[Ground Floor, Laurus House, First Avenue, Burton-on-Trent, Staffordshire](#)

Rent: £12.00 / sq ft

Size: 500 - 1,500 sq ft

**Date Updated:** 06/10/2011

**Description:**



[7 ST PAULS SQUARE, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** £200,000.00

Size: 1269 sq ft

**Date Added:** 17/06/2013

**Description:** The premises are conveniently located in an established office area close to the Town Hall. In addition to the dedicated car park there is on street parking nearby. The premises offer the opportunity to acquire freehold accommodation in a pleasant environment with on ...



[7 ST PAULS SQUARE, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £12500.00 / Annum

Size: 1269 sq ft

**Date Added:** 25/01/2013

**Description:** The premises are conveniently located in an established office area close to the Town Hall. In addition to the dedicated car park there is on street parking nearby. The premises offer the opportunity to acquire leasehold accommodation in a pleasant environment with on...

[21 Main Street, BURTON-ON-TRENT, Staffordshire](#)

Rent: £3,600 to inc Utilities & Rates / Annum

Size: 153 sq ft

**Date Added:** 01/08/2012

**Description:**



[SUITE 2 WOODGATE STABLES, CRAWLEY LANE, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £5500.00 / Annum

Size: 618 sq ft

**Date Added:** 20/06/2013

**Description:** This ground floor office suite forms part of the attractive high quality barn conversions at Woodgate Stables, Kings Bromley. There is a large shared car park available as part of the development. ( Agency Pilot Software Ref: 900 )

[Land at Wellington Road, Burton On Trent, Staffordshire](#)

**Price:** GBP

**Date Added:** 05/09/2012

**Description:** Office development opportunity on an established mixed use development situated on a main arterial route into Burton Upon Trent.- Flexible layout and specification to suit individual occupier requirements- Prominent location with direct access to the A38.- Freehold or l...

[Ground & First Floor, Burton Enterprise Centre, Waterloo Street, Burton-On-Trent, Staffordshire](#)

**Price:** Rental on Application

Size: 183 - 348 sq ft

**Date Updated:** 15/05/2012

**Description:**



[CURZON STREET BUSINESS PARK, CURZON STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** POA

Size: 170 - 189 sq ft

**Date Added:** 24/01/2013

**Description:** The office premises form part of Curzon Street Business Park and are principally contained within Curzon House with an adjacent detached block, again with highway frontage and separate access on the opposite side of the car park. The development is located on the edge ...



[Curzon Street, Burton Upon Trent](#)

**Price:** POA

Rent: 45.00 - 75.00 / sq ft

Size: 220 - 9200

**Date Updated:** 19/04/2013

**Description:** This centre offers office accommodation and light storage units facilities. This accommodation is accessed via an entrance lobby in which there is a discreet security call system. The rent is fully inclusive except for business rates and telephone lines. There is ample ...



[78 DERBY STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** POA

Size: 184 - 447 sq ft

**Date Added:** 24/01/2013



**Description:** The accommodation is within office premises in Derby Street in Burton upon Trent. Derby Street forms one of the main arterial routes into Burton upon Trent town centre which is less than half a mile away. The premises therefore occupy a prominent and convenient position...

[First Floor, \(Leavesley Container Services\), Lichfield Road, Burton-on-Trent, Staffordshire](#)

**Price:** POA

**Size:** 979 sq ft

**Date Added:** 06/10/2011

**Description:**



[360 HOUSE OFFICE 9, PLOT 1 LANCASTER PARK, NEWBOROUGH ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Rent:** £8750.00 / Annum

**Size:** 1350 sq ft

**Date Added:** 16/07/2013

**Description:** The office property is located on the Lancaster Park development which comprises a mixture of modern industrial/warehouse, business and office units. The site benefits from excellent road communications from the M1 and M6 motorways via the A38 and A50. There are rail...



[SUITES 1-13 INCLUSIVE IMEX BUSINESS PARK, SHOBNALL ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Size:** 2500 - 14255 sq ft

**Date Added:** 16/07/2013

**Description:** These office suites are situated on the ground floor at the front of Imex Business Park on Shobnall Road in Burton upon Trent. Each has its own front door affording dedicated access. The suites are available individually or combined. Imex Business Park is situated c...



[IMEX BUSINESS PARK, SHOBNALL ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** POA

**Size:** 145 - 4500 sq ft

**Date Added:** 01/06/2013

**Description:** The premises comprise a quality refurbishment of the former Allied Breweries Bottling Plant to provide a development of 190,000 sq ft of Office / Business and Industrial / Workshop / Storage accommodation. The development has been completed to a high standard with attr...



[SUITE 21 IMEX BUSINESS PARK, SHOBNALL ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Rent:** £38250.00

**Size:** 4500 sq ft

**Date Added:** 24/01/2013

**Description:** The Suite is situated within the Imex Business Park development, conveniently located at the centre of the building, immediately adjacent to one of the lifts. ( Agency Pilot Software Ref: 145 )



[Beaconside, Stafford](#)

**Price:** POA

**Size:** 270 - 9700

**Date Updated:** 19/04/2013

**Description:** This modern office space located within a popular business park offering office suites of 90 sq ft to 430 sq ft, 600 sq ft to 700 sq ft, 1,000 sq ft to 1,600 sq ft and one unit of 2,615 sq ft. Office suites are available on a "semi-serviced" basis with a number of facil...



[36, DERBY ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £10500.00 - £24950.00 / Annum

Size: 6174 sq ft

**Date Added:** 10/07/2013

**Description:** The premises comprise two-storey office accommodation with ancillary accommodation in addition to stores and workshops to the rear. There is car parking available to the front and side of the premises. The property is prominently situated with frontage to Derby Road w...



[Unit I, Priestley Court, Stafford, Staffordshire](#)

**Price:** £325,000.00 (Offers in excess of)

Size: 5,089 sq ft

**Date Updated:** 11/06/2012

**Description:** Modern office accommodation providing the following specification:-Open Plan and cellular office accommodationRaised access floorsDouble glazed windowsSuspended ceilings incorporating Cat. II lighting22 on-site car parking spaces



[Suite 2, Opus House, Gillette Close, STAFFORD, Staffordshire](#)

Rent: £15000 / Annum

Size: 1498 sq ft

**Date Updated:** 06/12/2012

**Description:** Quality Office Premises To Let On New LeaseRecognised Business Park LocationExcellent Specification140.40 sq.m / 1,498 sq.ftGas Fired Central HeatingOn Site Car Parking



[Unit J, Dyson Court, STAFFORD, Staffordshire](#)

Size: 5154 - 5154 sq ft

**Date Updated:** 31/05/2013

**Description:** High quality detached modern office building available. Unit J is a two-storey detached building with private parking front and rear. It provides accommodation accessed through a tiled reception hall with male, female and disabled w.c. facilities off. The main office



[Dyson Way, Stafford](#)

**Price:** POA

Size: 170 - 8700

**Date Updated:** 19/04/2013

**Description:** A modern facility, offering fully inclusive offices which come with furniture, PC hardware and software, fast Internet connection, IT support and much more. The simple monthly fee is also inclusive of utilities, business rates etc. Free meeting room access is complement...



[9 Hargreaves Court, STAFFORD, Staffordshire](#)

Rent: £20000 / Annum

Size: 2260 sq ft

**Date Updated:** 10/12/2012

**Description:** Unit 9 is prominently situated to the North West of the development and comprises a two-storey semi detached building of brick construction under a tiled roof. The building features open plan and partitioned space accessed via a fully glazed reception with male and fema...





[Staffordshire Technology Park, Stafford](#)

**Price:** POA

**Size:** 270 - 9700

**Date Updated:** 19/04/2013

**Description:** This centre is on Staffordshire Technology Park, Stafford's principal out-of-town business park and adjacent to Staffordshire University. Offering high-quality throughout with excellent service levels to match. Flexible fully serviced packages include Internet and telep...



[Nelson Court Business Centre, Stafford](#)

**Price:** GBP

**Size:** 9029.92 - 28252.27 sq ft

**Date Updated:** 21/05/2013

**Description:** Nelson Court Business Centre (NCBC) is located a short distance from the roundabout at the entrance to Staffordshire Technology Park, which is approximately 1 mile north east of Stafford town centre and 3 miles distant of the M6 at Junction 14 via the A513 Beaconside ea...



[107 Station Street, Burton-on-Trent, Staffordshire](#)

**Price:** Price on application

**Size:** 3000 - 114000 sq ft

**Date Added:** 05/06/2013

**Description:** Further details of this property are available from Colliers International



[107 STATION STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Rent:** £11.00 / sq ft

**Size:** 3000 - 114000 sq ft

**Date Added:** 15/06/2013

**Description:** This iconic Listed Building has been restored and refurbished to provide modern office accommodation with raised floors, fibreoptic telecommunications, air conditioning and large open plan floorplates. In addition to the front two storey building with an art deco inter...

[Eastgate Business Park, Eastern Avenue, Burton-On-Trent, Staffordshire](#)

**Price:** On Application

**Size:** 1,500 - 1,750 sq ft

**Date Added:** 06/03/2012

**Description:**

[20 Eastgate Business Centre, BURTON-ON-TRENT, Staffordshire](#)

**Rent:** £12,000 / Annum

**Size:** 1,155 sq ft

**Date Added:** 21/06/2012

**Description:**



[IMPACT HOUSE EASTGATE BUSINESS CENTRE, EASTERN AVENUE, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Rent:** £4900.00 / Annum

**Size:** 699 sq ft

**Date Added:** 20/06/2013

**Description:** A self contained ground floor suite, forming part of Impact House on the modern Eastgate Business Centre development, off Derby Road close to the north A38 junction serving Burton upon Trent. ( Agency Pilot Software Ref: 837 )



[UNIT 10B MOSLEY BUSINESS PARK, MOSLEY STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £11550.00 / Annum

Size: 1924 sq ft

**Date Added:** 26/06/2013

**Description:** This two storey office building is situated on the Mosley Business Park off Mosley Street which is a small development of industrial, business and office premises. The town centre of Burton upon Trent is less than one mile from the business park and good access to the ...



[15 Parker Court, Stafford, Staffordshire](#)

**Price:** £350,000.00

Size: 5250 sq ft

**Date Updated:** 06/12/2012

**Description:** # Modern Detached Office Building Available# To Let on New Lease / May Sell# Approximately 487.7 m<sup>2</sup> / 5,250 sq. ft. over Two Floors# 21 On Site Car Parking Spaces# Excellent Specification

[Building 1 Sadler Square, Bold Lane, Derby](#)

**Price:** GBP

**Date Added:** 01/02/2013

**Description:** Exciting new mixed use development on Bold Lane in the heart of the Cathedral Quarter of the City. Upper floor office suites from 2,249 - 39,697 sq ft. On-site parking and lift access. Available Summer 2010. (From Caldes Software. Property Ref: N2551. Feb 1 2013 7:36P...

[Building 3 Sadler Square, Bold Lane, Derby](#)

**Price:** GBP

Size: 11431.37 sq ft

**Date Added:** 01/02/2013

**Description:** Exciting new mixed use development on Bold Lane in the heart of the Cathedral Quarter of the City. Upper floor office suites from 2,249 - 39,697 sq ft. On-site parking and lift access. Available Summer 2010. (From Caldes Software. Property Ref: N3143. Feb 1 2013 4:59P...

[Building 4 Sadler Square, Bold Lane, Derby](#)

**Price:** GBP

Size: 2248.6 - 39497.31 sq ft

**Date Added:** 01/02/2013

**Description:** Exciting new mixed use development on Bold Lane in the heart of the Cathedral Quarter of the City. Upper floor office suites from 2,249 - 39,697 sq ft. On-site parking and lift access. (From Caldes Software. Property Ref: N3147. Feb 1 2013 4:43PM)



[NORTHSIDE HOUSE NORTHSIDE BUSINESS PARK, HAWKINS LANE, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £10850.00 / Annum

Size: 1111 sq ft

**Date Added:** 22/01/2013

**Description:** The offices form part of Northside House, a prestigious office and business unit on Northside Business Park, Hawkins Lane, Burton upon Trent. The accommodation comprises a ground floor office together with 4 first floor offices and kitchen and W.C. facilities. Hawkins...



[Anglesey House](#)

**Price:** £1,500,000.00

Size: 126,321 sq ft

**Date Updated:** 18/06/2013

**Description:** The premises appear to have been constructed in the late 1960's or early 1970's and comprise a three storey office block to the front with 4 bays of warehousing to the rear. The three storey offices comprise a generally cellular environment with ancillary WC and kitchen...



[Anglesey Road, Burton Upon Trent](#)

**Price:** POA

Rent: £55 - £800 / sq ft  
Size: 190 - 8900  
**Date Updated:** 19/04/2013

**Description:** This office space is situated in a dedicated 1970s 3 storey building with ample parking to front and side of the building. Rent is fixed for 3 years and includes all utilities only extras are rates (payable direct to council) and telephone/internet lines (equipment i...



[ANGLESEY HOUSE ANGLESEY ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

Size: 124 - 1752 sq ft  
**Date Added:** 26/06/2013

**Description:** Anglesey House is situated on Anglesey Road, close to its junction with Evershed Way on the west side of Burton upon Trent. The town centre is less than one mile away and the premises are situated in an area of mixed commercial and residential uses. The A38 trunk road w...

[Geo Hodges & Son Ltd, 82 Horninglow Street, Burton-On-Trent, Staffordshire](#)

Rent: £On Application / Annum  
Size: 286 - 894 sq ft  
**Date Added:** 23/01/2012  
**Description:**

[Number Four, Hawkins Lane, Burton-On-Trent, Staffordshire](#)

**Price:** The rent is not subject to vat.  
Rent: £14,000 / Annum  
Size: 1,333 sq ft  
**Date Added:** 14/12/2010  
**Description:**



[Former Technical Centre, Cross Street, Staffordshire](#)

Rent: £22920.00 - £166232.00 / Annum  
Size: 2865 - 20779 sq ft  
**Date Added:** 31/10/2012

**Description:** The property is situated on Cross Street in the centre of Burton upon Trent. A substantial 3 storey brick built office building with a pitched roof. The building benefits from open plan and cellular office space with 67 car parking spaces. The space is available as a ...



[Cross Street, Burton Upon Trent](#)

**Price:** POA  
Rent: £50 - £175 / sq ft  
Size: 150 - 8500  
**Date Added:** 15/04/2013

**Description:** The former Brewery Stores, have undergone considerable refurbishments, now boasts 24-hour access (via a secure door entry system that allows the occupier to answer the door and release visitors into the building), 24-hour CCTV, kitchen and lavatory facilities, and on-si...



[UNIT 3, GLENSYL WAY, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** £295,000.00  
Rent: £25000.00 / Annum  
Size: 5100 sq ft  
**Date Added:** 20/06/2013

**Description:** Unit 3 on Glensyl Way comprises a detached industrial building with a high level of office fit out. There is a first floor over the entire footprint. The premises are situated close to the junction of Glensyl Way and Hawkins Lane in one of the main industrial areas wi...



[GLENSYL WAY, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £7500.00 / Annum  
Size: 1256 sq ft  
**Date Added:** 22/01/2013

**Description:** The premises are situated on Glensyl Way off Wharf Road in Burton upon Trent. The accommodation forms surplus office accommodation within a building situated on Glensyl Way off Wharf Road in Burton upon Trent. Wharf Road together with Hawkins Lane and Wetmore Road f...



[UNIT 9, GRANARY WHARF BUSINESS PARK, , BURTON UPON TRENT, Staffordshire](#)

Rent: £15000 - £15000 / Annum

Size: 1567 - 1567 sq ft

**Date Added:** 08/11/2012

**Description:** The property occupies a prominent position on Granary Wharf Business Park, Wharf Road to the North-East of Burton upon Trent approximately 0.5 miles from the Town Centre, 2 miles from A38 Clay Mills, A50 (4.5 miles), M42 (10.5 miles) and M1 (18 miles) Motorway. The prem...



[GRANARY WHARF BUSINESS PARK, WETMORE ROAD](#)

**Price:** POA

Size: 2000 - 4000 sq ft

**Date Added:** 16/07/2013

**Description:** Granary Wharf is a prestigious new development of offices and business units. Set in a modern, landscaped business park with excellent communication links. Granary Wharf offers a superb working environment for new and established businesses. ( Agency Pilot Software R...



[GRANARY WHARF BUSINESS PARK, WETMORE ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** £1,500,000.00

Size: 20250 sq ft

**Date Added:** 22/06/2013

**Description:** ( Agency Pilot Software Ref: 919 )



[5 Granary Wharf Business Park, BURTON-ON-TRENT, Staffordshire](#)

Rent: £7000 - £14000 / Annum

Size: 1609 - 1609 sq ft

**Date Added:** 04/04/2013

**Description:** The property is situated on Granary Wharf Business Park, situated off Wetmore Road located to the North-East of Burton upon Trent approximately 0.5 miles from the Town Centre with immediate access to Horninglow Street / Bridge Street (A511) and Derby Road (A5121), appro...



[Granary Wharf Business Park, Burton upon Trent, Staffordshire](#)

Rent: £10 / sq ft

Size: 2000 - 15750 sq ft

**Date Updated:** 17/01/2013

**Description:** Granary Wharf is a prestigious new development of offices and business units. Set in a modern, landscaped business park, with excellent communication links, Granary Wharf offers a superb working environment for new and established businesses. \* Comfort cooling ...



[FIRST FLOOR OFFICES, 154 STATION STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £7500.00

Size: 665 sq ft

**Date Added:** 18/07/2013

**Description:** The property is situated in Station Street opposite Sainsbury's supermarket, close to the junction between Station Street and George Street. The premises are fully self-contained with limited stay on street car parking adjacent to the building in George Street. ( Agen...



[THE MALTSTERS, WETMORE ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £10.50 / sq ft

Size: 1750 - 26000 sq ft

**Date Added:** 25/05/2013

**Description:** The premises comprise a 3 storey former Maltings building refurbished to provide high quality office accommodation. The property is situated in Wetmore Road close to Burton upon Trent town centre and local amenities. The building has been sensitively refurbished inter...

[Unit B1, Granary Wharf Business Park, Burton-On-Trent, Staffordshire](#)

Rent: £19,500 plus vat per / Annum

Size: 2,000 sq ft

**Date Added:** 22/03/2012

**Description:**

[14 Granary Wharf Business Park, Burton-on-Trent, Staffordshire](#)

**Price:** POA

Size: 2121 sq ft

**Date Updated:** 06/10/2011

**Description:**



[165 Burton Upon Trent County Court, Station Street, Burton On Trent, Staffordshire](#)

**Price:** £425,000.00 (GBP)

**Date Added:** 02/05/2013

**Description:** The property was purpose built in 1862 as a County Court with an austere three storey Italianate stone facade and brick rear extension. There are two entrances on the frontage at each edge of the property. The ground floor provides some open plan offices and a double ...



[FIRST FLOOR OFFICES, BRITANNIA HOUSE, STATION STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £12000.00 / Annum

Size: 3156 sq ft

**Date Added:** 24/01/2013

**Description:** This office suite is prominently situated in the Britannia House development on Station Street, on the edge of Burton upon Trent town centre. The development is located close to the junction of Station Street, Union Street and Guild Street. Argos and J Sainsbury are ...

[58-60 Wetmore Road, Burton-On-Trent, Staffordshire](#)

**Price:** £250,000.00 (Offers invited in the region of)

Rent: £20,000 / Annum

Size: 2,460 sq ft

**Date Added:** 15/09/2011

**Description:**



[QUEEN STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** £1,250,000.00

Rent: £95000.00 / Annum

Size: 114000 sq ft

**Date Added:** 12/02/2013

**Description:** The premises are situated in a predominantly residential area and have access from and frontages to both Queen Street and Wood Street in Burton upon Trent. The town centre of Burton upon Trent and the A38 trunk road are both approximately one mile from the premises. T...

## Leisure

### [Dovefields Retail Park, Uttoxeter, Staffordshire](#)

**Price:** POA

**Size:** 1800 - 5000 sq ft

**Date Updated:** 09/02/2012

**Description:** Further phases in planning stage. Enquiries welcome.

### [First Floor, 17A Market Place, Uttoxeter, Staffordshire](#)

**Rent:** £12500 / Annum

**Size:** 841 sq ft

**Date Added:** 23/01/2012

**Description:**



### [UNITS 152, 152A 152B FAULD INDUSTRIAL ESTATE, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** £150,000.00

**Size:** 3891 sq ft

**Date Added:** 10/07/2013

**Description:** Workshop, office and cafe premises forming part of the established Fauld Industrial Estate on the outskirts of Tutbury, Staffordshire. Principally constructed of brick, under steel trussed and corrugated asbestos clad roofs, with concrete forecourts and roller shutter...



### [The Izaak Walton, Cresswell Lane, STOKE-ON-TRENT, Staffordshire](#)

**Price:** £34,500.00 (To Let Nil Premium)

**Rent:** £34,500 / Annum

**Size:** 3005 sq ft

**Date Updated:** 09/05/2012

**Description:** An attractive, two storey, character public house located in the village of Cresswell. New free of tie lease immediately available. Prominent main road. Beer garden, patio and car parking for 30 vehicles. The Izaak Walton offers an excellent opportunity to develop a strong ...



### [62 Foresters Arms, Wood Lane, BURTON-ON-TRENT, Staffordshire](#)

**Price:** £310,000.00

**Size:** 2,500 sq ft

**Date Updated:** 10/06/2013

**Description:** A detached two storey licensed property located in the Staffordshire village of Yoxall. Prominent corner position fronting the A515 on the edge of the village. Atmospheric trading areas which have recently had investment and refurbishment. Plot size of circa 0.462 acres...



