



Harrogate  
BOROUGH COUNCIL

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# Whole Plan Viability Assessment

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September 2016



Planning &  
Development

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RS Drummond-Hay MRICS ACIH  
**HDH Planning & Development Ltd**  
Clapham Woods Farm  
Keasden, Nr. Clapham  
Lancaster. LA2 8ET

simon@hdhplanning.co.uk  
015242 51831 / 07989 975 977  
Registered in England  
Company Number 08555548

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# 1. Introduction

## Scope

- 1.1 Harrogate Borough Council (HBC) is in the process of preparing a new Local Plan for the District, covering the period to 2035. The new Local Plan will set out planning policies for the Borough and site allocations for a range of land uses. A viability evidence base which assesses and tests the policies contained within the draft Local Plan is required to support the plan-making process.
- 1.2 Alongside preparation of the Plan, the Council is intending to adopt a Community Infrastructure Levy (CIL) to help in the delivery of known infrastructure needs within the Borough. Work is required to demonstrate the effect on viability of potential CIL rates that may be charged. In due course, this evidence will inform the process to develop CIL as a mechanism to fund, at least in part, the infrastructure required to support the development set out in the Plan, although this assessment does not recommend rates of CIL.
- 1.3 This viability assessment has been commissioned to build on the Council's existing viability work, to assess the deliverability of the development sites.
- 1.4 HDH Planning and Development Ltd (HDH) has been appointed to advise the Council in connection with several matters:
  - a. Firstly, with regard to affordable housing, in terms of quantum and mix that can be delivered, in the context of the emerging Plan.
  - b. Secondly, to consider the balance of contributions sought from developers, including affordable housing, other policy requirements and the costs of infrastructure and mitigation.
- 1.5 This document sets out the methodology used, the key assumptions adopted, in the context of the emerging policies and in relation to the potential development sites identified in the SHELAA. This will allow the Council to engage with stakeholders, to ensure that the new Plan is effective and to set CIL.
- 1.6 This study contains fresh work, but it also builds on the Council's existing evidence that has been used to develop the Plan<sup>1</sup>. This present document takes the general advice forward and builds on those conclusions.
- 1.7 Whilst this study stops short of recommending rates of CIL, it is not practical to consider the delivery of the Plan without considering the CIL Regulations, and Guidance. CIL is set having regard to a range of factors, one of which is viability. This report only considers viability.

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<sup>1</sup> As set out in Chapter 3 below.

Outside this report the Council will consider the need for infrastructure and other sources of funding.

- 1.8 It is important to note, at the start of a study of this type, that not all sites will be viable, even without any policy requirements imposed or CIL sought by the Council. It is inevitable that the Council's requirements will render some sites unviable. The question for this report is not whether some development site or other would be rendered unviable, it is whether the delivery of the overall Plan is threatened.
- 1.9 This Viability Study has been prepared following a consultation process with landowners, agents, and developers. An event was held on the 28<sup>th</sup> June 2016, to which the representatives of the main developers, development site landowners, their agents and housing providers were invited. The meeting was used to set out the methodology, to test the assumptions and to put the report in context.

#### **HDH Planning and Development Ltd**

- 1.10 HDH is a firm of Chartered Surveyors and a specialist planning consultancy providing evidence to support planning authorities. The firm's main areas of expertise are:
- c. District wide and site specific viability analysis
  - d. Community Infrastructure Levy testing
  - e. Local and Strategic Housing Market Assessments and Housing Needs Assessments
  - f. Viability and Planning Assessments and Inquiries.
- 1.11 The findings contained in this report are based upon information from various sources including that provided by the Council and by others, upon the assumption that all relevant information has been provided. This information has not been independently verified by HDH. The conclusions and recommendations contained in this report are concerned with policy requirements, guidance and regulations which may be subject to change. They reflect a Chartered Surveyor's perspective and do not reflect or constitute legal advice.
- 1.12 No part of this report constitutes a valuation and the report should not be relied on in that regard.

#### **Metric or imperial**

- 1.13 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 metric measurements are used 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	1sqft	=	0.092903 m <sup>2</sup>

- 1.14 A useful broad rule of thumb to convert m<sup>2</sup> to sqft is simply to add a final zero.



## Report Structure

1.15 This report follows the following format:

- Chapter 2** The reasons for, and approach to, viability testing, including a short review of the requirements of the CIL Regulations, NPPF and PPG.
- Chapter 3** The methodology used.
- Chapter 4** An assessment of the housing market, including market and affordable housing with the purpose of establishing the worth of different types of housing (size and tenure) in different areas.
- Chapter 5** An assessment of the non-residential markets with the purpose of establishing the worth of different types of commercial uses.
- Chapter 6** An assessment of the costs of land to be used when assessing viability.
- Chapter 7** The cost and general development assumptions to be used in the development appraisals.
- Chapter 8** A summary of the various policy requirements and constraints that influence the type of development that come forward.
- Chapter 9** A summary of the range of modelled sites used for the financial development appraisals.
- Chapter 10** The results of the appraisals and consideration of residential development.
- Chapter 11** The appraisals and consideration of non-residential development.
- Chapter 12** The consideration and conclusions in relation to the deliverability of development.



## 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 (NPPF), is part of the Strategic Housing and Employment Land Availability Assessment (SHELAA) process, and is a requirement of the CIL Regulations. In each case the requirement is slightly different but all have much in common.
- 2.2 In March 2012 the Government published Planning Practice Guidance (PPG), in the form of a website<sup>2</sup>. The PPG cancels a number of pre-existing guidance documents and contains sections on plan-making, viability and CIL. The PPG does not alter the NPPF.