### [5 St Johns Street, Ashbourne](#)

**Price:** GBP

**Rent:** £6750 / Annum

**Size:** 2318.57 - 2319.02 sq ft

**Date Updated:** 10/06/2013

**Description:** Ground floor retail unit with office/ storage above. 1,006 sq ft (93.56 sq m) ground floor. Prominent town centre location in established market town. Ground Floor Retail available to let separately (From Caldes Software. Property Ref: N3738. Jun 10 2013 10:23PM)



### [Former Royal British Legion Club, Bow Street, RUGELEY, Staffordshire](#)

**Price:** On Application

**Size:** 2,433 sq ft

**Date Updated:** 03/07/2013

**Description:** The premises are situated on the edge of Rugeley town centre and adjoining ring road. The premises face Elmore Park and are located at the junction of Crossley Stone and Bow Street. The premises consist of a mix of bars, dining rooms, cellar space/storage on ground floor...





[1 Brook Square, Rugeley](#)

**Price:** GBP

Rent: £4287 / Annum

Size: 1429.46 sq ft

**Date Updated:** 23/04/2013

**Description:** Rugeley is located in the county of Staffordshire, approximately 8 miles north west of Lichfield, 7 miles north east of Cannock and 27 miles north of Birmingham City Centre. The property is situated in the pedestrianised Brook Square, the retailing centre of Rugeley Town...



[15 Upper Brook Street, Rugeley, Staffordshire](#)

Rent: 18500.00 / Annum

Size: 1123 sq ft

**Date Updated:** 20/08/2012

**Description:** Town Centre retail premises adjacent Lloyds PHarmacy, Thomas Cook and opposite HSBC. Extended and fully refurbished to provide clear ground floor sales of 104 sq m (1,123 sq ft) New shop front with electrically operated shutter, plus ramped and disabled width access and t...



[273 Horninglow Road North, Burton-on-Trent, Staffordshire](#)

**Price:** Asking Price £325,000

**Date Added:** 19/04/2013

**Description:** Pub for sale with a main road frontage situated within Burton-on-Trent



[LEISURE/DEVELOPMENT SITE, OFF NINTH AVENUE, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** £450,000.00

Size: 0.85

**Date Added:** 21/06/2013

**Description:** This site forms part of a leisure development fronting Parkway, Centrum 100, a major arterial route into Burton upon Trent. The site itself has detailed planning consent for a 60 bedroom, 3 storey hotel to sit alongside the existing Toby Carvery and Harvester restaura...



[29 BOROUGH ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £9950.00 / Annum

Size: 771 sq ft

**Date Added:** 28/06/2013

**Description:** The premises have previously been occupied as a restaurant most recently trading as Mykonos and prior to that successfully as the New China restaurant for many years. The premises are situated in an established retail/commercial parade in Borough Road close to Burton u...



[107 STATION STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £11.00 / sq ft

Size: 3000 - 114000 sq ft

**Date Added:** 15/06/2013

**Description:** This iconic Listed Building has been restored and refurbished to provide modern office accommodation with raised floors, fibreoptic telecommunications, air conditioning and large open plan floorplates. In addition to the front two storey building with an art deco inter...



[THE VAULTS, 107 STATION STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £28000.00

Size: 2995 sq ft

**Date Added:** 15/06/2013

**Description:** The former Ind Coop Brewery Vaults comprises a fully refurbished basement within the attractive Grade II Listed Victorian brewery building. Having polished brick floor, exposed vaulted brick ceiling, highlighted metal structure, attractive timber and glazed screening a...



[THE TRINITY, GEORGE STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £24950.00 / Annum

Size: 4514 sq ft

**Date Added:** 20/06/2013

**Description:** The property is located in George Street, on the edge of the retail heart of the town centre. Built as a Methodist Church the property has many fine features internally and externally including stone columns and stain glass windows complimented by intricate plasterwo...



[UNIT 5 THE MALSTERS, WETMORE ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** £250,000.00

Size: 4400 sq ft

**Date Added:** 24/04/2013

**Description:** This offers a rare opportunity to take a lease of a fully fitted gymnasium on a lease with no premium required. Various gym equipment is available to purchase by separate negotiation. The gymnasium is situated in a unit on the Malsters Business Park on Wetmore Road les...

[Potential Sandwich Takeaway Premises \(subject to Planning Consent\), The Maltsters, BURTON-ON-TRENT, Staffordshire](#)

Rent: £Offers invited in the region of £6,500 / Annum

Size: 418 sq ft

**Date Added:** 26/06/2012

**Description:**

[First & Second Floors, 1-1 \(Former Museum & Art Gallery\), Guild Street, Burton-on-Trent, Staffordshire](#)

Rent: 35000.00 / Annum

Size: 1543 - 5356 sq ft

**Date Added:** 06/10/2011

**Description:**



[96 BRANSTON ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £7500.00 / Annum

Size: 292 sq ft

**Date Added:** 29/06/2013

**Description:** The premises comprise a ground floor cafe situated in a prominent corner location on Branston Road in Burton upon Trent. Branston Road forms one of the arterial routes into the centre of town and has a mixture of residential, retail and other commercial buildings. The ...



[Food Production Unit, Emerald Way, STONE, Staffordshire](#)

Rent: £86000 / Annum

Size: 10394 sq ft

**Date Updated:** 02/11/2012

**Description:** Purpose built food production unit with excellent transport links. The premises have the highest fit out and specification with office, incoming goods, store and preparation areas, plus a full range of chillers and freezers, staff and welfare facilities. Our client will...





[68 Plough Inn, 68 Main Street, Burton upon Trent, Staffordshire](#)

**Price:** £250,000.00

**Size:** 2613 sq ft

**Date Updated:** 10/06/2013

**Description:** A detached two storey licensed property fronting Main Street in the village of Rosliston. Detached property sitting on a plot of around 0.254 acres. Ground floor GIA approximately 2,613 sq ft.



[KFC Premises, Greyfriars, Stafford, Staffordshire](#)

**Price:** POA

**Size:** 4312 sq ft

**Date Updated:** 09/02/2012

**Description:** LOCATION The subject premises are situated on the northern fringes of Stafford Town Centre on a busy arterial route with a daily traffic flow of some 28,400 vehicles. More specifically, the premises are situated on the fringes of the Greyfriars Retail Park with nearby occ...



[Greyfriars Business Park, STAFFORD, Staffordshire](#)

**Price:** £150,000.00 (Offers in excess of)

**Date Added:** 15/01/2013

**Description:** Strategic Development Opportunity 1.38 hectares (3.42 acres) Potential for A1, B1, B2 or B8 Uses Previous planning consent for B1 Offices



[Former Hogshead, Victoria Square, STAFFORD, Staffordshire](#)

**Rent:** £70000 / Annum

**Size:** 4580 sq ft

**Date Updated:** 06/12/2012

**Description:** Recently Refurbished Leasehold Bar / Restaurant To Let Grade II Listed Building Prominent Town Centre Location Opposite Stafford County Court & Adjacent to Stafford College Ground Floor Approximately 425 sq.m / 4,580 sq ft

[Former Delicatessen & Cafe/Restaurant, 5 The Green, Willington, Derbyshire](#)

**Rent:** £6,500 / Annum

**Size:** 461 sq ft

**Date Updated:** 14/08/2012

**Description:**



[UNIT 5 MERCIA MARINA, FINDERN LANE, WILLINGTON, DERBYSHIRE](#)

**Rent:** £29500.00 / Annum

**Size:** 3470 sq ft

**Date Added:** 10/07/2013

**Description:** ( Agency Pilot Software Ref: 911 )

[Unit 1, Acton Gate, Stafford, Staffordshire](#)

**Rent:** £75000 - £75000 / Annum

**Size:** 3600 - 3600 sq ft

**Date Updated:** 15/02/2012

**Description:**



[31a Ashbourne Road, Derby](#)

**Price:** GBP

Rent: £15000 / Annum

**Date Updated:** 21/05/2013

**Description:** First floor former gym premises situated on a busy main road above an existing Blockbuster store. Suitable for a range of other uses subject to planning. (From Caldes Software. Property Ref: N5156. May 21 2013 1:24PM)



[Beaconsfield House, Sandford Street, Lichfield](#)

Size: 4215 - 9000 sq ft

**Date Added:** 13/11/2012

**Description:** Substantial City Centre leisure opportunity. Potential for a floor plate of up to 9000 sq ft over 0.23 acre site. Upper floor leisure uses such as hotel, gym etc also considered. ( Agency Pilot Software Ref: 582 )

## Retail

### [Dovefields Retail Park, Uttoxeter, Staffordshire](#)

**Price:** POA

Size: 1800 - 5000 sq ft

**Date Updated:** 09/02/2012

**Description:** Further phases in planning stage. Enquiries welcome.

### [1 The Maltings Shopping Centre, Uttoxeter, Staffordshire](#)

**Price:** POA

Size: 665 - 680 sq ft

**Date Added:** 02/03/2012

**Description:** Uttoxeter is a busy market town in east Staffordshire, access to which has been greatly improved by the A50 carriageway. The properties lie in the Maltings Shopping Centre which links the High Street to the main parking area for the town centre. A number of retail units...

### [Units G4 & G5, 8 The Lion Buildings, Market Place, Uttoxeter, Staffordshire](#)

Rent: £10,000 / Annum

Size: 523 - 523 sq ft

**Date Updated:** 06/10/2011

**Description:**



### [42-42a High Street, Uttoxeter, Staffordshire](#)

**Price:** POA

Size: 840 sq ft

**Date Updated:** 09/02/2012

**Description:** Retail shop available to let in a busy location on the corner of High Street and the Maltings Shopping Centre. Ground floor sales area 78 sq.m. (840 sq.ft.). First floor stores/office 106.2 sq.m. (1,143 sq.ft.). Offered on new lease terms. Incentives available.



### [8 HIGH STREET, UTTOXETER](#)

Rent: £35000.00 / Annum

Size: 1596 sq ft

**Date Added:** 05/06/2013

**Description:** The premises are situated in the town centre of Uttoxeter in a pedestrianised area. The property is adjoining Boots The Chemist and other nearby occupiers include Specsavers, Stead and Simpson, Greggs, W H Smith and Wilkinsons. Uttoxeter is a busy Staffordshire market...

### [Carters Square, Uttoxeter, Staffordshire](#)

**Price:** GBP

**Date Added:** 22/10/2012

**Description:** Modern, efficient retail units designed to reflect the character of the area and compliment the adjacent Grade II listed Town Hall. Available from Autumn 2013.- The scheme will provide a total of 72,800 sqft- 4 new retail units- A major new 31,000 sqft ASDA store- A ma...

### [70 High Street \(Retail with A3 Planning Consent\), UTTOXETER, Staffordshire](#)

Rent: £8,000 / Annum

Size: 617 sq ft

**Date Added:** 29/03/2012

**Description:**

### [4 Grapes Lane, The Lanes Shopping Centre, Carlisle](#)

Rent: £35,500 / Annum

Size: 475 sq ft

**Date Added:** 22/02/2013

**Description:**

### [3. The Gates Shopping Centre, Durham](#)

Rent: £35,000 / Annum

Size: 1,587 sq ft

**Date Added:** 01/06/2012

**Description:**

### [The Lanes Shopping Centre, 1 East Tower Lane, Carlisle](#)

Rent: £5,000 / Annum

Size: 70 sq ft

**Date Added:** 04/01/2013

**Description:**

### [7-10 Fawcett Street, Sunderland](#)

Rent: £184,500 / Annum

Size: 11,471 sq ft

**Date Added:** 09/03/2012

**Description:**

### [17 Peascod Lane, The Lanes Shopping Centre, Carlisle](#)

Rent: £33,500 / Annum

Size: 439 sq ft  
**Date Updated:** 21/03/2013  
**Description:**

[Georgian Crystal Ltd \(former Glassworks\), Silk Mill Lane, Burton-On-Trent, Staffordshire](#)

**Price:** £195,000.00  
Size: 2,667 sq ft  
**Date Updated:** 03/04/2012  
**Description:**



[RETAIL UNITS 2 3, 55 STATION ROAD, DERBYSHIRE](#)

Rent: £10000.00 - £13000.00  
Size: 1000 - 2365 sq ft  
**Date Added:** 20/06/2013

**Description:** A parade of retail stores, in a prominent position within the village of Hatton, Derbyshire. Originally constructed as car showrooms the premises have now been converted to provide a Nisa Local store within Unit 1, with Units 2 and 3 vacant and available "to let" wit...

[Ground Floor, Webb Corbett House, Burton Street, Burton-On-Trent, Staffordshire](#)

Size: 700 - 1600 sq ft  
**Date Added:** 07/03/2012  
**Description:**



[UNIT 3, 12 HIGH STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £975.00  
Size: 986 sq ft  
**Date Added:** 22/01/2013

**Description:** The development comprises a refurbished frontage retail unit in High Street, Tutbury together with 3 mews-style retails units and an art gallery and photographic studio. The units have been refurbished to a very high standard and are suitable for a variety of uses. Un...

[Unit 3, Farmer Court, 16/17 High Street, Burton-On-Trent, Staffordshire](#)

Rent: £4,000 / Annum

Size: 426 sq ft  
**Date Updated:** 25/07/2012  
**Description:**



[THE ROUND HOUSE, 38 HIGH STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** £295,000.00  
Size: 575 sq ft  
**Date Added:** 20/06/2013

**Description:** This Grade II Listed building stands on the corner of Burton Street and High Street in the centre of Tutbury, overlooking the busy junction. The Round House stands in the mixed residential and commercial centre of the village and is planned upon three floors construct...

[The Lanes Shopping Centre, 11 East Tower Lane, Carlisle](#)

Rent: £27,500 / Annum  
Size: 2,462 sq ft  
**Date Updated:** 21/03/2013  
**Description:**



[62 Foresters Arms, Wood Lane, BURTON-ON-TRENT, Staffordshire](#)

**Price:** £310,000.00  
Size: 2,500 sq ft  
**Date Updated:** 10/06/2013

**Description:** A detached two storey licensed property located in the Staffordshire village of Yoxall. Prominent corner position fronting the A515 on the edge of the village. Atmospheric trading areas which have recently had investment and refurbishment. Plot size of circa 0.462 acres...

[20 Westborough, Scarborough](#)

Size: 843 sq ft  
**Date Added:** 27/03/2013  
**Description:**

[4 Grapes Lane, The Lanes Shopping Centre, Carlisle](#)

Rent: £35,500 / Annum

Size: 475 sq ft  
**Date Added:** 25/02/2013  
**Description:**



[5 St Johns Street, Ashbourne](#)

**Price:** GBP  
Rent: £6750 / Annum  
Size: 2318.57 - 2319.02 sq ft  
**Date Updated:** 10/06/2013  
**Description:** Ground floor retail unit with office/ storage above. 1,006 sq ft (93.56 sq m) ground floor. Prominent town centre location in established market town. Ground Floor Retail available to let separately (From Caldes Software. Property Ref: N3738. Jun 10 2013 10:23PM)

[2 Union Street , Wakefield](#)

Rent: £45,000 / Annum  
Size: 4,350 sq ft  
**Date Added:** 05/11/2012  
**Description:**

[12-13 Earls Lane Shopping Centre, Carlisle](#)

Rent: £25000 - £25000 / Annum  
Size: 1618 - 1618 sq ft  
**Date Added:** 21/12/2011  
**Description:**



[1 Brook Square, Rugeley](#)

**Price:** GBP  
Rent: £4287 / Annum  
Size: 1429.46 sq ft  
**Date Updated:** 23/04/2013

**Description:** Rugeley is located in the county of Staffordshire, approximately 8 miles north west of Lichfield, 7 miles north east of Cannock and 27 miles north of Birmingham City Centre. The property is situated in the pedestrianised Brook Square, the retailing centre of Rugeley Town...

[53 High Street, The Foundry , Scunthorpe](#)

Rent: £37,500 / Annum  
**Date Added:** 22/02/2013  
**Description:**



[15 Upper Brook Street, Rugeley, Staffordshire](#)

Rent: 18500.00 / Annum  
Size: 1123 sq ft  
**Date Updated:** 20/08/2012  
**Description:** Town Centre retail premises adjacent Lloyds PHarmacy, Thomas Cook and opposite HSBC. Extended and fully refurbished to provide clear ground floor sales of 104 sq m (1,123 sq ft) New shop front with electrically operated shutter, plus ramped and disabled width access and t...

[Rolleston Road/Horninglow Road North, Burton on Trent, Staffordshire](#)

**Price:** £500,000.00  
Size: 19224 sq ft  
**Date Updated:** 06/10/2011  
**Description:**

[. Towers Business Park, Wheelhouse Road, Rugeley, Staffordshire](#)

**Price:** POA  
Size: 17180 - 68000 sq ft  
**Date Updated:** 29/10/2012  
**Description:** The site comprises approx 4 acres with 2 planning consents in place. Option 1 - A distribution warehouse of 68,000 sq.ft with 2-storey offices and large yard. Option 2 - Trade counter/builders merchants of 17,180 sq.ft. 4 acres of land also available



[Unit 2 Pear Tree Shopping Centre, Queensway, Rugeley, Staffordshire](#)

Rent: £15500.00 / Annum  
Size: 1033 sq ft  
**Date Added:** 07/03/2013  
**Description:** The Neighbourhood Shopping Centre is prominently situated at the junction of Queensway with Hednesford Road (A460) on the edge of the town of Rugeley. The A460

serves as one of the main access roads into Rugeley town Centre. Rugeley is a historic market town situated ...

[31 Main Street, Barton under Needwood, BURTON-ON-TRENT, Staffordshire](#)

Rent: £22,000 plus vat / Annum  
Size: 3,257 sq ft  
**Date Added:** 27/03/2012  
**Description:**

[61-62 Horninglow Road, Burton-On-Trent, Staffordshire](#)

**Price:** On Application  
Rent: £10,000 - £per annum exclusive for Year One and subject to ne / Annum  
Size: 4,970 - 4,970 sq ft  
**Date Updated:** 16/03/2012  
**Description:**



[SHOP WITH LIVING ACCOMMODATION, LODGE ROAD, RUGELEY, STAFFORDSHIRE](#)

Rent: £8700.00  
Size: 680 sq ft  
**Date Added:** 24/01/2013  
**Description:** The premises are situated in a small parade of retail units located in the centre of a housing estate in Brereton, close to Rugeley. The parade already includes a small convenience store and newsagent. The shops have single fronted retail accommodation with a small lo...

[50-50 Victoria Street, Burton-On-Trent, Staffordshire](#)

Rent: £7,500 / Annum  
Size: 608 sq ft  
**Date Updated:** 06/10/2011  
**Description:**

[19 Derby Street, Burton-On-Trent, Staffordshire](#)

Rent: £15,000 / Annum  
Size: 1,136 sq ft  
**Date Added:** 08/02/2012  
**Description:**

[Retail Showroom, Light Industrial & Warehouse, 313 Goodman Street, BURTON-ON-TRENT, Staffordshire](#)

Rent: £Offers are Invited / Annum  
Size: 3,693 sq ft

**Date Added:** 17/04/2012

**Description:**



[1 - 3 Borough Road, Burton On Trent](#)

**Price:** £175,000.00  
Size: 10000 sq ft  
**Date Added:** 19/04/2013  
**Description:** Substantial retail unit. Close to the town centre. Potential to create 5/6 smaller retail units. ( Agency Pilot Software Ref: 3121 )



[29 BOROUGH ROAD, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £9950.00 / Annum  
Size: 771 sq ft  
**Date Added:** 28/06/2013  
**Description:** The premises have previously been occupied as a restaurant most recently trading as Mykonos and prior to that successfully as the New China restaurant for many years. The premises are situated in an established retail/commercial parade in Borough Road close to Burton u...



[138 DERBY STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** £650,000.00  
Size: 26509 sq ft  
**Date Added:** 07/02/2013  
**Description:** This substantial property fronts both Derby Street, close to its junction with Horninglow Road which comprises a three storey building with substantial secure car park and outside storage area, and Dallow Street comprising a single storey high bay workshop. ( Agency Pi...

[138 Derby Street, Burton-On-Trent, Staffordshire](#)

**Price:** £850,000.00 (Offers invited in the region of)  
**Size:** 26,509 sq ft  
**Date Added:** 10/08/2011  
**Description:**

[Burton-on-Trent](#)

**Date Added:** 04/07/2013

**Description:** We have various units available at Coopers Square Shopping Centre, Burton upon Trent. For further details please contact either Alexandria Carr on 0121 232 4971 or Robert Alston on 0121 232 4902.



[THE VAULTS, 107 STATION STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Rent:** £28000.00

**Size:** 2995 sq ft

**Date Added:** 15/06/2013

**Description:** The former Ind Coop Brewery Vaults comprises a fully refurbished basement within the attractive Grade II Listed Victorian brewery building. Having polished brick floor, exposed vaulted brick ceiling, highlighted metal structure, attractive timber and glazed screening a...

[Unit 7/8, Falcon Close, Burton-On-Trent, Staffordshire](#)

**Rent:** £26,000 / Annum

**Size:** 4,534 sq ft

**Date Added:** 16/02/2011

**Description:**



[98 STATION STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Price:** £80,000.00

**Rent:** £9000.00 / Annum

**Size:** 516 sq ft

**Date Added:** 10/07/2013

**Description:** Inner terraced retail premises located within a popular secondary parade on the outskirts of the town centre close the railway station. ( Agency Pilot Software Ref: 871 )

[169-169 Hawkins Lane, Burton-on-Trent, Staffordshire](#)

**Rent:** 21750.00 / Annum  
**Size:** 3563 sq ft  
**Date Updated:** 06/10/2011  
**Description:**

[Barton Fields Paio & Garden Centre, Lichfield Road, Burton-on-Trent, Staffordshire](#)

**Price:** POA

**Size:** 5.9400 Acres

**Date Updated:** 06/10/2011

**Description:**



[153 STATION STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Rent:** £8500.00 / Annum

**Size:** 465 sq ft

**Date Added:** 15/05/2013

**Description:** The property is situated in Station Street opposite Sainsbury's supermarket, close to the junction between Station Street and George Street. The property comprises a lock up shop containing ground and first floor accommodation. ( Agency Pilot Software Ref: 534 )



[THE TRINITY, GEORGE STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

**Rent:** £24950.00 / Annum

**Size:** 4514 sq ft

**Date Added:** 20/06/2013

**Description:** The property is located in George Street, on the edge of the retail heart of the town centre. Built as a Methodist Church the property has many fine features internally and externally including stone columns and stain glass windows complimented by intricate plasterwo...





[UNIT A2 UNION COURT, FRONTING CENTRAL AREA CAR PARK, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £14500.00 / Annum

Size: 425 - 968 sq ft

**Date Added:** 18/04/2013

**Description:** Union Court is a development of retail units in Burton upon Trent town centre close to BHS and the Coopers Square shopping centre with frontage to the towns main central area car park. Unit A2 comprises ground floor sales area, together with additional first floor acc...



[GUILD STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £39500.00 / Annum

Size: 2428 - 6428 sq ft

**Date Added:** 18/07/2013

**Description:** These premises formerly occupied by West Street Carpets are situated in Guild Street on the edge of Burton upon Trent town centre. They comprise ground floor sales area together with mezzanine and first floor sales. There is reserved car parking adjoining the premises...



[Station Street, Burton-On-Trent, Staffordshire](#)

Size: 400 - 2653 sq ft

**Date Updated:** 01/07/2013

**Description:** The existing property is to be fully refurbished and redeveloped to provide three new retail units. The units are available on standard institutional, full repairing and insuring terms for a minimum lease length of 15 years. The units will be ready for occupation by Se...

[177 Station Street, Burton-On-Trent, Staffordshire](#)

**Price:** Rental Offers Invited

Rent: £On Application / Annum

Size: 1,420 - 1,420 sq ft

**Date Updated:** 09/01/2012

**Description:**

[Unit 18, Octagon Shopping Centre, Orchard Street, Burton-on-Trent](#)

Rent: £45,000 / Annum

Size: 1000 sq ft

**Date Updated:** 11/05/2012

**Description:**

[Unit 10, Unit 10 Octagon Shopping Centre, Orchard Street, Burton-on-Trent](#)

**Price:** POA

Size: 899 - 1786 sq ft

**Date Updated:** 12/11/2012

**Description:**

[Unit 35 Octagon Shopping Centre, Orchard Street, Burton-on-Trent](#)

Rent: £10,000 / Annum

Size: 605 - 690 sq ft

**Date Added:** 11/10/2010

**Description:**

[Unit 31, Unit 31 Octagon Shopping Centre, Orchard Street, Burton-on-Trent](#)

Rent: £57,500 / Annum

Size: 1600 - 1740 sq ft

**Date Added:** 11/10/2010

**Description:**

[Unit 30, Unit 30 Octagon Shopping Centre, Orchard Street, Burton-on-Trent](#)

**Price:** POA

Size: 1036 - 1579 sq ft

**Date Updated:** 11/10/2010

**Description:**

[Unit 13B, Unit 13B Octagon Shopping Centre, Orchard Street, Burton-on-Trent](#)

Rent: £12,500 / Annum

Size: 570 sq ft

**Date Updated:** 02/07/2013

**Description:**



[18 STATION STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)



Rent: £17000.00

Size: 753 sq ft

**Date Added:** 20/06/2013

**Description:** A town centre retail unit within strong secondary parade, fronting the pedestrianised section of Station Street, Burton upon Trent. Nearby occupiers include: Burton Menswear; Cooperative Travel and Yorkshire Bank. ( Agency Pilot Software Ref: 860 )

[Unit 13A , The Octagon Shopping Centre, Burton Upon Trent](#)

Rent: 20000.00 / Annum

Size: 1082 sq ft

**Date Added:** 04/07/2011

**Description:** The property is arranged over ground floor and is external facing and fronts onto New Street



[192 HORNINGLOW STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £14950.00 / Annum

Size: 745 sq ft

**Date Added:** 17/04/2013

**Description:** The premises are situated within the prestigious mixed use development of Anson Court on the corner of Horninglow Street and Wetmore Road. There is free visitors car parking in addition to the allocated spaces for the property. The development is conveniently located ...



[191 HORNINGLOW STREET, BURTON UPON TRENT, STAFFORDSHIRE](#)

Rent: £11250.00 / Annum

Size: 768 sq ft

**Date Added:** 20/06/2013

**Description:** The premises are situated within the prestigious mixed use development of Anson Court adjacent to the corner of Horninglow Street and Wetmore Road. There is free visitors car parking in addition to the allocated spaces for the property. The development is conveniently...

[Located at entrance to Coopers Square Shopping Centre, Station Street/Swan Walk, Burton-On-Trent, Staffordshire](#)

Rent: £On Application / Annum

Size: 400 - 4,500 sq ft

**Date Added:** 09/01/2012

**Description:**



## Appendix 6 BCIS Costs

Rebased to East Staffordshire Edit

£/m2 study

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

Last updated: 13-Jul-2013 12:19

Building function	£/m <sup>2</sup> gross internal floor area					
Garages (20)	566	163	395	609	673	999
Agricultural storage buildings (35)	421	151	-	425	-	683
Food/drink/tobacco factories (15)	940	353	678	1,159	1,184	1,210
Factories						
Generally (20)	612	141	381	516	743	2,380
Up to 500m2 GFA (20)	788	271	521	664	1,010	1,718
500 to 2000m2 GFA (20)	598	141	381	512	711	2,380
Over 2000m2 GFA (20)	555	198	347	448	732	1,397
Advance factories						
Generally (15)	484	260	346	452	587	959
Up to 500m2 GFA (15)	653	468	516	592	764	959
500 to 2000m2 GFA (15)	475	260	349	432	572	925
Over 2000m2 GFA (15)	379	261	299	348	444	601
Advance factories/offices - mixed facilities (class B1)						
Generally (15)	812	265	485	823	979	1,415
Up to 500m2 GFA (20)	1,234	945	-	1,342	-	1,415
500 to 2000m2 GFA (15)	759	265	576	781	938	1,243
Over 2000m2 GFA (15)	726	298	424	715	937	1,397
Purpose built factories						
Generally (25)	655	141	398	577	775	2,380
Up to 500m2 GFA (20)	829	504	549	725	1,132	1,215
500 to 2000m2 GFA (25)	642	141	409	520	702	2,380
Over 2000m2 GFA (25)	644	198	364	609	802	2,041
Warehouses/stores						
Generally (15)	493	122	317	419	553	2,634
Up to 500m2 GFA (15)	882	428	596	663	724	2,634
500 to 2000m2 GFA (15)	515	254	333	417	646	951
Over 2000m2 GFA (15)	404	122	310	352	463	843
Advance warehouses/stores (15)	382	122	292	344	435	738
Purpose built warehouses/stores						
Generally (15)	520	156	319	433	563	2,634
Up to 500m2 GFA (15)	910	428	558	686	814	2,634
500 to 2000m2 GFA (15)	491	254	318	367	618	951
Over 2000m2 GFA (15)	421	156	313	421	470	843
Hypermarkets, supermarkets						
Generally (30)	948	174	672	908	1,219	1,661
Up to 1000m2 (25)	1,001	710	-	872	-	1,547
1000 to 7000m2 GFA (30)	972	174	662	1,018	1,247	1,661



7000 to 15000m2 (30)	711	612	651	706	777	804
Shops						
Generally (30)	735	327	478	617	872	1,753
1-2 storey (30)	739	327	475	610	874	1,753
3-5 storey (30)	692	525	564	697	801	880
Old people's home						
Generally (15)	1,032	687	839	1,025	1,109	2,197
Up to 500m2 GFA (25)	991	857	-	1,008	-	1,109
500 to 2000m2 GFA (15)	1,117	704	914	1,050	1,165	2,197
Over 2000m2 GFA (15)	1,000	687	833	998	1,109	1,529
Public houses, licensed premises						
Generally (20)	1,342	821	1,180	1,319	1,520	1,832
Up to 500m2 GFA (20)	1,348	1,166	-	1,353	-	1,519
500 to 2000m2 GFA (20)	1,340	821	1,177	1,315	1,555	1,832
Housing, mixed developments (15)	763	380	639	745	858	1,560
<b>Estate housing</b>						
Generally (15)	756	359	637	737	846	1,600
Single storey (15)	831	437	710	803	941	1,326
2-storey (15)	737	359	629	719	828	1,433
3-storey (15)	731	459	609	683	803	1,600
4-storey or above (25)	990	758	-	904	-	1,308
Estate housing detached (15)	784	590	636	760	898	1,172
Estate housing semi detached						
Generally (15)	752	382	640	740	856	1,326
Single storey (15)	865	544	746	868	955	1,326
2-storey (15)	729	382	636	717	826	1,130
3-storey (15)	645	545	562	616	683	858
Estate housing terraced						
Generally (15)	777	379	646	747	905	1,600
Single storey (15)	825	509	681	777	957	1,260
2-storey (15)	766	379	653	747	893	1,258
3-storey (15)	756	459	607	668	864	1,600
Flats (apartments)						
Generally (15)	868	432	723	839	973	2,548
1-2 storey (15)	847	472	716	828	955	1,609
3-5 storey (15)	851	432	716	833	962	1,836
6+ storey (15)	1,106	658	834	1,023	1,269	2,548
Housing with shops, offices, workshops or the like (15)	969	492	762	850	1,114	2,670
'One-off' housing detached (3 units or less)						
Generally (15)	1,228	537	920	1,093	1,392	3,211
Single storey (15)	1,018	537	874	1,003	1,137	1,469
2-storey (15)	1,260	643	933	1,118	1,452	2,543
3-storey (15)	1,620	957	1,354	1,464	1,726	3,211
4-storey or above (25)	1,540	930	-	1,376	-	2,477
'One-off' housing semi-detached (3 units or less) (15)	873	565	766	874	990	1,245

'One-off' housing terraced (3 units or less) (15)	1,151	652	771	812	956	3,826
Housing provided in connection with other facilities (15)	1,044	800	-	941	-	1,494
Sheltered housing						
Generally (15)	925	514	757	875	981	1,903
Single storey (15)	1,026	636	720	899	1,256	1,903
2-storey (15)	886	514	748	896	980	1,414
3-storey (15)	925	765	817	859	917	1,381
4-storey or above (15)	848	629	701	785	945	1,213
Hotels (15)	1,218	690	1,001	1,174	1,399	1,839
Motels (15)	841	625	787	792	991	1,007
Students' residences, halls of residence, etc (15)	1,140	685	904	1,110	1,253	2,019





## Appendix 7 Residential Appraisals

The pages in this appendix are not numbered







# Base Cover



East Staffordshire Local Plan and CIL Viability Study

19/02/2014  
18:55

Base  
Site make up



Number	Units	NET Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
1	2500	71.00	35.21	97	243,714	3,433	181,312,458	743.96	Burton	Green	Agricultural

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	760	0
Det 2	3		90.50	0.00	760	0
Det 3	4	200	110.00	22,000.00	760	16,720,000
Det 4	4	400	120.00	48,000.00	760	36,480,000
Det 5	5	250	140.00	35,000.00	760	26,600,000
Det 6 Small Sc	4		92.00	0.00	1,093	0
Det 7 Small Sc	4		111.00	0.00	1,093	0
Det 8 Single	5		130.00	0.00	1,093	0
Semi 1	2	170	73.00	12,410.00	717	8,897,970
Semi 2	2	262	80.00	20,960.00	717	15,028,320
Semi 3	3		80.00	0.00	717	0
Semi 4	3	388	95.00	36,860.00	717	26,428,620
Semi 5	4		110.00	0.00	717	0
Ter 1	2	180	73.00	13,140.00	747	9,815,580
Ter 2	2	263	78.00	20,514.00	747	15,323,958
Ter 3	3	387	90.00	34,830.00	747	26,018,010
Ter 4	3		100.00	0.00	747	0
Flat 1	1		61.00	0.00	833	0
Flat 2	2		69.00	0.00	814	0
Flat 3	3		72.00	0.00	814	0
Flat 1 High	1		61.00	0.00	1,023	0
Flat 2 High	2		74.00	0.00	1,023	0
Flat 3 High	3		90.00	0.00	1,023	0

Number	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
2	600	15.75	38.10	97	58,474	3,713	43,514,778	744.17	Burton/ Utt	Green	Agricultural

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	760	0
Det 2	3		90.50	0.00	760	0
Det 3	4	48	110.00	5,280.00	760	4,012,800
Det 4	4	96	120.00	11,520.00	760	8,755,200
Det 5	5	60	140.00	8,400.00	760	6,384,000
Det 6 Small Sc	4		92.00	0.00	1,093	0
Det 7 Small Sc	4		111.00	0.00	1,093	0
Det 8 Single	5		130.00	0.00	1,093	0
Semi 1	2	40	73.00	2,920.00	717	2,093,640
Semi 2	2	62	80.00	4,960.00	717	3,556,320
Semi 3	3		80.00	0.00	717	0
Semi 4	3	90	95.00	8,550.00	717	6,130,350
Semi 5	4	0	110.00	0.00	717	0
Ter 1	2	44	73.00	3,212.00	747	2,399,364
Ter 2	2	64	78.00	4,992.00	747	3,729,024
Ter 3	3	96	90.00	8,640.00	747	6,454,080
Ter 4	3		100.00	0.00	747	0
Flat 1	1		61.00	0.00	833	0
Flat 2	2		69.00	0.00	814	0
Flat 3	3		72.00	0.00	814	0
Flat 1 High	1		61.00	0.00	1,023	0
Flat 2 High	2		74.00	0.00	1,023	0
Flat 3 High	3		90.00	0.00	1,023	0

Base  
Site make up



Number	3	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
<b>Urban Extension</b>	<b>300</b>	<b>8.00</b>	<b>37.50</b>	<b>93</b>	<b>27,779</b>	<b>3,472</b>	<b>20,643,903</b>	<b>743.15</b>	Burton	Green	Agricultural	

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	760	0
Det 2	3	20	90.50	1,810.00	760	1,375,600
Det 3	4	72	110.00	7,920.00	760	6,019,200
Det 4	4		120.00	0.00	760	0
Det 5	5	10	140.00	1,400.00	760	1,064,000
Det 6 Small Sc	4		92.00	0.00	1,093	0
Det 7 Small Sc	4		111.00	0.00	1,093	0
Det 8 Single	5		130.00	0.00	1,093	0
Semi 1	2	20	73.00	1,460.00	717	1,046,820
Semi 2	2	32	80.00	2,560.00	717	1,835,520
Semi 3	3		80.00	0.00	717	0
Semi 4	3	46	95.00	4,370.00	717	3,133,290
Semi 5	4		110.00	0.00	717	0
Ter 1	2	21	73.00	1,533.00	747	1,145,151
Ter 2	2	32	78.00	2,496.00	747	1,864,512
Ter 3	3	47	90.00	4,230.00	747	3,159,810
Ter 4	3		100.00	0.00	747	0
Flat 1	1		61.00	0.00	833	0
Flat 2	2		69.00	0.00	814	0
Flat 3	3		72.00	0.00	814	0
Flat 1 High	1		61.00	0.00	1,023	0
Flat 2 High	2		74.00	0.00	1,023	0
Flat 3 High	3		90.00	0.00	1,023	0

Number	4	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
<b>Urban Extension</b>	<b>350</b>	<b>8.75</b>	<b>40.00</b>	<b>95</b>	<b>33,192</b>	<b>3,793</b>	<b>24,620,604</b>	<b>741.76</b>	Uttoxeter	Green	Agricultural	

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	760	0
Det 2	3		90.50	0.00	760	0
Det 3	4	16	110.00	1,760.00	760	1,337,600
Det 4	4	35	120.00	4,200.00	760	3,192,000
Det 5	5	35	140.00	4,900.00	760	3,724,000
Det 6 Small Sc	4		92.00	0.00	1,093	0
Det 7 Small Sc	4		111.00	0.00	1,093	0
Det 8 Single	5		130.00	0.00	1,093	0
Semi 1	2		73.00	0.00	717	0
Semi 2	2	60	80.00	4,800.00	717	3,441,600
Semi 3	3		80.00	0.00	717	0
Semi 4	3	60	95.00	5,700.00	717	4,086,900
Semi 5	4		110.00	0.00	717	0
Ter 1	2	24	73.00	1,752.00	747	1,308,744
Ter 2	2	60	78.00	4,680.00	747	3,495,960
Ter 3	3	60	90.00	5,400.00	747	4,033,800
Ter 4	3		100.00	0.00	747	0
Flat 1	1		61.00	0.00	833	0
Flat 2	2		69.00	0.00	814	0
Flat 3	3		72.00	0.00	814	0
Flat 1 High	1		61.00	0.00	1,023	0
Flat 2 High	2		74.00	0.00	1,023	0
Flat 3 High	3		90.00	0.00	1,023	0

Base  
Site make up



Number	5	Units	Area	Density	verage	Unit Size	Developed	Density	Total Cost	Rate	Locality	een/Brown	rnative Use
<b>Urban Extension</b>	<b>101</b>	<b>2.86</b>	<b>35.31</b>	<b>96</b>	<b>9,662</b>	<b>3,378</b>	<b>7,181,074</b>	<b>743.23</b>	Burton	Green	Grazing / Ar		

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	760	0
Det 2	3		90.50	0.00	760	0
Det 3	4	8	110.00	880.00	760	668,800
Det 4	4	26	120.00	3,120.00	760	2,371,200
Det 5	5		140.00	0.00	760	0
Det 6 Small Sc	4		92.00	0.00	1,093	0
Det 7 Small Sc	4		111.00	0.00	1,093	0
Det 8 Single	5		130.00	0.00	1,093	0
Semi 1	2	6	73.00	438.00	717	314,046
Semi 2	2	10	80.00	800.00	717	573,600
Semi 3	3		80.00	0.00	717	0
Semi 4	3	18	95.00	1,710.00	717	1,226,070
Semi 5	4		110.00	0.00	717	0
Ter 1	2	8	73.00	584.00	747	436,248
Ter 2	2	10	78.00	780.00	747	582,660
Ter 3	3	15	90.00	1,350.00	747	1,008,450
Ter 4	3		100.00	0.00	747	0
Flat 1	1		61.00	0.00	833	0
Flat 2	2		69.00	0.00	814	0
Flat 3	3		72.00	0.00	814	0
Flat 1 High	1		61.00	0.00	1,023	0
Flat 2 High	2		74.00	0.00	1,023	0
Flat 3 High	3		90.00	0.00	1,023	0

Number	6	Units	Area	Density	verage	Unit Size	Developed	Density	Total Cost	Rate	Locality	een/Brown	rnative Use
<b>Urban Extension</b>	<b>117</b>	<b>3.36</b>	<b>34.82</b>	<b>95</b>	<b>11,114</b>	<b>3,308</b>	<b>8,244,868</b>	<b>741.85</b>	Uttoxeter	Green	Grazing / Ar		

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	760	0
Det 2	3		90.50	0.00	760	0
Det 3	4	5	110.00	550.00	760	418,000
Det 4	4	12	120.00	1,440.00	760	1,094,400
Det 5	5	12	140.00	1,680.00	760	1,276,800
Det 6 Small Sc	4		92.00	0.00	1,093	0
Det 7 Small Sc	4		111.00	0.00	1,093	0
Det 8 Single	5		130.00	0.00	1,093	0
Semi 1	2		73.00	0.00	717	0
Semi 2	2	20	80.00	1,600.00	717	1,147,200
Semi 3	3		80.00	0.00	717	0
Semi 4	3	20	95.00	1,900.00	717	1,362,300
Semi 5	4		110.00	0.00	717	0
Ter 1	2	8	73.00	584.00	747	436,248
Ter 2	2	20	78.00	1,560.00	747	1,165,320
Ter 3	3	20	90.00	1,800.00	747	1,344,600
Ter 4	3		100.00	0.00	747	0
Flat 1	1		61.00	0.00	833	0
Flat 2	2		69.00	0.00	814	0
Flat 3	3		72.00	0.00	814	0
Flat 1 High	1		61.00	0.00	1,023	0
Flat 2 High	2		74.00	0.00	1,023	0
Flat 3 High	3		90.00	0.00	1,023	0

Base  
Site make up



Number	7	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
<b>Large Brownfield</b>		<b>300</b>	<b>8.57</b>	<b>35.01</b>	<b>88</b>	<b>26,450</b>	<b>3,086</b>	<b>19,817,975</b>	<b>749.26</b>	Burton	Brown	Industrial

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	760	0
Det 2	3		90.50	0.00	760	0
Det 3	4		110.00	0.00	760	0
Det 4	4		120.00	0.00	760	0
Det 5	5		140.00	0.00	760	0
Det 6 Small Sc	4		92.00	0.00	1,093	0
Det 7 Small Sc	4		111.00	0.00	1,093	0
Det 8 Single	5		130.00	0.00	1,093	0
Semi 1	2		73.00	0.00	717	0
Semi 2	2		80.00	0.00	717	0
Semi 3	3		80.00	0.00	717	0
Semi 4	3	50	95.00	4,750.00	717	3,405,750
Semi 5	4	50	110.00	5,500.00	717	3,943,500
Ter 1	2		73.00	0.00	747	0
Ter 2	2	50	78.00	3,900.00	747	2,913,300
Ter 3	3	25	90.00	2,250.00	747	1,680,750
Ter 4	3	50	100.00	5,000.00	747	3,735,000
Flat 1	1	25	61.00	1,525.00	833	1,270,325
Flat 2	2	25	69.00	1,725.00	814	1,404,150
Flat 3	3	25	72.00	1,800.00	814	1,465,200
Flat 1 High	1		61.00	0.00	1,023	0
Flat 2 High	2		74.00	0.00	1,023	0
Flat 3 High	3		90.00	0.00	1,023	0

Number	8	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
<b>Large Brownfield</b>		<b>100</b>	<b>2.85</b>	<b>35.09</b>	<b>91</b>	<b>9,098</b>	<b>3,192</b>	<b>6,762,462</b>	<b>743.29</b>	Uttoxeter	Brown	Industrial

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	760	0
Det 2	3		90.50	0.00	760	0
Det 3	4		110.00	0.00	760	0
Det 4	4	6	120.00	720.00	760	547,200
Det 5	5	6	140.00	840.00	760	638,400
Det 6 Small Sc	4		92.00	0.00	1,093	0
Det 7 Small Sc	4		111.00	0.00	1,093	0
Det 8 Single	5		130.00	0.00	1,093	0
Semi 1	2		73.00	0.00	717	0
Semi 2	2	10	80.00	800.00	717	573,600
Semi 3	3		80.00	0.00	717	0
Semi 4	3	30	95.00	2,850.00	717	2,043,450
Semi 5	4		110.00	0.00	717	0
Ter 1	2		73.00	0.00	747	0
Ter 2	2	20	78.00	1,560.00	747	1,165,320
Ter 3	3	10	90.00	900.00	747	672,300
Ter 4	3	6	100.00	600.00	747	448,200
Flat 1	1		61.00	0.00	833	0
Flat 2	2	12	69.00	828.00	814	673,992
Flat 3	3		72.00	0.00	814	0
Flat 1 High	1		61.00	0.00	1,023	0
Flat 2 High	2		74.00	0.00	1,023	0
Flat 3 High	3		90.00	0.00	1,023	0

Base  
Site make up



Number	9	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
<b>Smaller Windfall</b>		<b>30</b>	<b>0.86</b>	<b>34.88</b>	<b>98</b>	<b>2,935</b>	<b>3,413</b>	<b>2,174,245</b>	<b>740.80</b>	Burton	Brown	Industrial

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	760	0
Det 2	3		90.50	0.00	760	0
Det 3	4	3	110.00	330.00	760	250,800
Det 4	4	5	120.00	600.00	760	456,000
Det 5	5	2	140.00	280.00	760	212,800
Det 6 Small Sc	4		92.00	0.00	1,093	0
Det 7 Small Sc	4		111.00	0.00	1,093	0
Det 8 Single	5		130.00	0.00	1,093	0
Semi 1	2	2	73.00	146.00	717	104,682
Semi 2	2	4	80.00	320.00	717	229,440
Semi 3	3		80.00	0.00	717	0
Semi 4	3	7	95.00	665.00	717	476,805
Semi 5	4		110.00	0.00	717	0
Ter 1	2		73.00	0.00	747	0
Ter 2	2	3	78.00	234.00	747	174,798
Ter 3	3	4	90.00	360.00	747	268,920
Ter 4	3		100.00	0.00	747	0
Flat 1	1		61.00	0.00	833	0
Flat 2	2		69.00	0.00	814	0
Flat 3	3		72.00	0.00	814	0
Flat 1 High	1		61.00	0.00	1,023	0
Flat 2 High	2		74.00	0.00	1,023	0
Flat 3 High	3		90.00	0.00	1,023	0

Number	10	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
<b>Smaller Windfall</b>		<b>35</b>	<b>1.00</b>	<b>35.00</b>	<b>97</b>	<b>3,391</b>	<b>3,391</b>	<b>2,511,897</b>	<b>740.75</b>	Uttoxeter	Green	Paddock

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	760	0
Det 2	3		90.50	0.00	760	0
Det 3	4	3	110.00	330.00	760	250,800
Det 4	4	5	120.00	600.00	760	456,000
Det 5	5	3	140.00	420.00	760	319,200
Det 6 Small Sc	4		92.00	0.00	1,093	0
Det 7 Small Sc	4		111.00	0.00	1,093	0
Det 8 Single	5		130.00	0.00	1,093	0
Semi 1	2	2	73.00	146.00	717	104,682
Semi 2	2	6	80.00	480.00	717	344,160
Semi 3	3		80.00	0.00	717	0
Semi 4	3	7	95.00	665.00	717	476,805
Semi 5	4		110.00	0.00	717	0
Ter 1	2		73.00	0.00	747	0
Ter 2	2	5	78.00	390.00	747	291,330
Ter 3	3	4	90.00	360.00	747	268,920
Ter 4	3		100.00	0.00	747	0
Flat 1	1		61.00	0.00	833	0
Flat 2	2		69.00	0.00	814	0
Flat 3	3		72.00	0.00	814	0
Flat 1 High	1		61.00	0.00	1,023	0
Flat 2 High	2		74.00	0.00	1,023	0
Flat 3 High	3		90.00	0.00	1,023	0

Base  
Site make up



Number	11	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
<b>Greenfield</b>		<b>56</b>	<b>1.40</b>	<b>40.00</b>	<b>95</b>	<b>5,316</b>	<b>3,797</b>	<b>3,905,012</b>	<b>734.58</b>	Villages	Green	Paddock

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	760	0
Det 2	3		90.50	0.00	760	0
Det 3	4		110.00	0.00	760	0
Det 4	4	8	120.00	960.00	760	729,600
Det 5	5	4	140.00	560.00	760	425,600
Det 6 Small Sc	4		92.00	0.00	1,093	0
Det 7 Small Sc	4		111.00	0.00	1,093	0
Det 8 Single	5		130.00	0.00	1,093	0
Semi 1	2		73.00	0.00	717	0
Semi 2	2	12	80.00	960.00	717	688,320
Semi 3	3		80.00	0.00	717	0
Semi 4	3	20	95.00	1,900.00	717	1,362,300
Semi 5	4		110.00	0.00	717	0
Ter 1	2		73.00	0.00	747	0
Ter 2	2	12	78.00	936.00	747	699,192
Ter 3	3		90.00	0.00	747	0
Ter 4	3		100.00	0.00	747	0
Flat 1	1		61.00	0.00	833	0
Flat 2	2		69.00	0.00	814	0
Flat 3	3		72.00	0.00	814	0
Flat 1 High	1		61.00	0.00	1,023	0
Flat 2 High	2		74.00	0.00	1,023	0
Flat 3 High	3		90.00	0.00	1,023	0

Number	12	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
<b>Greenfield</b>		<b>42</b>	<b>1.20</b>	<b>35.00</b>	<b>93</b>	<b>3,910</b>	<b>3,258</b>	<b>2,869,870</b>	<b>733.98</b>	Villages	Green	Paddock

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	760	0
Det 2	3		90.50	0.00	760	0
Det 3	4		110.00	0.00	760	0
Det 4	4	6	120.00	720.00	760	547,200
Det 5	5	2	140.00	280.00	760	212,800
Det 6 Small Sc	4		92.00	0.00	1,093	0
Det 7 Small Sc	4		111.00	0.00	1,093	0
Det 8 Single	5		130.00	0.00	1,093	0
Semi 1	2		73.00	0.00	717	0
Semi 2	2	10	80.00	800.00	717	573,600
Semi 3	3		80.00	0.00	717	0
Semi 4	3	14	95.00	1,330.00	717	953,610
Semi 5	4		110.00	0.00	717	0
Ter 1	2		73.00	0.00	747	0
Ter 2	2	10	78.00	780.00	747	582,660
Ter 3	3		90.00	0.00	747	0
Ter 4	3		100.00	0.00	747	0
Flat 1	1		61.00	0.00	833	0
Flat 2	2		69.00	0.00	814	0
Flat 3	3		72.00	0.00	814	0
Flat 1 High	1		61.00	0.00	1,023	0
Flat 2 High	2		74.00	0.00	1,023	0
Flat 3 High	3		90.00	0.00	1,023	0





Number	13	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
<b>Greenfield</b>	<b>14</b>		<b>0.35</b>	<b>40.00</b>	<b>95</b>	<b>1,329</b>	<b>3,797</b>	<b>976,253</b>	<b>734.58</b>	Villages	Green	Paddock

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	760	0
Det 2	3		90.50	0.00	760	0
Det 3	4		110.00	0.00	760	0
Det 4	4	2	120.00	240.00	760	182,400
Det 5	5	1	140.00	140.00	760	106,400
Det 6 Small Sc	4		92.00	0.00	1,093	0
Det 7 Small Sc	4		111.00	0.00	1,093	0
Det 8 Single	5		130.00	0.00	1,093	0
Semi 1	2		73.00	0.00	717	0
Semi 2	2	3	80.00	240.00	717	172,080
Semi 3	3		80.00	0.00	717	0
Semi 4	3	5	95.00	475.00	717	340,575
Semi 5	4		110.00	0.00	717	0
Ter 1	2		73.00	0.00	747	0
Ter 2	2	3	78.00	234.00	747	174,798
Ter 3	3		90.00	0.00	747	0
Ter 4	3		100.00	0.00	747	0
Flat 1	1		61.00	0.00	833	0
Flat 2	2		69.00	0.00	814	0
Flat 3	3		72.00	0.00	814	0
Flat 1 High	1		61.00	0.00	1,023	0
Flat 2 High	2		74.00	0.00	1,023	0
Flat 3 High	3		90.00	0.00	1,023	0

Number	14	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
<b>Brownfield</b>	<b>16</b>		<b>0.40</b>	<b>40.00</b>	<b>95</b>	<b>1,512</b>	<b>3,780</b>	<b>1,114,964</b>	<b>737.41</b>	Villages	Brown	Industrial

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	760	0
Det 2	3		90.50	0.00	760	0
Det 3	4		110.00	0.00	760	0
Det 4	4	3	120.00	360.00	760	273,600
Det 5	5	1	140.00	140.00	760	106,400
Det 6 Small Sc	4		92.00	0.00	1,093	0
Det 7 Small Sc	4		111.00	0.00	1,093	0
Det 8 Single	5		130.00	0.00	1,093	0
Semi 1	2		73.00	0.00	717	0
Semi 2	2	4	80.00	320.00	717	229,440
Semi 3	3		80.00	0.00	717	0
Semi 4	3	4	95.00	380.00	717	272,460
Semi 5	4		110.00	0.00	717	0
Ter 1	2		73.00	0.00	747	0
Ter 2	2	4	78.00	312.00	747	233,064
Ter 3	3		90.00	0.00	747	0
Ter 4	3		100.00	0.00	747	0
Flat 1	1		61.00	0.00	833	0
Flat 2	2		69.00	0.00	814	0
Flat 3	3		72.00	0.00	814	0
Flat 1 High	1		61.00	0.00	1,023	0
Flat 2 High	2		74.00	0.00	1,023	0
Flat 3 High	3		90.00	0.00	1,023	0



Base  
Site make up



Number 15 Units Area Density Average Unit Size Developed Density Total Cost Rate Locality Green/Brown native Use  
Greenfield 6 0.15 40.00 103 620 4,133 460,880 743.35 Villages Green Paddock

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	760	0
Det 2	3		90.50	0.00	760	0
Det 3	4		110.00	0.00	760	0
Det 4	4	2	120.00	240.00	760	182,400
Det 5	5	1	140.00	140.00	760	106,400
Det 6 Small Sc	4		92.00	0.00	1,093	0
Det 7 Small Sc	4		111.00	0.00	1,093	0
Det 8 Single	5		130.00	0.00	1,093	0
Semi 1	2		73.00	0.00	717	0
Semi 2	2		80.00	0.00	717	0
Semi 3	3	3	80.00	240.00	717	172,080
Semi 4	3		95.00	0.00	717	0
Semi 5	4		110.00	0.00	717	0
Ter 1	2		73.00	0.00	747	0
Ter 2	2		78.00	0.00	747	0
Ter 3	3		90.00	0.00	747	0
Ter 4	3		100.00	0.00	747	0
Flat 1	1		61.00	0.00	833	0
Flat 2	2		69.00	0.00	814	0
Flat 3	3		72.00	0.00	814	0
Flat 1 High	1		61.00	0.00	1,023	0
Flat 2 High	2		74.00	0.00	1,023	0
Flat 3 High	3		90.00	0.00	1,023	0

Number 16 Units Area Density Average Unit Size Developed Density Total Cost Rate Locality Green/Brown native Use  
Greenfield 3 0.10 30.00 111 333 3,330 363,969 1,093.00 Villages Green Paddock

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	760	0
Det 2	3		90.50	0.00	760	0
Det 3	4		110.00	0.00	760	0
Det 4	4		120.00	0.00	760	0
Det 5	5		140.00	0.00	760	0
Det 6 Small Sc	4		92.00	0.00	1,093	0
Det 7 Small Sc	4	3	111.00	333.00	1,093	363,969
Det 8 Single	5		130.00	0.00	1,093	0
Semi 1	2		73.00	0.00	717	0
Semi 2	2		80.00	0.00	717	0
Semi 3	3		80.00	0.00	717	0
Semi 4	3		95.00	0.00	717	0
Semi 5	4		110.00	0.00	717	0
Ter 1	2		73.00	0.00	747	0
Ter 2	2		78.00	0.00	747	0
Ter 3	3		90.00	0.00	747	0
Ter 4	3		100.00	0.00	747	0
Flat 1	1		61.00	0.00	833	0
Flat 2	2		69.00	0.00	814	0
Flat 3	3		72.00	0.00	814	0
Flat 1 High	1		61.00	0.00	1,023	0
Flat 2 High	2		74.00	0.00	1,023	0
Flat 3 High	3		90.00	0.00	1,023	0

Base  
For Apps



		Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	
Location		Burton Green	Uttoxeter Green	Burton Green	Uttoxeter Green	Burton Green	Uttoxeter Green	Burton Brown	Uttoxeter Brown	Burton Brown	Uttoxeter Green	Villages Green	Villages Green	Villages Green	Villages Brown	Villages Green	Villages Green	
Green/brown field		Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Green	Green	Green	Green	Brown	Green	Green	
Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Paddock	Industrial	Paddock	Paddock	
Site Area	Gross	118.00	26.00	13.00	14.60	4.09	4.80	10.71	3.56	1.10	1.20	1.75	1.50	0.35	0.40	0.15	0.10	
	Net	71.00	15.75	8.00	8.75	2.86	3.36	8.57	2.85	0.86	1.00	1.40	1.20	0.35	0.40	0.15	0.10	
Units		2,500	600	300	350	101	117	300	100	30	35	56	42	14	16	6	3	
Average Unit Size	m2	97.49	97.46	92.60	94.83	95.66	94.99	88.17	90.98	97.83	96.89	94.93	93.10	94.93	94.50	103.33	111.00	
Mix	Intermediate to Buy	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	
	Affordable Rent Social Rent	6.50%	6.50%	13.00%	6.50%	13.00%	6.50%	13.00%	6.50%	13.00%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	
Price	Market	2,100	2,150	2,020	2,000	2,050	2,000	2,000	2,000	1,800	1,800	2,200	2,200	2,200	2,100	2,450	2,450	
	Intermediate	1,470	1,505	1,414	1,400	1,435	1,400	1,400	1,400	1,260	1,260	1,540	1,540	1,540	1,470	1,715	1,715	
	Affordable	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,100	1,100	1,100	1,100	1,100	1,100	
	Social Ren	882	903	848	840	861	840	840	840	756	756	924	924	924	882	1,029	1,029	
Grant and Intermedi	£/unit																	
	Affordable £/unit																	
	Social Ren £/unit																	
Sales per Quarter		35	25	12	12	6	6	12	6	4	4	4	4	2	2	1	1	
Unit Build Time		3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	
Alternative Use Value	£/ha	25,000	25,000	25,000	25,000	50,000	50,000	370,000	370,000	370,000	50,000	50,000	50,000	50,000	370,000	50,000	50,000	
	Up Lift %	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	
Additional Uplift	£/ha	300,000	300,000	300,000	300,000	300,000	300,000				300,000	300,000	300,000	300,000		300,000	300,000	
Easements etc	£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	% land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	
Planning F <50	£/unit	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	
	>50	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	
Architects	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	
QS / PM	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	
Planning Consultants	%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	
Other Professional	%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	
Build Cost - BCIS Bas	£/m2	744	744	743	742	743	742	749	743	741	741	735	734	735	737	743	1,093	
	CfSH	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	
Energy Design	£/m2																	
Lifetime	£/m2	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	
Flood	£/m2							37										
Over-extra 4 Infrastructure	£/m2																	
Pre CIL s106	£/unit	20%	20%	20%	20%	20%	20%	18%	15%	15%	15%	20%	12%	12%	12%	12%	10%	
Post CIL s106	£/unit	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	
	£/unit	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	
	£/m2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	2.50%	2.50%	2.50%	2.50%	5.00%	2.50%	2.50%	
Abnormals	%							10.00%	10.00%	10.00%					10.00%			
	£/site	13,500,000	2,880,000	1,440,000	1,680,000	484,800	561,600	1,440,000	480,000	144,000	168,000	268,800	201,600	67,200	226,800	28,800	0	
FINANCE	Fees	£	1,000,000	250,000	100,000	100,000	30,000	30,000	10,000	10,000	10,000	10,000	20,000	20,000	10,000	10,000	10,000	10,000
	Interest	%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
	Legal and ' £		50,000	25,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	
	Misc.	£	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	
Developer % of costs (before int	% of costs	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
	% of GDV	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	
% Commuted		12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%		
Units		300	72	36	42	12	14	36	12	4	4	7	5	2	2	1	0	
Rate		40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	
Commuted Sum		12,000,000	2,880,000	1,440,000	1,680,000	484,800	561,600	1,440,000	480,000	144,000	168,000	268,800	201,600	67,200	226,800	28,800	0	
Abnormals		1,500,000												150,000				
Tptal		13,500,000	2,880,000	1,440,000	1,680,000	484,800	561,600	1,440,000	480,000	144,000	168,000	268,800	201,600	67,200	226,800	28,800	0	



SITE NAME Site 1

INCOME	Av Size	%	Number	Price	GDV	GIA
	m2			£/m2	£	m2
Market Housing	97.5	87%	2,175	2,100	445,265,478	212,031
Shared Ownership	97.5	7%	163	1,470	23,286,873	15,841
Affordable Rent	97.5	7%	163	1,000	15,841,410	15,841
Social Rent	97.5	0%	0	882	0	0
Grant and Subsidy					0	0
SITE AREA - Net			35	/ha	484,393,761	243,714
SITE AREA - Gross			21	/ha		

Sales per Quarter 35  
Unit Build Time 3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
<b>Residual Land Value</b>	<b>35,638,860</b>	<b>501,956</b>	<b>302,024</b>
Alternative Use Value	2,950,000	25,000	
Uplift	20% 590,000	5,000	
Plus /ha	300,000	35,400,000	300,000
<b>Viability Threshold</b>	<b>38,940,000</b>	<b>330,000</b>	

<b>Additional Profit</b>	<b>42,085,203</b>	<b>198</b>
--------------------------	-------------------	------------

RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+I  
Closing balance = 0

Check on phasing diag. nos  
correct

DEVELOPMENT COSTS	Unit or m2	Total
<b>LAND</b>		
Land	14,256	35,638,860
Stamp Duty		1,781,943
Easements etc.		0
Legals Acquisition	1.50%	534,583
2,316,526		
<b>PLANNING</b>		
Planning Fee		1,225,000
Architects	6.00%	15,328,746
QS / PM	0.50%	1,277,396
Planning Consultants	1.00%	2,554,791
Other Professional	2.50%	6,386,978
26,772,910		
<b>CONSTRUCTION</b>		
Build Cost - BCIS Based	919	223,882,053
s106 CIL	5,000	12,500,000
Contingency	2.50%	5,597,051
Abnormals		13,500,000
255,479,104		
<b>FINANCE</b>		
Fees		1,000,000
Interest	7.00%	50,000
Legal and Valuation		1,050,000
<b>SALES</b>		
Agents	3.0%	14,531,813
Legals	0.5%	2,421,969
Misc.	5,000	16,958,782
338,216,182		
<b>Developers Profit</b>		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	96,878,752

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	2500		
No dwgs unde	2450	385	943,250
No dwgs over	2450	115	281,750
<b>Total</b>			<b>1,225,000</b>

Build Cost /m2			
BCIS	744		
CFSH	15	2.00%	
Energy	0		
Over-extra 1	0		
Over-extra 2	11		
Over-extra 3	0		
Over-extra 4	0		
Infrastructure	149	20%	
<b>919</b>			

Stamp duty calc - Residual			
Land payment		%	Total
125,000	0%	1%	35,638,860
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
<b>Total</b>			<b>1,781,943</b>

Stamp duty calc - Add Profit			
Land payment		%	Total
125,000	0%	1%	38,940,000
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
<b>Total</b>			<b>1,947,000</b>

Pre CIL s106		5,000	£/ Unit (all)	Total
				<b>12,500,000</b>

Post CIL s106		1,000	£/ Unit (all)	Total
				<b>2,500,000</b>

**RESIDUAL CASH FLOW FOR INTEREST**

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
<b>INCOME</b>																								
UNITS Started	40	60	80	100	120	140	140	140	140	140	140	140	140	140	140	140	140	140	140	140	24,934,867	0	0	0
Market Housing		7,124,248	10,686,371	14,248,495	17,810,619	21,372,743	24,934,867	24,934,867	24,934,867	24,934,867	24,934,867	24,934,867	24,934,867	24,934,867	24,934,867	24,934,867	24,934,867	24,934,867	24,934,867	24,934,867	24,934,867	0	0	0
Shared Ownership		372,590	558,885	745,180	931,475	1,117,770	1,304,065	1,304,065	1,304,065	1,304,065	1,304,065	1,304,065	1,304,065	1,304,065	1,304,065	1,304,065	1,304,065	1,304,065	1,304,065	1,304,065	1,304,065	0	0	0
Affordable Rent		253,463	380,194	506,925	633,656	760,388	887,119	887,119	887,119	887,119	887,119	887,119	887,119	887,119	887,119	887,119	887,119	887,119	887,119	887,119	887,119	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>INCOME</b>	<b>0</b>	<b>7,750,300</b>	<b>11,625,450</b>	<b>15,500,600</b>	<b>19,375,750</b>	<b>23,250,901</b>	<b>27,126,051</b>	<b>27,126,051</b>	<b>27,126,051</b>	<b>27,126,051</b>	<b>27,126,051</b>	<b>27,126,051</b>	<b>27,126,051</b>	<b>27,126,051</b>	<b>27,126,051</b>	<b>27,126,051</b>	<b>27,126,051</b>	<b>27,126,051</b>	<b>27,126,051</b>	<b>27,126,051</b>	<b>27,126,051</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>EXPENDITURE</b>																								
Stamp Duty		1,781,943																						
Easements etc.		0																						
Legals Acquisition		534,583																						
Planning Fee		1,225,000																						
Architects		15,328,746																						
QS		1,277,396																						
Planning Consultants		2,554,791																						
Other Professional		6,386,978																						
Build Cost - BCIS Base		3,582,113	5,373,169	7,164,226	8,955,282	10,746,339	12,537,395	12,537,395	12,537,395	12,537,395	12,537,395	12,537,395	12,537,395	12,537,395	12,537,395	12,537,395	12,537,395	12,537,395	12,537,395	12,537,395	12,537,395	0	0	0
s106 CIL		12,500,000																						
Contingency		89,553	134,329	179,106	223,882	268,658	313,435	313,435	313,435	313,435	313,435	313,435	313,435	313,435	313,435	313,435	313,435	313,435	313,435	313,435	313,435	313,435	0	0
Abnormals		216,000	324,000	432,000	540,000	648,000	756,000	756,000	756,000	756,000	756,000	756,000	756,000	756,000	756,000	756,000	756,000	756,000	756,000	756,000	756,000	756,000	0	0
Finance Fees		1,000,000																						
Legal and Valuation		50,000																						
Agents		0	232,509	348,764	465,018	581,273	697,527	813,782	813,782	813,782	813,782	813,782	813,782	813,782	813,782	813,782	813,782	813,782	813,782	813,782	813,782	813,782	0	0
Legals		0	38,752	58,127	77,503	96,879	116,255	135,630	135,630	135,630	135,630	135,630	135,630	135,630	135,630	135,630	135,630	135,630	135,630	135,630	135,630	135,630	0	0
Misc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>COSTS BEFORE LAND INT AND</b>	<b>42,639,436</b>	<b>4,198,926</b>	<b>6,243,389</b>	<b>8,317,852</b>	<b>10,397,315</b>	<b>12,476,779</b>	<b>14,556,242</b>	<b>14,556,242</b>	<b>14,556,242</b>	<b>14,556,242</b>	<b>14,556,242</b>	<b>14,556,242</b>	<b>14,556,242</b>	<b>14,556,242</b>	<b>14,556,242</b>	<b>14,556,242</b>	<b>14,556,242</b>	<b>14,556,242</b>	<b>14,556,242</b>	<b>14,556,242</b>	<b>14,556,242</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>For Residual Value</b>																								
Land		35,638,860																						
Interest		5,479,481	5,611,648	5,627,719	5,518,867	5,276,698	4,891,878	4,354,423	3,779,346	3,164,013	2,505,607	1,801,113	1,047,305	240,729	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								96,878,752
Cash Flow		-78,278,296	-1,888,107	-229,587	1,555,029	3,459,568	5,497,424	7,677,931	8,215,386	8,790,463	9,405,796	10,064,202	10,768,696	11,522,504	12,329,080	12,569,809	12,569,809	12,569,809	12,569,809	12,569,809	12,569,809	12,569,809	0	0
Opening Bal		0																						-96,878,752
Closing Bal		-78,278,296	-80,166,403	-80,395,990	-78,840,961	-75,381,393	-69,883,969	-62,206,038	-53,990,651	-45,200,188	-35,794,392	-25,730,191	-14,961,495	-3,438,991	8,890,089	21,459,898	34,029,707	46,599,516	59,169,325	71,739,134	84,308,943	96,878,752	96,878,752	0

**CASH FLOW FOR CIL ADDITIONAL PROFIT**

	Year 1	Year 2	Year 3	Year 4	Year 5</
--	--------	--------	--------	--------	----------













SITE NAME Site 5						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	95.7	87%	88	2,050	17,232,177	8,406
Shared Ownership	95.7	0%	0	1,435	0	0
Affordable Rent	95.7	13%	13	1,000	1,256,060	1,256
Social Rent	95.7	0%	0	861	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	2.86 ha		35	/ha	18,488,237	9,662
SITE AREA - Gross	4.09 ha		25	/ha		

Sales per Quarter	6
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,851,876	647,509	452,731
Alternative Use Value	204,500		50,000
Uplift	20%	40,900	10,000
Plus /ha	300,000	1,227,000	300,000
<b>Viability Threshold</b>	<b>1,472,400</b>		<b>360,000</b>

Additional Profit	£/m2	837,870	100
-------------------	------	---------	-----

RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+l  
Closing balance = 0

Check on phasing diag. nos  
correct

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	18,335	1,851,876
Stamp Duty		92,594
Easements etc.		0
Legals Acquisition	1.50%	27,778
PLANNING		
Planning Fee		25,500
Architects	6.00%	604,720
QS / PM	0.50%	50,393
Planning Consultants	1.00%	100,787
Other Professional	2.50%	251,967
CONSTRUCTION		
Build Cost - BCIS Based	918	8,867,192
s106 CIL	5,000	505,000
Contingency	2.50%	221,680
Abnormals		484,800
FINANCE		
Fees		30,000
Interest	7.00%	10,000
Legal and Valuation		10,000
SALES		
Agents	3.0%	554,647
Legals	0.5%	92,441
Misc.		5,000
Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	3,697,647

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	101		
No dwgs under	51	385	19,635
No dwgs over	51	115	5,865
<b>Total</b>			<b>25,500</b>

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
<b>Total</b>			<b>92,594</b>

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
<b>Total</b>			<b>1,472,400</b>

Pre CIL s106	5,000	£/ Unit (all)	
<b>Total</b>			<b>505,000</b>

Post CIL s106	1,000	£/ Unit (all)	
CIL	0	£/m2	
<b>Total</b>			<b>101,000</b>

Build Cost /m2	
BCIS	743
CFSH	15
Energy	0
Over-extra 1	0
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	149
<b>Total</b>	<b>918</b>

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
<b>INCOME</b>																												
UNITS Started	6				6				6				6				6				5				6			
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	74,617	74,617	74,617	74,617	74,617	74,617	74,617	74,617	74,617	74,617	74,617	74,617	74,617	74,617	74,617	74,617	74,617	74,617	74,617	74,617	74,617	74,617	74,617	74,617
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>1,098,311</b>	<b>915,259</b>	<b>0</b>
<b>EXPENDITURE</b>																												
Stamp Duty	92,594	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	27,778	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	25,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	302,360	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	25,197	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	50,393	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	125,983	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	175,588	351,176	526,764	526,764	526,764	526,764	526,764	526,764	526,764	526,764	526,764	526,764	526,764	526,764	526,764	526,764	526,764	497,499	321,911	146,323	0	0	0	0	0	0	0
s106 CIL	505,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	4,390	8,779	13,169	13,169	13,169	13,169	13,169	13,169	13,169	13,169	13,169	13,169	13,169	13,169	13,169	13,169	13,169	12,437	8,048	3,658	0	0	0	0	0	0	0
Abnormals	0	9,600	19,200	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	27,200	17,600	8,000	0	0	0	0	0	0	0
Finance Fees	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	32,949	32,949	32,949	32,949	32,949	32,949	32,949	32,949	32,949	32,949	32,949	32,949	32,949	32,949	32,949	32,949	32,949	32,949	32,949	32,949	27,458	0
Legals	0	0	0	0	0	0	5,492	5,492	5,492	5,492	5,492	5,492	5,492	5,492	5,492	5,492	5,492	5,492	5,492	5,492	5,492	5,492	5,492	5,492	5,492	5,492	4,576	0
Misc.	0	0	0	0	0	0	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
<b>COSTS BEFORE LAND INT AND</b>	<b>689,806</b>	<b>0</b>	<b>1,203,511</b>	<b>379,155</b>	<b>568,733</b>	<b>568,733</b>	<b>607,174</b>	<b>607,174</b>	<b>607,174</b>	<b>607,174</b>	<b>607,174</b>	<b>607,174</b>	<b>607,174</b>	<b>607,174</b>	<b>607,174</b>	<b>607,174</b>	<b>607,174</b>	<b>607,174</b>	<b>575,578</b>	<b>386,000</b>	<b>196,422</b>	<b>38,441</b>	<b>32,034</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>For Residual Value</b>																												
Land	1,851,876	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest	44,479	45,258	67,111	74,921	86,185	97,646	90,760	83,753	76,624	69,370	61,989	54,479	46,838	39,062	31,151	23,101	14,911	6,577	0	0	0	0	0	0	0	0	0	0
Profit on Costs																												
Profit on GDV																												
Cash Flow	-2,541,681	-44,479	-1,248,769	-446,267	-643,654	-654,918	-393,491	400,377	407,384	414,513	421,767	429,148	436,658	444,300	452,075	459,986	468,036	476,227	516,157	712,311	901,889	1,059,870	883,225	-3,697,647				
Opening Bal	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing Bal	-2,541,681	-2,586,161	-3,834,930	-4,281,196	-4,924,850	-5,579,768	-5,186,277	-4,785,899	-4,378,515	-3,964,002	-3,542,235	-3,113,087	-2,676,429	-2,232,129	-1,780,054	-1,320,068	-852,032	-375,805	140,352	852,663	1,754,552	2,814,422	3,697,647	0				

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>INCOME</b>																								
As Above	0				0				0				0											





SITE NAME Site 6						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	95.0	87%	102	2,000	19,338,360	9,669
Shared Ownership	95.0	7%	8	1,400	1,011,374	722
Affordable Rent	95.0	7%	8	1,000	722,410	722
Social Rent	95.0	0%	0	840	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	3.36 ha		35	/ha	21,072,144	11,114
SITE AREA - Gross	4.80 ha		24	/ha		

Sales per Quarter	6
Unit Build Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	2,012,848	599,862
Alternative Use Value	240,000	50,000
Uplift	20%	48,000
Plus /ha	300,000	1,440,000
Viability Threshold	1,728,000	360,000

Additional Profit	800,325	83
-------------------	---------	----

DEVELOPMENT COSTS		
LAND	/unit or m2	Total
Land	17,204	2,012,848
Stamp Duty		100,642
Easements etc.		0
Legals Acquisition	1.50%	30,193
130,835		
PLANNING		
Planning Fee		33,500
Architects	6.00%	694,927
QS / PM	0.50%	57,911
Planning Consultants	1.00%	115,821
Other Professional	2.50%	289,553
1,191,712		
CONSTRUCTION		
Build Cost - BCIS Based	916	10,180,993
s106 CIL	5,000	585,000
Contingency	2.50%	254,525
Abnormals		561,600
11,582,118		
FINANCE		
Fees		30,000
Interest	7.00%	10,000
Legal and Valuation		40,000
SALES		
Agents	3.0%	632,164
Legals	0.5%	105,361
Misc.		5,000
742,525		15,700,037
Developers Profit		0
% of costs (before interest)	0.00%	
% of GDV	20.00%	4,214,429

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	117		
No dwgs under	67	385	25,795
No dwgs over	67	115	7,705
			33,500

Build Cost /m2	
BCIS	742
CISH	15
Energy	0
Over-extra 1	0
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	148
	916

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
			2,012,848
			100,642

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
			1,728,000
			86,400

Pre CIL s106	5,000	£/ Unit (all)	
			585,000
			Total

Post CIL s106	1,000	£/ Unit (all)	
CIL	0	£/m2	
			117,000
			Total

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			5	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7
Market Housing			0	0	0	0	826,426	1,156,996	1,156,996	1,156,996	1,156,996	1,156,996	1,156,996	1,156,996	1,156,996	1,156,996	1,156,996	1,156,996	1,156,996	1,156,996	1,156,996	1,156,996	1,156,996	1,156,996
Shared Ownership			0	0	0	0	43,221	60,510	60,510	60,510	60,510	60,510	60,510	60,510	60,510	60,510	60,510	60,510	60,510	60,510	60,510	60,510	60,510	60,510
Affordable Rent			0	0	0	0	30,872	43,221	43,221	43,221	43,221	43,221	43,221	43,221	43,221	43,221	43,221	43,221	43,221	43,221	43,221	43,221	43,221	43,221
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	900,519	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727
EXPENDITURE																								
Stamp Duty	100,642																							
Easements etc.	0																							
Legals Acquisition	30,193																							
Planning Fee	33,500																							
Architects	347,464		347,464																					
QS	28,955		28,955																					
Planning Consultants	57,911		57,911																					
Other Professional	144,776		144,776																					
Build Cost - BCIS Base	0	145,028	348,068		551,108	609,119	609,119	609,119	609,119	609,119	609,119	609,119	609,119	609,119	609,119	609,119	609,119	609,119	609,119	609,119	609,119	609,119	609,119	609,119
s106 CIL	585,000																							
Contingency	0	3,626	8,702		13,778	15,228	15,228	15,228	15,228	15,228	15,228	15,228	15,228	15,228	15,228	15,228	15,228	15,228	15,228	15,228	10,152	5,076	0	0
Abnormals	0	8,000	19,200		30,400	33,600	33,600	33,600	33,600	33,600	33,600	33,600	33,600	33,600	33,600	33,600	33,600	33,600	33,600	33,600	22,400	11,200	0	0
Finance Fees	30,000																							
Legal and Valuation	10,000																							
Agents	0	0	0	0	0	0	27,016	37,822	37,822	37,822	37,822	37,822	37,822	37,822	37,822	37,822	37,822	37,822	37,822	37,822	37,822	37,822	37,822	37,822
Legals	0	0	0	0	0	0	4,503	6,304	6,304	6,304	6,304	6,304	6,304	6,304	6,304	6,304	6,304	6,304	6,304	6,304	6,304	6,304	6,304	6,304
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND	783,441	0	1,325,760	375,970	595,286	657,947	689,465	702,073	702,073	702,073	702,073	702,073	702,073	702,073	702,073	702,073	702,073	702,073	702,073	702,073	482,757	263,441	44,125	44,125
For Residual Value																								
Land	2,012,848																							
Interest	48,935	49,791	73,864		81,736	93,584	106,735	104,910	96,969	88,890	80,669	72,304	63,793	55,133	46,321	37,355	28,233	18,950	9,506	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								4,214,429
Cash Flow	-2,796,289	-48,935	-1,375,551	-449,833	-677,021	-751,531	-1,043,318	-453,744	-461,685	-469,764	-477,985	-486,350	-494,861	-503,521	-512,333	-521,298	-530,421	-539,704	-549,148	-777,970	-997,285	-1,216,601	-1,216,601	-4,214,429
Opening Bal	0																							
Closing Bal	-2,796,289	-2,845,224	-4,220,775	-4,670,609	-5,347,630	-6,099,161	-6,994,842	-5,641,098	-5,079,413	-4,609,649	-4,131,664	-3,645,314	-3,150,453	-2,646,933	-2,134,600	-1,613,301	-1,082,880	-543,177	5,971	783,941	1,781,227	2,997,828	4,214,429	0

CASH FLOW FOR CL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	900,519	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727	1,260,727
EXPENDITURE																								
Land	1,728,000																							
Stamp Duty	86,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	25,920	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				







SITE NAME Site 8						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	91.0	87%	87	2,000	15,830,520	7,915
Shared Ownership	91.0	7%	7	1,400	827,918	591
Affordable Rent	91.0	7%	7	1,000	591,370	591
Social Rent	91.0	0%	0	840	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	2.85 ha		35	/ha	17,249,808	9,098
SITE AREA - Gross	3.56 ha		28	/ha		

Sales per Quarter	6
Unit Build Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	888,377	249,524
Alternative Use Value	1,317,200	370,000
Uplift	20%	74,000
Plus /ha	0	0
<b>Viability Threshold</b>	<b>1,580,640</b>	<b>444,000</b>

Additional Profit	-340,905	-43
-------------------	----------	-----

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	8,884	888,377
Stamp Duty		35,535
Easements etc.		0
Legals Acquisition	1.50%	13,326 48,861
PLANNING		
Planning Fee		25,000
Architects	6.00%	623,304
QS / PM	0.50%	51,942
Planning Consultants	1.00%	103,884
Other Professional	2.50%	259,710 1,063,840
CONSTRUCTION		
Build Cost - BCIS Based	899	8,181,220
s106 CIL	5,000	500,000
Contingency	5.00%	409,061
Abnormals		1,298,122 10,388,403
FINANCE		
Fees		10,000
Interest	7.00%	
Legal and Valuation		10,000 20,000
SALES		
Agents	3.0%	517,494
Legals	0.5%	86,249
Misc.		5,000 608,743 13,018,224
Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	3,449,962

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	100		
No dwgs under	50	385	19,250
No dwgs over	50	115	5,750
		<b>Total</b>	<b>25,000</b>

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
		<b>Total</b>	<b>35,535</b>

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
		<b>Total</b>	<b>63,226</b>

Pre CIL s106	5,000 £/ Unit (all)	
		<b>Total</b> 500,000

Post CIL s106	1,000 £/ Unit (all)	
CIL	0 £/m2	
		<b>Total</b> 100,000

Build Cost /m2	
BCIS	743
CFSH	15
Energy	0
Over-extra 1	0
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	130
	<b>899</b>

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	4	4	6	6	6	6
Market Housing	0	0	0	0	949,831	949,831	949,831	949,831	949,831	949,831	949,831	949,831	949,831	949,831	949,831	949,831	949,831	949,831	949,831	949,831	949,831	949,831	949,831	633,221
Shared Ownership	0	0	0	0	49,675	49,675	49,675	49,675	49,675	49,675	49,675	49,675	49,675	49,675	49,675	49,675	49,675	49,675	49,675	49,675	49,675	49,675	49,675	33,117
Affordable Rent	0	0	0	0	35,462	35,462	35,462	35,462	35,462	35,462	35,462	35,462	35,462	35,462	35,462	35,462	35,462	35,462	35,462	35,462	35,462	35,462	35,462	23,655
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>689,992</b>
EXPENDITURE																								
Stamp Duty	35,535																							
Easements etc.	0																							
Legals Acquisition	13,326																							
Planning Fee	25,000																							
Architects	311,652		311,652																					
QS	25,971		25,971																					
Planning Consultants	51,942		51,942																					
Other Professional	129,855		129,855																					
Build Cost - BCIS Base	0	163,624	327,249		490,873	490,873	490,873	490,873	490,873	490,873	490,873	490,873	490,873	490,873	490,873	490,873	490,873	490,873	436,332	272,707	109,083	0	0	0
s106 CIL	0	500,000			500,000				500,000				500,000				500,000				500,000			
Contingency	0	8,181	16,362		24,544	24,544	24,544	24,544	24,544	24,544	24,544	24,544	24,544	24,544	24,544	24,544	24,544	24,544	21,817	13,635	5,454	0	0	0
Abnormals	0	25,962	51,925		77,887	77,887	77,887	77,887	77,887	77,887	77,887	77,887	77,887	77,887	77,887	77,887	77,887	77,887	69,233	43,271	17,308	0	0	0
Finance Fees	10,000																							
Legal and Valuation	10,000																							
Agents	0	0	0	0	0	0	31,050	31,050	31,050	31,050	31,050	31,050	31,050	31,050	31,050	31,050	31,050	31,050	31,050	31,050	31,050	31,050	20,700	0
Legals	0	0	0	0	0	0	5,175	5,175	5,175	5,175	5,175	5,175	5,175	5,175	5,175	5,175	5,175	5,175	5,175	5,175	5,175	5,175	3,450	0
Misc.	0	0	5,000		5,000				5,000				5,000				5,000				5,000			
<b>COSTS BEFORE LAND INT AND</b>	<b>613,281</b>	<b>0</b>	<b>1,222,188</b>	<b>395,536</b>	<b>593,304</b>	<b>593,304</b>	<b>629,529</b>	<b>629,529</b>	<b>629,529</b>	<b>629,529</b>	<b>629,529</b>	<b>629,529</b>	<b>629,529</b>	<b>629,529</b>	<b>629,529</b>	<b>629,529</b>	<b>629,529</b>	<b>629,529</b>	<b>563,606</b>	<b>365,838</b>	<b>168,070</b>	<b>36,225</b>	<b>24,150</b>	<b>0</b>
For Residual Valuation																								
Land	888,377																							
Interest		26,279	26,739	48,595	56,367	67,737	79,305	73,597	67,790	61,880	55,868	49,750	43,525	37,191	30,746	24,189	17,517	10,728	3,820	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								3,449,962
Cash Flow	-1,501,658	-26,279	-1,248,927	-444,131	-649,672	-661,041	-326,155	-331,863	-337,670	-343,579	-349,592	-355,710	-361,935	-368,269	-374,713	-381,271	-387,943	-394,732	-401,563	-408,450	-415,399	-422,400	-429,454	-436,664
Opening Bal	0																							
Closing Bal	-1,501,658	-1,527,937	-2,776,864	-3,220,995	-3,870,667	-4,531,708	-4,205,553	-3,873,690	-3,536,020	-3,192,441	-2,842,849	-2,487,139	-2,125,204	-1,756,936	-1,382,222	-1,000,951	-613,008	-218,276	249,286	918,437	1,785,355	2,784,119	3,449,962	0

CASH FLOW FOR CL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>1,034,988</b>	<b>689,992</b>
EXPENDITURE																								
Land	1,580,640																							
Stamp Duty	63,226	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	23,710	0	0	0	0	0	0	0	0	0	0													





SITE NAME Site 9						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	97.8	87%	26	1,800	4,596,210	2,553
Shared Ownership	97.8	0%	0	1,260	0	0
Affordable Rent	97.8	13%	4	1,000	381,550	382
Social Rent	97.8	0%	0	756	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.86 ha		35	/ha	4,977,760	2,935
SITE AREA - Gross	1.10 ha		27	/ha		

Sales per Quarter	4
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-4,999	-6,138	-6,324
Alternative Use Value	407,000		370,000
Uplift	0%	0	0
Plus /ha	0	0	0
<b>Viability Threshold</b>	<b>407,000</b>		<b>370,000</b>

Additional Profit	-312,224	-122
-------------------	----------	------

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	-233	-6,999
Stamp Duty	0	0
Easements etc.	0	0
Legals Acquisition	1.50%	-105
PLANNING		
Planning Fee		11,550
Architects	6.00%	195,394
QS / PM	0.50%	16,283
Planning Consultants	1.00%	32,566
Other Professional	2.50%	81,414
		337,207
CONSTRUCTION		
Build Cost - BCIS Based	878	2,576,152
s106 CIL	5,000	150,000
Contingency	5.00%	128,808
Abnormals		401,615
		3,256,574
FINANCE		
Fees		10,000
Interest	7.00%	
Legal and Valuation		10,000
		20,000
SALES		
Agents	3.0%	149,333
Legals	0.5%	24,889
Misc.		5,000
		179,222
<b>Developers Profit</b>		<b>995,552</b>
% of costs (before interest)	0.00%	0
% of GDV	20.00%	

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	30		11,550
No dwgs unde	30	385	11,550
No dwgs over	0	115	0
<b>Total</b>			<b>11,550</b>

Build Cost /m2	
BCIS	741
CISH	15
Energy	0
Over-extra 1	0
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	111
<b>Total</b>	<b>878</b>

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	-6,999
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
<b>Total</b>			<b>0</b>

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	407,000
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
<b>Total</b>			<b>0</b>

Pre CIL s106	5,000 £/ Unit (all)	
<b>Total</b>		<b>150,000</b>

Post CIL s106	1,000 £/ Unit (all)	
CIL	0 £/ m2	
<b>Total</b>		<b>30,000</b>

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>INCOME</b>																								
UNITS Started	2 4																							
Market Housing	0 0 0 0 306,414 612,828 612,828 612,828 612,828 612,828 612,828 612,828 612,828 612,828 612,828 612,828 612,828 612,828 612,828 612,828 612,828 612,828 612,828 612,828																							
Shared Ownership	0 0																							
Affordable Rent	0 0 0 0 25,437 50,873 50,873 50,873 50,873 50,873 50,873 50,873 50,873 50,873 50,873 50,873 50,873 50,873 50,873 50,873 50,873 50,873 50,873 50,873																							
Social Rent	0 0																							
Grant and Subsidy	0 0																							
<b>INCOME</b>	<b>0 0 0 0 331,851 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701</b>																							
<b>EXPENDITURE</b>																								
Stamp Duty	0 0																							
Easements etc.	0 0																							
Legals Acquisition	-105 0																							
Planning Fee	11,550 0																							
Architects	97,697 0 97,697 0																							
QS	8,141 0 8,141 0																							
Planning Consultants	16,283 0 16,283 0																							
Other Professional	40,707 0 40,707 0																							
Build Cost - BCIS Base	0 0 57,248 171,743 286,239 343,487 343,487 343,487 343,487 343,487 343,487 228,991 114,496 0 0 0 0 0 0 0 0 0 0 0 0																							
s106 CIL	150,000 0																							
Contingency	0 0 2,862 8,587 14,312 17,174 17,174 17,174 17,174 17,174 17,174 11,450 5,725 0 0 0 0 0 0 0 0 0 0 0 0																							
Abnormals	0 0 8,925 26,774 44,624 53,549 53,549 53,549 53,549 53,549 53,549 35,699 17,850 0 0 0 0 0 0 0 0 0 0 0 0																							
Finance Fees	10,000 0																							
Legal and Valuation	10,000 0																							
Agents	0 0 0 0 0 0 9,956 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911																							
Legals	0 0 0 0 0 0 1,659 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319																							
Misc.	0 0 5,000 0																							
<b>COSTS BEFORE LAND INT AND</b>	<b>194,274 0 386,864 207,105 345,175 414,210 425,825 437,439 437,439 437,439 299,369 161,300 23,230 23,230 0 0 0 0 0 0 0 0 0 0 0 0</b>																							
<b>For Residual Valuation</b>																								
Land	-6,999 3,277 3,335 10,163 13,965 20,250 27,853 29,985 26,550 23,056 19,499 13,465 4,908 0 0 0 0 0 0 0 0 0 0 0 0																							
Interest	0 0																							
Profit on Costs	0 0																							
Profit on GDV	0 995,552																							
Cash Flow	-187,275 0 -3,277 -390,198 -217,268 -359,140 -434,460 -121,827 196,277 199,711 203,206 344,832 488,937 635,563 640,472 0 0 0 0 0 0 0 0 -995,552																							
Opening Balan	0 0																							
Closing Balan	-187,275 -190,552 -580,751 -798,019 -1,157,159 -1,591,619 -1,713,447 -1,517,170 -1,317,459 -1,114,253 -769,420 -280,483 355,080 995,552 995,552 995,552 995,552 995,552 995,552 995,552 995,552 995,552 995,552 995,552																							

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>INCOME</b>	As Above																							
<b>INCOME</b>	<b>0 0 0 0 0 0 331,851 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701 663,701</b>																							
<b>EXPENDITURE</b>																								
Land	407,000 0																							
Stamp Duty	0 0																							
Easements etc.	0 0																							
Legals Acquisition	6,105 0																							
Planning Fee	11,550 0																							
Architects	97,697 0 97,697 0																							
QS	8,141 0 8,141 0																							
Planning Consultants	16,283 0 16,283 0																							
Other Professional	40,707 0 40,707 0																							
Build Cost - BCIS Base	0 0 57,248 171,743 286,239 343,487 343,487 343,487 343,487 343,487 343,487 228,991 114,496 0 0 0 0 0 0 0 0 0 0 0 0																							
POTENTIAL CIL	0 0																							
Post CIL s106	2,000 4,000																							
Contingency	0 0 2,862 8,587 14,312 17,174 17,174 17,174 17,174 17,174 17,174 11,450 5,725 0 0 0 0 0 0 0 0 0 0 0 0																							
Abnormals	0 0 8,925 26,774 44,624 53,549 53,549 53,549 53,549 53,549 53,549 35,699 17,850 0 0 0 0 0 0 0 0 0 0 0 0																							
Finance Fees	10,000 0																							
Legal and Valuation	10,000 0																							
Agents	0 0 0 0 0 0 9,956 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911 19,911																							
Legals	0 0 0 0 0 0 1,659 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319 3,319																							
Misc.	0 0 5,000 0																							
<b>COSTS BEFORE LAND INT AND</b>	<b>607,484 0 -75,360 207,105 347,175 418,210 429,825 441,439 441,439 441,439 303,369 165,300 23,230 23,230 0 0 0 0 0 0 0 0 0 0 0</b>																							
<b>For CIL calculation</b>																								
Interest	10,631 10,817 9,688 13,481 19,793 27,458 29,653 26,282 22,853 19,363 13,396 4,906 0 0 0 0 0 0 0 0 0 0 0 0																							
Profit on cost	0 0																							
Profit on GDV	0 995,552																							
Cash Flow	-607,484 -10,631 64,543 -216,792 -360,656 -438,003 -125,432 192,609 195,980 199,409 340,969 485,006 635,563 640,472 0 0 0 0 0 0 0 0 -995,552																							
Opening Balan	0 0																							
Closing Balan	-607,484 -618,115 -553,572 -770,364 -1,131,021 -1,569,023 -1,694,455 -1,501,846 -1,305,867 -1,106,458 -765,489 -280,483 355,080 995,552 995,552 995,552 995,552 995,552 995,552 995,552 995,552 995,552 995,552 995,552																							







SITE NAME Site 11						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	94.9	87%	49	2,200	10,174,824	4,625
Shared Ownership	94.9	7%	4	1,540	532,132	346
Affordable Rent	94.9	7%	4	1,100	380,094	346
Social Rent	94.9	0%	0	924	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	1.40 ha		40	/ha	11,087,050	5,316
SITE AREA - Gross	1.75 ha		32	/ha		

Sales per Quarter	4
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,782,991	1,273,565	1,018,823
Alternative Use Value	87,500		50,000
Uplift	20%	17,500	10,000
Plus /ha	300,000	525,000	300,000
<b>Viability Threshold</b>	<b>630,000</b>		<b>360,000</b>

Additional Profit	1,503,239	325
-------------------	-----------	-----

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = 0

Check on phasing diag: nos correct

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	31,839	1,782,991
Stamp Duty		89,150
Easements etc.		0
Legals Acquisition	1.50%	26,745
115,894		
PLANNING		
Planning Fee		3,000
Architects	6.00%	317,509
QS / PM	0.50%	26,459
Planning Consultants	1.00%	52,918
Other Professional	2.50%	132,296
532,182		
CONSTRUCTION		
Build Cost - BCIS Based	870	4,627,340
s106 CIL	5,000	280,000
Contingency	2.50%	115,664
Abnormals		268,800
5,291,824		
FINANCE		
Fees		20,000
Interest	7.00%	10,000
Legal and Valuation		30,000
SALES		
Agents	3.0%	332,611
Legals	0.5%	55,435
Misc.		5,000
393,047		
8,145,938		
Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	2,217,410

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	56		
No dwgs unde	6	385	2,310
No dwgs over	6	115	690
		<b>Total</b>	<b>3,000</b>

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		<b>Total</b>	<b>89,150</b>

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		<b>Total</b>	<b>31,500</b>

Pre CIL s106	5,000 £/ Unit (all)	
		<b>Total</b>
		<b>280,000</b>

Post CIL s106	1,000 £/ Unit (all)	
CIL	0 £/ m2	
		<b>Total</b>
		<b>56,000</b>

Build Cost /m2	
BCIS	735
CFSH	15
Energy	0
Over-extra 1	0
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	110
<b>870</b>	<b>15%</b>

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>INCOME</b>																								
UNITS Started			2	4	4	4	4	4	4	4	4	4	4	4	4	4	2							
Market Housing			0	0	0	0	363,387	726,773	726,773	726,773	726,773	726,773	726,773	726,773	726,773	726,773	726,773	726,773	726,773	726,773	363,387	0	0	0
Shared Ownership			0	0	0	0	19,005	38,009	38,009	38,009	38,009	38,009	38,009	38,009	38,009	38,009	38,009	38,009	38,009	38,009	19,005	0	0	0
Affordable Rent			0	0	0	0	13,575	27,150	27,150	27,150	27,150	27,150	27,150	27,150	27,150	27,150	27,150	27,150	27,150	27,150	13,575	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>395,966</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>395,966</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>EXPENDITURE</b>																								
Stamp Duty	89,150																							
Easements etc.	0																							
Legals Acquisition	26,745																							
Planning Fee	3,000																							
Architects	158,755		158,755																					
QS	13,230		13,230																					
Planning Consultants	26,459		26,459																					
Other Professional	66,148		66,148																					
Build Cost - BCIS Base	0	55,087	165,262		275,437	330,524	330,524	330,524	330,524	330,524	330,524	330,524	330,524	330,524	330,524	330,524	275,437	165,262	55,087	0	0	0	0	0
s106 CIL	280,000																							
Contingency	0	1,377	4,132		6,886	8,263	8,263	8,263	8,263	8,263	8,263	8,263	8,263	8,263	8,263	8,263	6,886	4,132	1,377	0	0	0	0	0
Abnormals	0	3,200	9,600		16,000	19,200	19,200	19,200	19,200	19,200	19,200	19,200	19,200	19,200	19,200	19,200	16,000	9,600	3,200	0	0	0	0	0
Finance Fees	20,000																							
Legal and Valuation	10,000																							
Agents	0	0	0	0	0	0	11,879	23,758	23,758	23,758	23,758	23,758	23,758	23,758	23,758	23,758	23,758	23,758	23,758	23,758	11,879	0	0	0
Legals	0	0	0	0	0	0	1,980	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	1,980	0	0	0
Misc.	0	0	5,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>COSTS BEFORE LAND INT AND</b>	<b>413,486</b>	<b>0</b>	<b>609,256</b>	<b>178,994</b>	<b>298,323</b>	<b>357,987</b>	<b>371,846</b>	<b>385,705</b>	<b>385,705</b>	<b>385,705</b>	<b>385,705</b>	<b>385,705</b>	<b>385,705</b>	<b>385,705</b>	<b>385,705</b>	<b>385,705</b>	<b>326,040</b>	<b>206,711</b>	<b>87,382</b>	<b>27,718</b>	<b>13,859</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>For Residual Valuation</b>																								
Land	1,782,991																							
Interest	38,438	39,111	50,457		54,473	60,647	67,973	68,740	62,834	56,825	50,710	44,489	38,158	31,717	25,163	18,495	11,709	3,761	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	2,196,477	-38,438	-648,367	-229,451	-352,796	-418,634	-43,853	337,487	343,393	349,402	355,517	361,738	368,069	374,510	381,064	387,732	454,182	581,460	704,550	764,214	382,107	0	0	2,217,410
Opening Bal	0																							
Closing Bal	-2,196,477	-2,234,915	-2,883,282	-3,112,733	-3,465,528	-3,884,163	-3,928,016	-3,590,529	-3,247,136	-2,897,734	-2,542,217	-2,180,479	-1,812,410	-1,437,900	-1,056,836	-669,104	-214,921	366,538	1,071,088	1,835,303	2,217,410	2,217,410	2,217,410	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>INCOME</b>																								
As Above																								
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>395,966</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>791,932</b>	<b>395,966</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>EXPENDITURE</b>																								
Land	630,000																							
Stamp Duty	31,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0								



SITE NAME Site 12						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	93.1	87%	37	2,200	7,483,740	3,402
Shared Ownership	93.1	7%	3	1,540	391,391	254
Affordable Rent	93.1	7%	3	1,100	279,565	254
Social Rent	93.1	0%	0	924	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	1.20 ha		35	/ha	8,154,696	3,910
SITE AREA - Gross	1.50 ha		28	/ha		

Sales per Quarter	4
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,178,504	882,086	785,620
Alternative Use Value	75,000		50,000
Uplift	20%	15,000	10,000
Plus /ha	300,000	450,000	300,000
<b>Viability Threshold</b>	<b>540,000</b>		<b>360,000</b>

Additional Profit	£/m2	258
-------------------	------	-----

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = 0

Check on phasing diag. nos correct

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	28,060	1,178,504
Stamp Duty		58,925
Easements etc.		0
Legals Acquisition	1.50%	17,678
PLANNING		
Planning Fee		16,170
Architects	6.00%	242,667
QS / PM	0.50%	20,222
Planning Consultants	1.00%	40,445
Other Professional	2.50%	101,111
CONSTRUCTION		
Build Cost - BCIS Based	906	3,544,251
s106 CIL	5,000	210,000
Contingency	2.50%	88,606
Abnormals		201,600
FINANCE		
Fees		20,000
Interest	7.00%	
Legal and Valuation		10,000
SALES		
Agents	3.0%	244,641
Legals	0.5%	40,773
Misc.		5,000
Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	1,630,939

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	42		
No dwgs unde	42	385	16,170
No dwgs over	0	115	0
<b>Total 16,170</b>			

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
<b>Total 58,925</b>			

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
<b>Total 27,000</b>			

Pre CIL s106	5,000 £/ Unit (all)	
<b>Total 210,000</b>		

Post CIL s106	1,000 £/ Unit (all)	
CIL	0 £/m2	
<b>Total 42,000</b>		

Build Cost /m2	
BCIS	734
CFSH	15
Energy	0
Over-extra 1	0
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	147
<b>Total</b>	<b>906</b>

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>INCOME</b>																								
UNITS Started			2	4	4	4	4	4	4	4	4	4	4											
Market Housing			0	0	0	0	356,369	712,737	712,737	712,737	712,737	712,737	712,737	712,737	712,737	712,737	712,737	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	18,638	37,275	37,275	37,275	37,275	37,275	37,275	37,275	37,275	37,275	37,275	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	13,313	26,625	26,625	26,625	26,625	26,625	26,625	26,625	26,625	26,625	26,625	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>388,319</b>	<b>776,638</b>	<b>776,638</b>	<b>776,638</b>	<b>776,638</b>	<b>776,638</b>	<b>776,638</b>	<b>776,638</b>	<b>776,638</b>	<b>776,638</b>	<b>776,638</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>EXPENDITURE</b>																								
Stamp Duty	58,925																							
Easements etc.	0																							
Legals Acquisition	17,678																							
Planning Fee	16,170																							
Architects	121,334			121,334																				
QS	10,111			10,111																				
Planning Consultants	20,222			20,222																				
Other Professional	50,556			50,556																				
Build Cost - BCIS Base	0	56,258	168,774		281,290	337,548	337,548	337,548	337,548	337,548	337,548	337,548	337,548	225,032	112,516	0	0	0	0	0	0	0	0	0
s106 CIL	210,000																							
Contingency	0	1,406	4,219		7,032	8,439	8,439	8,439	8,439	8,439	8,439	8,439	8,439	5,626	2,813	0	0	0	0	0	0	0	0	0
Abnormals	0	3,200	9,600		16,000	19,200	19,200	19,200	19,200	19,200	19,200	19,200	19,200	12,800	6,400	0	0	0	0	0	0	0	0	0
Finance Fees	20,000																							
Legal and Valuation	10,000																							
Agents	0	0	0	0	0	0	11,650	23,299	23,299	23,299	23,299	23,299	23,299	23,299	23,299	23,299	23,299	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,942	3,883	3,883	3,883	3,883	3,883	3,883	3,883	3,883	3,883	3,883	0	0	0	0	0	0	0
Misc.	0	0	0	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>COSTS BEFORE LAND INT AND</b>	<b>324,996</b>	<b>0</b>	<b>478,087</b>	<b>182,593</b>	<b>304,322</b>	<b>365,186</b>	<b>378,778</b>	<b>392,369</b>	<b>392,369</b>	<b>392,369</b>	<b>392,369</b>	<b>392,369</b>	<b>392,369</b>	<b>270,640</b>	<b>148,911</b>	<b>27,182</b>	<b>27,182</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>For Residual Valuatk</b>																								
Land	1,178,504																							
Interest		26,311	26,772	35,607	39,425	45,441	52,627	53,381	47,590	41,698	35,703	29,603	23,397	17,082	8,526	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-1,503,499	-26,311	-504,859	-218,200	-343,747	-410,627	-43,086	330,888	336,679	342,571	348,566	354,065	360,872	488,916	619,201	749,455	749,455	0	0	0	0	0	0	-1,630,939
Opening Balan	0																							
Closing Balan	-1,503,499	-1,529,811	-2,034,670	-2,252,870	-2,596,617	-3,007,244	-3,050,330	-2,719,441	-2,382,763	-2,040,192	-1,691,626	-1,336,961	-978,089	-487,173	132,028	881,484	1,630,939	1,630,939	1,630,939	1,630,939	1,630,939	1,630,939	1,630,939	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>INCOME</b>																								
As Above																								
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>388,319</b>	<b>776,638</b>	<b>776,638</b>	<b>776,638</b>	<b>776,638</b>	<b>776,638</b>	<b>776,638</b>	<b>776,638</b>	<b>776,638</b>	<b>776,638</b>	<b>776,638</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>EXPENDITURE</b>																								
Land	540,000																							
Stamp Duty	27,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	8,100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	16,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	121,334	0	0	121,334	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		





SITE NAME Site 13						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	94.9	87%	12	2,200	2,543,706	1,156
Shared Ownership	94.9	7%	1	1,540	133,033	86
Affordable Rent	94.9	7%	1	1,100	95,024	86
Social Rent	94.9	0%	0	924	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.35 ha		40	/ha	2,771,762	1,329
SITE AREA - Gross	0.35 ha		40	/ha		

Sales per Quarter	2
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	487,197	1,391,991	1,391,991
Alternative Use Value	17,500		50,000
Uplift		20%	3,500
	Plus /ha	300,000	105,000
		300,000	300,000
<b>Viability Threshold</b>	<b>126,000</b>		<b>360,000</b>

Additional Profit	447,832	387
-------------------	---------	-----

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = 0

Check on phasing depts nos correct

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	34,800	487,197
Stamp Duty		14,616
Easements etc.		0
Legals Acquisition	1.50%	7,308
PLANNING		
Planning Fee		5,390
Architects	6.00%	77,576
QS / PM	0.50%	6,465
Planning Consultants	1.00%	12,929
Other Professional	2.50%	32,323
CONSTRUCTION		
Build Cost - BCIS Based	848	1,127,547
s106 CIL	5,000	70,000
Contingency	2.50%	28,189
Abnormals		67,200
FINANCE		
Fees		10,000
Interest	7.00%	10,000
Legal and Valuation		10,000
SALES		
Agents	3.0%	83,153
Legals	0.5%	13,859
Misc.		5,000
<b>Developers Profit</b>		<b>2,058,752</b>
% of costs (before interest)	0.00%	0
% of GDV	20.00%	554,352

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	14		5,390
No dwgs unde	14	385	5,390
No dwgs over	0	115	0
<b>Total</b>			<b>5,390</b>

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	487,197
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
<b>Total</b>			<b>14,616</b>

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	126,000
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
<b>Total</b>			<b>3,780</b>

Pre CIL s106	5,000 £/ Unit (all)	
<b>Total</b>		<b>70,000</b>

Post CIL s106	1,000 £/ Unit (all)	
CIL	0 £/ m2	
<b>Total</b>		<b>14,000</b>

Build Cost /m2	
BCIS	735
CISH	15
Energy	0
Over-extra 1	0
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	88
<b>Total</b>	<b>848</b>

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6											
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4								
<b>INCOME</b>																																
UNITS Started	2				2				2				2				2				2				2							
Market Housing	0				0				363,387				363,387				363,387				363,387				363,387				363,387			
Shared Ownership	0				0				19,005				19,005				19,005				19,005				19,005				19,005			
Affordable Rent	0				0				13,575				13,575				13,575				13,575				13,575				13,575			
Social Rent	0				0				0				0				0				0				0				0			
Grant and Subsidy	0				0				0				0				0				0				0				0			
<b>INCOME</b>	0				0				395,966				395,966				395,966				395,966				395,966				395,966			
<b>EXPENDITURE</b>																																
Stamp Duty	14,616																															
Easements etc.	0																															
Legals Acquisition	7,308																															
Planning Fee	5,390																															
Architects	38,788																															
QS	3,232																															
Planning Consultants	6,465																															
Other Professional	16,162																															
Build Cost - BCIS Base	0				53,693				107,385				161,078				161,078				161,078				161,078							
s106 CIL	70,000																															
Contingency	0				1,342				2,685				4,027				4,027				4,027				4,027							
Abnormals	0				3,200				6,400				9,600				9,600				9,600				9,600							
Finance Fees	10,000																															
Legal and Valuation	10,000																															
Agents	0				0				0				0				11,879				11,879				11,879				11,879			
Legals	0				0				0				0				1,980				1,980				1,980				1,980			
Misc.	0				5,000																											
<b>COSTS BEFORE LAND INT AND</b>	<b>111,961</b>				<b>0</b>				<b>197,882</b>				<b>116,470</b>				<b>174,705</b>				<b>174,705</b>				<b>188,564</b>				<b>188,564</b>			
<b>For Residual Value</b>																																
Land	487,197																															
Interest	10,485				10,669				14,318				16,607				19,955				23,362				20,141							
Profit on Costs	0				0				0				0				0				0				0							
Profit on GDV	0				0				0				0				0				0				0				0			
Cash Flow	-599,157				-10,485				-208,551				-130,788				-191,312				-194,660				184,400				187,261			
Opening Balan	0				0				0				0				0				0				0				0			
Closing Balan	-599,157				-609,643				-818,193				-948,982				-1,140,294				-1,334,954				-1,150,914				-963,653			

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6											
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4								
<b>INCOME</b>																																
As Above	0				0				395,966				395,966				395,966				395,966				395,966							
<b>EXPENDITURE</b>																																
Land	126,000																															
Stamp Duty	3,780																															
Easements etc.	0																															
Legals Acquisition	1,890																															
Planning Fee	5,390																															
Architects	38,788																															
QS	3,232																															
Planning Consultants	6,465																															
Other Professional	16,162																															
Build Cost - BCIS Base	0				53,693				107,385				161,078				161,078				161,078				161,078							
POTENTIAL CIL	0				447,832																											
Post CIL s106	0				2,000				2,000				2,000				2,000				2,000				2,000							
Contingency	0				1,342				2,685				4,027				4,027				4,027				4,027							
Abnormals	0				3,200				6,400				9,600				9,600				9,600				9,600							
Finance Fees	10,000																															
Legal and Valuation	10,000																															
Agents	0				0				0				0				11,879				11,879				11,879				11,879			
Legals	0				0				0				0				1,980				1,980				1,980				1,980			
Misc.	0				5,000																											
<b>COSTS BEFORE LAND INT AND</b>	<b>221,707</b>				<b>0</b>				<b>575,814</b>				<b>116,470</b>				<b>176,705</b>				<b>176,705</b>				<b>190,564</b>				<b>190,564</b>			
<b>For CIL calculation</b>																																
Interest	3,880				3,948				14,094				16,378				19,757				23,196				20,007							
Profit on cost	0				0				0				0				0				0				0							
Profit on GDV	0				0				0				0				0				0				0				0			
Cash Flow	-221,707				-3,880				-579,762				-130,564				-193,084				-196,463				182,207				185,395			
Opening Balan	0				0				0				0				0				0				0				0			
Closing Balan	-221,707				-225,587				-805,349				-935,912				-1,128,996				-1,325,459				-1,143,252				-957,857			





SITE NAME Site 14						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	94.5	87%	14	2,100	2,762,424	1,315
Shared Ownership	94.5	7%	1	1,470	144,472	98
Affordable Rent	94.5	7%	1	1,100	108,108	98
Social Rent	94.5	0%	0	882	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.40 ha		40	/ha	3,015,004	1,512
SITE AREA - Gross	0.40 ha		40	/ha		

Sales per Quarter	2
Unit Build Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	169,632	424,989
Alternative Use Value	148,000	370,000
Uplift	20%	29,600
Plus /ha	0	0
<b>Viability Threshold</b>	<b>177,600</b>	<b>444,000</b>

Additional Profit	56,989
-------------------	--------

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	10,602	169,632
Stamp Duty		1,696
Easements etc.		0
Legals Acquisition	1.50%	2,544
PLANNING		
Planning Fee		6,160
Architects	6.00%	107,259
QS / PM	0.50%	8,938
Planning Consultants	1.00%	17,876
Other Professional	2.50%	44,681
CONSTRUCTION		
Build Cost - BCIS Based	852	1,287,891
s106 CIL	5,000	80,000
Contingency	5.00%	64,365
Abnormals		355,569
FINANCE		
Fees		10,000
Interest	7.00%	
Legal and Valuation		10,000
SALES		
Agents	3.0%	90,450
Legals	0.5%	15,075
Misc.		5,000
Developers Profit		0
% of costs (before interest)	0.00%	
% of GDV	20.00%	603,001

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	16		
No dwgs unde	16	385	6,160
No dwgs over	0	115	0
<b>Total</b>			<b>6,160</b>

Build Cost /m2	
BCIS	737
CISH	15
Energy	0
Over-extra 1	0
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	88
<b>Total</b>	<b>852</b>

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
<b>Total</b>			<b>1,696</b>

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
<b>Total</b>			<b>1,776</b>

Pre CIL s106	5,000 £/ Unit (all)	
<b>Total</b>		<b>80,000</b>

Post CIL s106	1,000 £/ Unit (all)	
CIL	0 £/ m2	
<b>Total</b>		<b>16,000</b>

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>INCOME</b>																								
UNITS Started	2 2																							
Market Housing	0 0 0 0 345,303 345,303 345,303 345,303 345,303 345,303 345,303 345,303 345,303 345,303 0 0 0 0 0 0 0 0 0 0 0 0																							
Shared Ownership	0 0 0 0 18,059 18,059 18,059 18,059 18,059 18,059 18,059 18,059 18,059 18,059 0 0 0 0 0 0 0 0 0 0 0 0																							
Affordable Rent	0 0 0 0 13,514 13,514 13,514 13,514 13,514 13,514 13,514 13,514 13,514 13,514 0 0 0 0 0 0 0 0 0 0 0 0																							
Social Rent	0 0																							
Grant and Subsidy	0 0																							
<b>INCOME</b>	<b>0 0 0 0 0 0 376,875 376,875 376,875 376,875 376,875 376,875 376,875 376,875 0 0 0 0 0 0 0 0 0 0 0 0</b>																							
<b>EXPENDITURE</b>																								
Stamp Duty	1,696 0																							
Easements etc.	0 0																							
Legals Acquisition	2,544 0																							
Planning Fee	6,160 0																							
Architects	53,629 0 0 0 0 53,629 0																							
QS	4,469 0 0 0 0 4,469 0																							
Planning Consultants	8,938 0 0 0 0 8,938 0																							
Other Professional	22,346 0 0 0 0 22,346 0																							
Build Cost - BCIS Base	0 0 53,654 107,308 160,961 160,961 160,961 160,961 160,961 160,961 107,308 53,654 0 0 0 0 0 0 0 0 0 0 0 0 0 0																							
s106 CIL	80,000 0 0 0 0 8,048 8,048 8,048 8,048 8,048 8,048 5,365 2,683 0 0 0 0 0 0 0 0 0 0 0 0 0 0																							
Contingency	0 0 2,683 5,365 0																							
Abnormals	0 0 14,815 29,631 44,446 44,446 44,446 44,446 44,446 44,446 29,631 14,815 0 0 0 0 0 0 0 0 0 0 0 0 0 0																							
Finance Fees	10,000 0 0 0 0 10,000 0 0 0 0 11,306 11,306 11,306 11,306 11,306 11,306 0 0 0 0 0 0 0 0 0 0																							
Legal and Valuation	10,000 0 0 0 0 10,000 0 0 0 0 1,884 1,884 1,884 1,884 1,884 1,884 0 0 0 0 0 0 0 0 0 0																							
Agents	0 0 0 0 0 0 0 0 11,306 11,306 11,306 11,306 11,306 11,306 11,306 11,306 0 0 0 0 0 0 0 0 0 0																							
Legals	0 0 0 0 0 0 0 0 1,884 1,884 1,884 1,884 1,884 1,884 1,884 1,884 0 0 0 0 0 0 0 0 0 0																							
Misc.	0 0 0 0 5,000 0																							
<b>COSTS BEFORE LAND INT AND</b>	<b>119,783 0 245,534 142,304 213,456 213,456 226,646 226,646 226,646 226,646 155,494 84,342 13,191 13,191 0 0 0 0 0 0 0 0 0 0 0 0 0 0</b>																							
<b>For Residual Value</b>																								
Land	169,632 5,065 5,153 9,540 12,198 16,147 20,165 17,889 15,573 13,216 10,818 7,134 2,139 0 0 0 0 0 0 0 0 0 0 0 0 0 0																							
Interest	0 0																							
Profit on Costs	0 0																							
Profit on GDV	0 0																							
Cash Flow	-289,415 -5,065 -250,887 -151,844 -225,653 -229,602 130,065 132,341 134,657 137,013 210,563 285,399 361,546 363,685 0 0 0 0 0 0 0 0 0 0 0 0																							
Opening Bal	0 0																							
Closing Bal	-289,415 -294,480 -545,167 -697,012 -922,665 -1,152,267 -1,022,203 -889,862 -755,205 -618,192 -407,629 -122,230 239,316 603,001 603,001 603,001 603,001 603,001 603,001 603,001 603,001 603,001 603,001 603,001 603,001 603,001 0																							

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>INCOME</b>	As Above																							
<b>INCOME</b>	<b>0 0 0 0 0 0 376,875 376,875 376,875 376,875 376,875 376,875 376,875 376,875 0 0 0 0 0 0 0 0 0 0 0 0</b>																							
<b>EXPENDITURE</b>																								
Land	177,600 0																							
Stamp Duty	1,776 0																							
Easements etc.	0 0																							
Legals Acquisition	2,664 0																							
Planning Fee	6,160 0																							
Architects	53,629 0 0 0 0 53,629 0																							
QS	4,469 0 0 0 0 4,469 0																							
Planning Consultants	8,938 0 0 0 0 8,938 0																							
Other Professional	22,346 0 0 0 0 22,346 0																							
Build Cost - BCIS Base	0 0 53,654 107,308 160,961 160,961 160,961 160,961 160,961 160,961 107,308 53,654 0 0 0 0 0 0 0 0 0 0 0 0 0 0																							
POTENTIAL CIL	0 0 56,989 0																							
Post CIL s106	2,000 2,000 2,000 2,000 2,000 2,000 2,000 2,000 2,000 2,000 2,000 2,000 2,000 2,000 0 0 0 0 0 0 0 0 0 0 0 0																							
Contingency	0 0 2,683 5,365 0																							
Abnormals	0 0 14,815 29,631 44,446 44,446 44,446 44,446 44,446 44,446 29,631 14,815 0 0 0 0 0 0 0 0 0 0 0 0 0 0																							
Finance Fees	10,000 0 0 0 0 10,000 0 0 0 0 11,306 11,306 11,306 11,306 11,306 11,306 0 0 0 0 0 0 0 0 0 0																							
Legal and Valuation	10,000 0 0 0 0 10,000 0 0 0 0 1,884 1,884 1,884 1,884 1,884 1,884 0 0 0 0 0 0 0 0 0 0																							
Agents	0 0 0 0 0 0 0 0 11,306 11,306 11,306 11,306 11,306 11,306 11,306 11,306 0 0 0 0 0 0 0 0 0 0																							
Legals	0 0 0 0 0 0 0 0 1,884 1,884 1,884 1,884 1,884 1,884 1,884 1,884 0 0 0 0 0 0 0 0 0 0																							
Misc.	0 0 0 0 5,000 0																							
<b>COSTS BEFORE LAND INT AND</b>	<b>297,582 0 222,523 142,304 215,456 215,456 228,646 228,646 228,646 228,646 157,494 86,342 13,191 13,191 0 0 0 0 0 0 0 0 0 0 0 0 0</b>																							
<b>For CIL calculation</b>																								
Interest	5,208 5,299 9,286 11,939 15,918 19,967 17,722 15,438 13,115 10,750 7,099 2,139 0 0 0 0 0 0 0 0 0 0 0 0 0 0																							
Profit on cost	0 0																							
Profit on GDV	0 0																							
Cash Flow	-297,582 -5,208 -227,822 -151,589 -227,394 -231,373 128,262 130,507 132,791 135,115 208,631 283,434 361,546 363,685 0 0 0 0 0 0 0 0 0 0 0 0																							
Opening Bal	0 0																							
Closing Bal	-297,582 -302,790 -530,612 -682,201 -909,596 -1,140,969 -1,012,707 -882,200 -749,409 -614,295 -405,664 -122,230 239,316 603,001 603,001 603,001 603,001 603,001 603,001 603,001 603,001 603,001 603,001 603,001 603,001 0																							



SITE NAME Site 15						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	103.3	87%	5	2,450	1,321,530	539
Shared Ownership	103.3	7%	0	1,715	69,115	40
Affordable Rent	103.3	7%	0	1,100	44,330	40
Social Rent	103.3	0%	0	1,029	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.15 ha		40	/ha	1,434,975	620
SITE AREA - Gross	0.15 ha		40	/ha		

Sales per Quarter	1
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	297,513	1,863,429	1,983,420
Alternative Use Value	7,500		50,000
Uplift	20%	1,500	10,000
Plus /ha	300,000	45,000	300,000
<b>Viability Threshold</b>	<b>54,000</b>		<b>360,000</b>

Additional Profit	288,132	534
-------------------	---------	-----

RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+l  
Closing balance = 0

Check on phasing diagr nos  
correct

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	49,585	297,513
Stamp Duty		8,925
Easements etc.		0
Legals Acquisition	1.50%	4,463
PLANNING		
Planning Fee		2,310
Architects	6.00%	36,260
QS / PM	0.50%	3,022
Planning Consultants	1.00%	6,043
Other Professional	2.50%	15,108
CONSTRUCTION		
Build Cost - BCIS Based	858	532,223
s106 CIL	5,000	30,000
Contingency	2.50%	13,306
Abnormals		28,800
FINANCE		
Fees		10,000
Interest	7.00%	
Legal and Valuation		10,000
SALES		
Agents	3.0%	43,049
Legals	0.5%	7,175
Misc.		5,000
		55,224
<b>Developers Profit</b>		<b>1,053,197</b>
% of costs (before interest)	0.00%	0
% of GDV	20.00%	286,995

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	6		
No dwgs under	6	385	2,310
No dwgs over	0	115	0
<b>Total</b>			<b>2,310</b>

Stamp duty calc - Residual			
Land payment			
125,000	0%	1%	297,513
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
<b>Total</b>			<b>8,925</b>

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	54,000
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
<b>Total</b>			<b>1,620</b>

Pre CIL s106	5,000 £/ Unit (all)	
<b>Total</b>		<b>30,000</b>

Post CIL s106	1,000 £/ Unit (all)	
CIL	0 £/m2	
<b>Total</b>		<b>6,000</b>

Build Cost /m2	
BCIS	743
CISH	15
Energy	0
Over-extra 1	0
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	89
<b>Total</b>	<b>858</b>

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME																												
UNITS Started	1				1				1				1				1				1							
Market Housing	0	0	0	0	220,255	0	0	0	220,255	0	0	0	220,255	0	0	0	220,255	0	0	0	220,255	0	0	0	220,255	0	0	0
Shared Ownership	0	0	0	0	11,519	0	0	0	11,519	0	0	0	11,519	0	0	0	11,519	0	0	0	11,519	0	0	0	11,519	0	0	0
Affordable Rent	0	0	0	0	7,388	0	0	0	7,388	0	0	0	7,388	0	0	0	7,388	0	0	0	7,388	0	0	0	7,388	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>239,162</b>	<b>0</b>	<b>239,162</b>	<b>0</b>	<b>239,162</b>	<b>0</b>	<b>239,162</b>	<b>0</b>	<b>239,162</b>	<b>0</b>	<b>239,162</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>239,162</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>239,162</b>	<b>0</b>	<b>0</b>	<b>0</b>
EXPENDITURE																												
Stamp Duty	8,925																											
Easements etc.	0																											
Legals Acquisition	4,463																											
Planning Fee	2,310																											
Architects	18,130		18,130																									
QS	1,511		1,511																									
Planning Consultants	3,022		3,022																									
Other Professional	7,554		7,554																									
Build Cost - BCIS Base		0	29,568	29,568	59,136	29,568	59,136	29,568	59,136	29,568	59,136	29,568	59,136	29,568	59,136	29,568	59,136	29,568	59,136	29,568	59,136	29,568	59,136	29,568	59,136	29,568	59,136	29,568
s106 CIL			30,000				30,000				30,000				30,000				30,000				30,000				30,000	
Contingency		0	739	739	1,478	739	1,478	739	1,478	739	1,478	739	1,478	739	1,478	739	1,478	739	1,478	739	1,478	739	1,478	739	1,478	739	1,478	739
Abnormals		0	1,600	1,600	3,200	1,600	3,200	1,600	3,200	1,600	3,200	1,600	3,200	1,600	3,200	1,600	3,200	1,600	3,200	1,600	3,200	1,600	3,200	1,600	3,200	1,600	3,200	1,600
Finance Fees	10,000																											
Legal and Valuation	10,000																											
Agents	0	0	0	0	0	0	7,175	0	7,175	0	7,175	0	7,175	0	7,175	0	7,175	0	7,175	0	7,175	0	7,175	0	7,175	0	7,175	0
Legals	0	0	0	0	0	0	1,196	0	1,196	0	1,196	0	1,196	0	1,196	0	1,196	0	1,196	0	1,196	0	1,196	0	1,196	0	1,196	0
Misc.			5,000				5,000				5,000				5,000				5,000				5,000				5,000	
<b>COSTS BEFORE LAND INT AND</b>	<b>65,915</b>	<b>0</b>	<b>97,124</b>	<b>31,907</b>	<b>63,814</b>	<b>31,907</b>	<b>72,185</b>	<b>31,907</b>	<b>72,185</b>	<b>31,907</b>	<b>72,185</b>	<b>31,907</b>	<b>72,185</b>	<b>31,907</b>	<b>40,278</b>	<b>0</b>	<b>8,371</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>8,371</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>8,371</b>	<b>0</b>	<b>0</b>	<b>0</b>
For Residual Valuation	Land	297,513																										
Interest		6,360	6,471	8,284	8,988	10,262	11,000	8,270	8,973	6,208	6,875	4,073	4,703	1,863	2,454	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																												
Profit on GDV																												
Cash Flow	-363,427	-6,360	-103,595	-40,191	-72,802	-42,169	155,978	-40,177	158,004	-38,115	180,102	-35,980	162,275	-33,770	196,431	0	230,792	0	0	0	230,792	0	0	0	230,792	0	0	0
Opening Bal	0																											
Closing Bal	-363,427	-369,787	-473,382	-513,574	-586,375	-628,544	-472,566	-512,743	-354,739	-392,854	-232,752	-268,732	-106,457	-140,227	56,203	56,203	286,995	286,995	286,995	286,995	286,995	286,995	286,995	286,995	286,995	286,995	286,995	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME																												
As Above	0				0				0				0				0				0							
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>239,162</b>	<b>0</b>	<b>239,162</b>	<b>0</b>	<b>239,162</b>	<b>0</b>	<b>239,162</b>	<b>0</b>	<b>239,162</b>	<b>0</b>	<b>239,162</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>239,162</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>239,162</b>	<b>0</b>	<b>0</b>	<b>0</b>
EXPENDITURE																												
Land	54,000																											
Stamp Duty	1,620	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	810	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	2,310	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0												





SITE NAME Site 16						
INCOME	Av Size m2	%	Number	Price €/m2	GDV £	GIA m2
Market Housing	111.0	100%	3	2,450	815,850	333
Shared Ownership	111.0	0%	0	1,715	0	0
Affordable Rent	111.0	0%	0	1,100	0	0
Social Rent	111.0	0%	0	1,029	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.10 ha		30	/ha	815,850	333
SITE AREA - Gross	0.10 ha		30	/ha		

Sales per Quarter	1
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	77,065	770,646	770,646
Alternative Use Value	5,000	50,000	
Uplift	20%	1,000	10,000
Plus /ha	300,000	3,000	300,000
<b>Viability Threshold</b>	<b>36,000</b>	<b>360,000</b>	

Additional Profit	55,352	166
-------------------	--------	-----

RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+l  
Closing balance = 0

Check on phasing diagr nos  
correct

DEVELOPMENT COSTS			
LAND	Unit or m2	Total	
Land	25,888	77,065	
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	1,156	1,156
PLANNING			
Planning Fee		1,155	
Architects	6.00%	26,195	
QS / PM	0.50%	2,183	
Planning Consultants	1.00%	4,366	
Other Professional	2.50%	10,915	44,814
CONSTRUCTION			
Build Cost - BCIS Based	1,235	411,308	
s106 CIL	5,000	15,000	
Contingency	2.50%	10,283	
Abnormals		0	436,591
FINANCE			
Fees		10,000	
Interest	7.00%		
Legal and Valuation		10,000	20,000
SALES			
Agents	3.0%	24,476	
Legals	0.5%	4,079	
Misc.		5,000	33,555
<b>Developers Profit</b>			<b>613,180</b>
% of costs (before interest)		0.00%	0
% of GDV		20.00%	163,170

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	3		
No dwgs unde	3	385	1,155
No dwgs over	0	115	0
<b>Total</b>			<b>1,155</b>

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
<b>Total</b>			<b>77,065</b>

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
<b>Total</b>			<b>36,000</b>

Pre CIL s106	5,000 £/ Unit (all)	
<b>Total</b>		<b>15,000</b>

Post CIL s106	1,000 £/ Unit (all)	
CIL	0 £/ m2	
<b>Total</b>		<b>3,000</b>

Build Cost /m2	
BCIS	1,093
CISH	22
Energy	0
Over-extra 1	0
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	109
<b>Total</b>	<b>1,235</b>

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
<b>INCOME</b>																												
UNITS Started	1				1				1																			
Market Housing	0	0	0	0	0	0	0	271,950	0	0	0	271,950	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>271,950</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>271,950</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>EXPENDITURE</b>																												
Stamp Duty	0																											
Easements etc.	0																											
Legals Acquisition	1,156																											
Planning Fee	1,155																											
Architects	13,098			13,098																								
QS	1,091			1,091																								
Planning Consultants	2,183			2,183																								
Other Professional	5,457			5,457																								
Build Cost - BCIS Base	0	0	45,701	45,701	91,402	45,701	91,402	45,701	45,701	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106 CIL	0	0	1,143	1,143	2,285	1,143	2,285	1,143	1,143	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																											
Legal and Valuation	10,000																											
Agents	0	0	0	0	0	0	8,159	0	8,159	0	8,159	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,360	0	1,360	0	1,360	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	5,000																									
<b>COSTS BEFORE LAND INT AND</b>	<b>44,141</b>	<b>0</b>	<b>88,673</b>	<b>46,843</b>	<b>93,687</b>	<b>46,843</b>	<b>103,205</b>	<b>46,843</b>	<b>56,362</b>	<b>0</b>	<b>9,518</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>For Residual Value</b>																												
Land	77,065																											
Interest		2,121	2,158	3,748	4,633	6,354	7,285	4,459	5,357	1,678	1,707	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																												
Profit on GDV																												
Cash Flow	-121,205	-2,121	-90,831	-50,591	-98,320	-53,197	-161,460	-51,303	210,231	-1,678	260,725	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-163,170
Opening Balan	0																											
Closing Balan	-121,205	-123,326	-214,157	-264,749	-363,069	-416,266	-254,806	-306,108	-95,877	-97,555	163,170	163,170	163,170	163,170	163,170	163,170	163,170	163,170	163,170	163,170	163,170	163,170	163,170	163,170	163,170	163,170	163,170	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
<b>INCOME</b>																												
As Above	0				0				0				0				0				0							
<b>EXPENDITURE</b>																												
Land	36,000																											
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	540																											
Planning Fee	1,155																											
Architects	13,098			13,098																								
QS	1,091			1,091																								
Planning Consultants	2,183			2,183																								
Other Professional	5,457			5,457																								
Build Cost - BCIS Base	0	0	45,701	45,701	91,402	45,701	91,402	45,701	45,701	0	0	0	0	0	0	0	0	0</										

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
Location			Burton rton/	Uttoxeter	Burton	Uttoxeter	Burton	Uttoxeter	Burton	Uttoxeter	Burton	Uttoxeter	Villages	Villages	Villages	Villages	Villages	Villages
Green/brown field			Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Green	Green	Green	Green	Brown	Green	Green
Use			Agricultural	Agricultural	Agricultural	Agricultural	Grazing / Amenity	Grazing / Amenity	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Paddock	Industrial	Paddock	Paddock
Site Area	Gross	ha	118	26	13	14.6	4.09	4.8	10.71	3.56	1.1	1.2	1.75	1.5	0.35	0.4	0.15	0.1
	Net	ha	71	15.75	8	8.75	2.86	3.36	8.57	2.85	0.86	1	1.4	1.2	0.35	0.4	0.15	0.1
Units		0	2500	600	300	350	101	117	300	100	30	35	56	42	14	16	6	3
Mix	Market		87.00%	87.00%	87.00%	87.00%	87.00%	87.00%	87.00%	87.00%	87.00%	87.00%	87.00%	87.00%	87.00%	87.00%	87.00%	100.00%
	Intermediate to Buy		6.50%	6.50%	0.00%	6.50%	0.00%	6.50%	0.00%	6.50%	0.00%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	0.00%
	Affordable Rent		6.50%	6.50%	13.00%	6.50%	13.00%	6.50%	13.00%	6.50%	13.00%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	0.00%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value	£/ha		25,000	25,000	25,000	25,000	50,000	50,000	370,000	370,000	370,000	50,000	50,000	50,000	50,000	370,000	50,000	50,000
	£ site		2,950,000	650,000	325,000	365,000	204,500	240,000	3,962,700	1,317,200	407,000	60,000	87,500	75,000	17,500	148,000	7,500	5,000
Uplift	£/ha		305,000	305,000	305,000	305,000	310,000	310,000	74,000	74,000	0	310,000	310,000	310,000	310,000	74,000	310,000	310,000
	£ site		35,990,000	7,930,000	3,965,000	4,453,000	1,267,900	1,488,000	792,540	263,440	0	372,000	542,500	465,000	108,500	29,600	46,500	31,000
Viability Threshold	£/ha		330,000	330,000	330,000	330,000	360,000	360,000	444,000	444,000	370,000	360,000	360,000	360,000	360,000	444,000	360,000	360,000
	£ site		38,940,000	8,580,000	4,290,000	4,818,000	1,472,400	1,728,000	4,755,240	1,580,640	407,000	432,000	630,000	540,000	126,000	177,600	54,000	36,000
Residual V. Gross	£/ha		302,024	591,144	411,859	408,527	452,781	419,343	81,477	249,544	-6,362	310,020	1,018,852	785,669	1,391,991	424,080	1,983,420	770,646
Net	£/ha		501,956	975,857	669,270	681,656	647,509	599,062	101,823	311,711	-8,138	372,024	1,273,565	982,086	1,391,991	424,080	1,983,420	770,646
	£ site		35,638,860	15,369,750	5,354,162	5,964,494	1,851,876	2,012,848	872,624	888,377	-6,999	372,024	1,782,991	1,178,504	487,197	169,632	297,513	77,065
Additional Profit	£ site		42,085,203	15,200,817	4,490,504	5,314,144	837,870	800,325	-1,986,152	-340,905	-312,224	79,023	1,503,239	876,920	447,932	56,989	288,132	55,352
	£/m2		198	299	186	184	100	83	-86	-43	-122	27	325	258	387	43	534	166



## Appendix 8 Older Persons Housing Appraisals

			Brownfield Sheltered	Brownfield 24 Unit Extra Care	70 Unit Extra Care
Income	m2		3450	3,834	6,137
	£/m2		2200	2,300	2,300
	<b>Capital Value</b>		<b>6325000</b>	<b>6,532,000</b>	<b>11292080</b>
Costs	Land Used	ha	1	0.5	1
		£/ha	370,000	370000	370000
		Uplift £/ha			
		0.2	74000	74000	74000
		<b>Cost</b>	<b>222000</b>	<b>222000</b>	<b>444000</b>
	Strategic Promotion		2500	2500	2500
	Planning		2500	2500	2500
	Construction	/m2	1026	1171	1171
		£	3539700	4489614	7186427
	Infrastructure	0.15	353970	448961.4	718642.7
	Abnormals	0.1			
	Fees	0.08	283176	359169.12	574914.16
	Contingency	0.025	88492.5	112240.35	179660.675
	Finance Costs		10000	10000	10000
	Sales	0.03	189750	195960	338762.4
	Misc. Financial		5000	5000	5000
	<b>Subtotal</b>		<b>4475088.5</b>	<b>5625944.87</b>	<b>9018406.94</b>
	Interest	0.07	313256.195	393816.141	631288.485
	Profit % Costs	0.2	957668.939	1203952.2	1929939.08
	<b>COSTS</b>		<b>5968013.63</b>	<b>7445713.21</b>	<b>12023634.5</b>
	<b>Residual Land Worth (APPROX.)</b>		<b>356,986</b>	<b>-913,713</b>	<b>-731,555</b>
	Additional Profit		134,986	-1,135,713	-1,175,555
	£/m2		39	-296	-192
	Existing Use Value		370,000	370,000	370,000
	Viability Threshold		444,000	444,000	444,000
	Residual Value		713,973	-1,827,426	-731,555





## Appendix 9 Non-residential Appraisals

			Greenfield						
			Industrial	Industrial	Distribution	Offices	Supermarkets	Retail Warehouse	Shops
Income	m2		1500	500	1,500	5,000	4,000	4,000	
	£/m2		714	625	750	1,375	3,273	1,500	
	<b>Capital Value</b>		<b>1,071,000</b>	<b>312,500</b>	<b>1,125,000</b>	<b>6,875,000</b>	<b>13,092,000</b>	<b>6,000,000</b>	
Costs	Land Used	ha	0.230	0.100	0.300	1.000	2.600	1.800	
		£/ha	25,000	25,000	25,000	25,000	25,000	25,000	
		Uplift £/ha	200,000	200,000	200,000	200,000	200,000	200,000	
		20.00%	5,000	5,000	5,000	5,000	5,000	5,000	
		<b>Cost</b>	<b>52,900</b>	<b>23,000</b>	<b>69,000</b>	<b>230,000</b>	<b>598,000</b>	<b>414,000</b>	
	Strategic Promotion Planning		10,000	10,000	10,000	10,000	10,000	10,000	
			10,000	10,000	10,000	10,000	10,000	10,000	
	Construction	/m2	779	596	367	1023	1188	524	
		£	1,168,500	298,000	550,500	5,115,000	4,752,000	2,096,000	
	Infrastructure	10.00%	116,850	29,800	55,050	511,500	475,200	209,600	
	Abnormals	15.00%							
	Fees	8.00%	93,480	23,840	44,040	409,200	380,160	167,680	
	Contingency	2.5% & 5%	29,213	7,450	13,763	127,875	118,800	52,400	
	Finance Costs		5,000	5,000	5,001	5,000	5,000	5,000	
	Sales	3.00%	32,130	9,375	33,750	206,250	392,760	180,000	
	Misc. Financial		5,000	5,000	5,001	5,000	5,000	5,000	
	<b>Subtotal</b>		<b>1,470,173</b>	<b>398,465</b>	<b>727,105</b>	<b>6,399,825</b>	<b>6,148,920</b>	<b>2,735,680</b>	
	Interest	7.00%	102,912	27,893	50,897	447,988	430,424	191,498	
	Profit % GDV	20.00%	234,782	68,079	235,179	1,464,598	2,704,485	1,238,300	
	<b>COSTS</b>		<b>1,860,767</b>	<b>517,436</b>	<b>1,082,181</b>	<b>8,542,410</b>	<b>9,881,829</b>	<b>4,579,477</b>	
	<b>Residual Land Worth (APPROX.)</b>		<b>-789,767</b>	<b>-204,936</b>	<b>42,819</b>	<b>-1,667,410</b>	<b>3,210,171</b>	<b>1,420,523</b>	
	Additional Profit		-842,667	-227,936	-26,181	-1,897,410	2,612,171	1,006,523	
			-562	-456	-17	-379	653	252	
	Existing Use Value		25,000	25,000	25,000	25,000	25,000	25,000	
	Viability Threshold		230,000	230,000	230,000	230,000	230,000	230,000	
	<b>Residual Value</b>		<b>-3,433,770</b>	<b>-2,049,361</b>	<b>142,729</b>	<b>-1,667,410</b>	<b>1,234,681</b>	<b>789,179</b>	



			Brownfield						
			Industrial	Industrial	Distribution	Offices	Supermarkets	Retail Warehouse	Shops
Income	m2		1,500	500	1,500	5,000	4,000	4,000	150
	£/m2		714	625	750	1,375	3,273	1,500	1,667
	<b>Capital Value</b>		<b>1,071,000</b>	<b>312,500</b>	<b>1,125,000</b>	<b>6,875,000</b>	<b>13,092,000</b>	<b>6,000,000</b>	<b>250,050</b>
Costs	Land Used	ha	0.230	0.100	0.300	1.000	2.600	1.800	0.017
		£/ha	370,000	370,000	370,000	370,000	370,000	370,000	4,000,000
		Uplift £/ha	0	0	0	0	0	0	0
		20%	74,000	74,000	74,000	74,000	74,000	74,000	800,000
		<b>Cost</b>	<b>102,120</b>	<b>44,400</b>	<b>133,200</b>	<b>444,000</b>	<b>1,154,400</b>	<b>799,200</b>	<b>81,600</b>
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	779	596	367	1023	1188	524	716
		£	1,168,500	298,000	550,500	5,115,000	4,752,000	2,096,000	107,400
	Infrastructure	15.00%	116,850	29,800	55,050	511,500	475,200	209,600	50,000
	Abnormals	10.00%	175,275	44,700	82,575	767,250	712,800	314,400	16,110
	Fees	8.00%	93,480	23,840	44,040	409,200	380,160	167,680	8,592
	Contingency	5.00%	58,425	14,900	27,525	255,750	237,600	104,800	5,370
	Finance Costs		5,000	5,000	5,001	5,000	5,000	5,000	5,000
	Sales	3.00%	32,130	9,375	33,750	206,250	392,760	180,000	7,502
	Misc. Financial		5,000	5,000	5,001	5,000	5,000	5,000	5,000
	<b>Subtotal</b>		<b>1,674,660</b>	<b>450,615</b>	<b>823,442</b>	<b>7,294,950</b>	<b>6,980,520</b>	<b>3,102,480</b>	<b>224,974</b>
	Interest	7.00%	117,226	31,543	57,641	510,647	488,636	217,174	15,748
	Profit % Costs	20.00%	237,645	68,809	236,528	1,477,129	2,716,127	1,243,435	53,160
	<b>COSTS</b>		<b>2,131,651</b>	<b>595,367</b>	<b>1,250,811</b>	<b>9,726,726</b>	<b>11,339,684</b>	<b>5,362,288</b>	<b>375,481</b>
	<b>Residual Land Worth (APPROX.)</b>		<b>-1,060,651</b>	<b>-282,867</b>	<b>-125,811</b>	<b>-2,851,726</b>	<b>1,752,316</b>	<b>637,712</b>	<b>-125,431</b>
	Additional Profit		-1,162,771	-327,267	-259,011	-3,295,726	597,916	-161,488	-207,031
	£/m2		-775	-655	-173	-659	149	-40	-1,380
	Existing Use Value		370,000	370,000	370,000	370,000	370,000	370,000	4,000,000
	Viability Threshold		444,000	444,000	444,000	444,000	444,000	444,000	4,800,000
	Residual Value		-4,611,528	-2,828,667	-419,370	-2,851,726	673,968	354,284	-7,378,310



			Greenfield	Brownfield
			Hotel	
Income	m2		1,620	1,620
	£/m2		2,150	2,150
	<b>Capital Value</b>		<b>3,483,000</b>	<b>3,483,000</b>
Costs	Land Used	ha	0.40	0.40
		£/ha	25,000	370,000
		Uplift £/ha	200,000	
		20%	5,000	74,000
		<b>Cost</b>	<b>92,000</b>	<b>177,600</b>
	Strategic Promotion		2,500	2,500
	Planning		2,500	2,500
	Construction	/m2	923	923
		£	1,495,260	1,495,260
	Infrastructure	15.00%	149,526	149,526
	Abnormals	10.00%		
	Fees	8.00%	119,621	119,621
	Contingency	2.50%	37,382	37,382
	Finance Costs		5,000	5,000
	Sales	3.00%	104,490	104,490
	Misc. Financial		5,000	5,000
	<b>Subtotal</b>		<b>1,921,278</b>	<b>1,921,278</b>
	Interest	7.00%	134,489	134,489
	Profit % Costs	20.00%	411,154	411,154
	<b>COSTS</b>		<b>2,558,921</b>	<b>2,644,521</b>
	<b>Residual Land Worth (APPROX.)</b>		<b>924,079</b>	<b>838,479</b>
	Additional Profit		832,079	660,879
	£/m2		514	408
	Existing Use Value		25,000	370,000
	Viability Threshold		230,000	444,000
	Residual Value		2,310,197	2,096,197



## Appendix 10 National CIL Rates

The following table shows the local authorities in England and Wales ranked by median house price (lowest first). The fourth column shows the average rate of CIL for that authority. These average rates of CIL have been estimated where the Authority has more than one charging zone and a simple, un-weighted average is used. The median prices are sourced from CLG Livetable 586 and the CIL rates from the CIL watch webpages at [www.planningresource.co.uk](http://www.planningresource.co.uk). These rates include pre-consultation rates that are likely to be subject to change.

Rank		Median Price	Average CIL	CIL as % Median
8	Rhondda, Cynon, Taff	89,950	47	4.67%
14	Blackpool UA	97,000		
15	Durham UA	100,000	115	10.35%
21	Bolton	105,000	50	4.29%
35	Caerphilly	110,000	22	1.77%
41	Preston	115,000	70	5.48%
44	Gateshead	116,000	35	2.69%
53	Corby	119,998	100	7.50%
59	Sheffield	122,000	33	2.46%
65	Bassetlaw	123,600	27	1.94%
72	Birmingham	125,000	85	6.12%
76	Dudley	126,750	98	6.98%
78	Kettering	128,000	75	5.27%
80	Wellingborough	129,000	100	6.98%
82	Newcastle upon Tyne	130,000	35	2.40%
86	Gedling	130,000	50	3.46%
87	Peterborough UA	130,000	72	4.96%
<b>94</b>	<b>East Staffordshire</b>	<b>134,000</b>		
96	Northampton	135,000	50	3.33%
103	Norwich	138,000	95	6.20%
104	Newark and Sherwood	138,500	42	2.71%
105	South Ribble	139,500	70	4.52%
108	Leeds	140,000	47	3.00%
109	Waveney	140,000	77	4.93%
116	Plymouth UA	142,500	30	1.89%
124	Chorley	145,950	70	4.32%
127	Portsmouth UA	149,000	105	6.34%
128	Medway UA	149,739	125	7.51%
135	Swindon UA	150,000	28	1.65%
138	Rugby	152,500	75	4.43%
141	East Northamptonshire	154,000	100	5.84%
149	West Lancashire	157,000	43	2.44%
151	Dover	157,000	75	4.30%



156	Southampton UA	160,000	90	5.06%
157	Torbay UA	161,000	100	5.59%
158	Sedgemoor	162,950	60	3.31%
161	Broadland	168,000	95	5.09%
166	Thurrock UA	170,000	19	1.01%
167	Barking and Dagenham	170,000	37	1.94%
169	Bristol, City of UA	170,000	60	3.18%
171	Shropshire UA	171,000	60	3.16%
177	Daventry	175,000	100	5.14%
179	Huntingdonshire	175,000	85	4.37%
180	South Norfolk	175,000	95	4.89%
184	South Somerset	175,000	94	4.83%
185	Taunton Deane	175,000	65	3.34%
187	Colchester	177,500	120	6.08%
190	Bedford UA	179,950	92	4.58%
193	Herefordshire, County of UA	180,000	97	4.83%
196	South Gloucestershire UA	180,000	68	3.38%
200	Exeter	182,500	80	3.95%
201	Mid Devon	183,500	40	1.96%
203	North Somerset UA	184,725	33	1.62%
204	Havant	184,750	95	4.60%
206	Trafford	185,000	47	2.27%
207	East Cambridgeshire	185,000	65	3.16%
209	Dartford	185,000	150	7.30%
210	Cornwall UA	185,000	47	2.27%
217	Central Bedfordshire UA	189,951	140	6.63%
221	Reading UA	190,250	140	6.62%
222	Teignbridge	191,000	183	8.64%
223	South Lakeland	192,000		
228	Worthing	195,000	100	4.62%
231	Solihull	199,000	75	3.39%
232	Hambleton	200,000	85	3.83%
236	Rushmoor	200,000	180	8.10%
241	Fareham	204,000	105	4.63%
242	Wiltshire UA	204,475	70	3.08%
243	Rutland UA	205,000	100	4.39%
247	South Northamptonshire	210,000	100	4.29%
250	Poole UA	210,000	108	4.64%
254	Watford	215,000	60	2.51%
255	Bexley	215,000	50	2.09%
257	Newham	219,000	60	2.47%
258	Chelmsford	220,000	125	5.11%
260	North Hertfordshire	220,000	100	4.09%
261	Croydon	220,000	60	2.45%
263	Bracknell Forest UA	224,950	132	5.27%



264	East Devon	225,000	87	3.48%
267	Wealden	230,000	147	5.74%
268	Bath and North East Somerset UA	230,000	150	5.87%
269	Purbeck	231,000	107	4.16%
272	Sutton	233,000	100	3.86%
276	West Dorset	235,000	91	3.49%
279	Lewisham	240,000	85	3.19%
282	Dacorum	242,000	167	6.20%
287	Christchurch	246,250	100	3.65%
288	West Berkshire UA	247,000	100	3.64%
290	Hillingdon	249,950	95	3.42%
291	Mid Sussex	249,950	198	7.14%
294	Redbridge	250,000	70	2.52%
295	Wycombe	250,000	138	4.95%
297	Woking	250,000	100	3.60%
302	Oxford	260,000	100	3.46%
303	Cambridge	263,000	125	4.28%
304	Reigate and Banstead	265,500	125	4.24%
311	Wokingham UA	275,000	365	11.95%
312	Surrey Heath	275,000	225	7.36%
314	Hertsmere	280,000	130	4.18%
315	Sevenoaks	282,000	100	3.19%
316	Hart	285,000	392	12.37%
317	Tandridge	290,000	120	3.72%
319	Harrow	293,500	110	3.37%
320	Merton	295,000	168	5.11%
321	Winchester	295,000	67	2.03%
323	Three Rivers	299,000	100	3.01%
324	Kingston upon Thames	299,950	163	4.90%
325	Tower Hamlets	300,000	100	3.00%
326	Brent	300,000	200	6.00%
327	Haringey	305,000	148	4.38%
328	Lambeth	310,000	245	7.10%
329	Hackney	312,000	77	2.21%
331	Southwark	322,000	233	6.52%
332	Barnet	325,000	135	3.74%
336	Mole Valley	340,000	125	3.31%
339	Wandsworth	390,000	288	6.63%
341	Elmbridge	393,950	125	2.86%
342	Islington	397,725	300	6.79%
343	Richmond upon Thames	420,000	243	5.20%
344	Hammersmith and Fulham	464,250	233	4.52%
345	City of London	465,000	123	2.37%
346	Camden	480,000	300	5.63%
348	Kensington and Chelsea	795,000	383	4.34%









**HDH Planning & Development Ltd** is a specialist planning consultancy providing evidence to support planning authorities, land owners and developers.

The firm is led by Simon Drummond-Hay who is a Chartered Surveyor, Associate of Chartered Institute of Housing and senior development professional with a wide experience of both development and professional practice. The firm is regulated by the RICS.

The main areas of expertise are:

- Community Infrastructure Levy (CIL)
- District wide and site specific Viability Analysis
- Local and Strategic Housing Market Assessments and Housing Needs Assessments
- Future Housing Numbers Analysis (post RSS target setting)

HDH Planning & Development Ltd have clients throughout England and Wales.

**HDH Planning & Development Ltd**  
Registered in England Company Number 08555548  
Bellgate, Casterton, Kirkby Lonsdale, Cumbria. LA6 2LF  
simon@drummond-hay.co.uk 015242 76205 / 07989 975 977