### NPPF Viability Testing

- 2.3 The NPPF<sup>3</sup> introduced a requirement to assess the viability of the delivery of the Local Plan and the impact on development of policies contained within it. The NPPF includes the following requirements (with emphasis added):

*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.*

*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 area should be able to bear whatever target or requirement is set and the Council should be able to show, with a reasonable degree of confidence, that the Development Plan is deliverable.

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<sup>2</sup> <http://planningguidance.planningportal.gov.uk/>

<sup>3</sup> The NPPF was published on 27th March 2012 and the policies within it apply with immediate effect.

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 in providing detail saying:

*<sup>11</sup> 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.*

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

2.7 Some sites within the area will not be viable. In these cases, developers have scope to make specific submissions at the planning application stage; similarly, some sites will be able to bear considerably more than the policy requirements.

2.8 This study will consider the development viability of the site types that are most likely to come forward over the Plan period building on the Council's existing viability evidence base. This study will specifically examine the development viability of the sites identified in the SHELAA. It will also consider the smaller sites expected to come forward over the plan period that are not included within the SHELAA but which would still be subject to CIL.

## CIL Economic Viability Assessment

- 2.9 The CIL Regulations came into effect in April 2010 and have been subject to amendments<sup>4</sup>. CIL Regulation 14 (as amended) sets out the core principle for setting CIL. Whilst the main impact is directly in relation to the setting, implementation, collection and spending of CIL it also has a knock on effect into the wider plan making process:

### *Setting rates*

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

- 2.10 Viability testing in the context of CIL will assess the 'effects' on development viability of the imposition of CIL. The financial impact of introducing CIL is an important factor, but the provision of infrastructure (or lack of it) will also have an impact on the ability of the Council to meet its objectives through development and deliver its Development Plan. The Plan may not be deliverable in the absence of CIL.

- 2.11 The test that will be applied to the proposed rates of CIL is set out in the updated CIL Guidance contained in the PPG, putting greater emphasis on demonstrating how CIL will be used to deliver the infrastructure required to support the Plan:

*The levy is expected to have a positive economic effect on development across a local plan area. When deciding the levy rates, an appropriate balance must be struck between additional investment to support development and the potential effect on the viability of developments.*

*This balance is at the centre of the charge-setting process. In meeting the regulatory requirements (see Regulation 14(1)), charging authorities should be able to show and explain how their proposed levy rate (or rates) will contribute towards the implementation of their relevant plan and support development across their area.*

*As set out in the National Planning Policy Framework in England (paragraphs 173 – 177), the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and*

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<sup>4</sup> **SI 2010 No. 948.** The Community Infrastructure Levy Regulations 2010 *Made 23rd March 2010, Coming into force 6th April 2010.* **SI 2011 No. 987.** The Community Infrastructure Levy (Amendment) Regulations 2011 *Made 28th March 2011, Coming into force 6th April 2011.* **SI 2011 No. 2918.** 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.** The Community Infrastructure Levy (Amendment) Regulations 2012. *Made 28th November 2012, Coming into force 29th November 2012.* **SI 2013 No. 982.** The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th April 2013, Coming into force 25th April 2013.* **SI 2014 No. 385.** The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24<sup>th</sup> February 2014, Coming into force 24<sup>th</sup> February 2014.* **SI 2015 No. 836.** COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy (Amendment) Regulations 2015. *Made 20th March 2015.*

*policy burdens that their ability to be developed viably is threatened. The same principle applies in Wales.*

*PPG ID: 25-009-20140612*

2.12 The test is whether the sites and the scale of development identified in the Plan are subject to such a scale of obligations and policy burdens (when considered together) that their ability to be developed viably is threatened by CIL. This is somewhat more cautious than the approach set out in earlier guidance. In the March 2010 CIL Guidance, the test was whether the Plan was put at ‘*serious risk*’, and in the December 2012 / April 2013 CIL Guidance, the test was whether CIL ‘*threatened the development plan as a whole*’ – although it is important to note that the CIL Regulation 14 is clear that the purpose of the viability testing is to establish ‘*the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area*’ rather than specific sites.

2.13 On preparing the evidence base on economic viability, the Guidance says:

*A charging authority must use ‘appropriate available evidence’ (as defined in the Planning Act 2008 section 211(7A)) to inform their draft charging schedule. The Government recognises that the available data is unlikely to be fully comprehensive. Charging authorities need to demonstrate that their proposed levy rate or rates are informed by ‘appropriate available’ evidence and consistent with that evidence across their area as a whole.*

*In addition, a charging authority should directly sample an appropriate range of types of sites across its area, in order to supplement existing data. This will require support from local developers. The exercise should focus on strategic sites on which the relevant Plan (the Local Plan in England, Local Development Plan in Wales, and the London Plan in London )] relies, and those sites where the impact of the levy on economic viability is likely to be most significant (such as brownfield sites).*

*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.*

*PPG ID: 25-019-20140612*

2.14 This study has drawn on the existing available evidence. In due course this study will form one part of the evidence that the Council will use to set CIL. The Council will also consider other ‘existing available evidence’, the comments of stakeholders and wider priorities. The NPPF, PPG 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, which is what the Council is doing. This report will form the basis of the evidence as required by the CIL Regulations.

2.15 From April 2015, councils have been restricted in relation to pooling S106 contributions from more than five developments<sup>5</sup> (where the obligation in the s106 agreement / undertaking is a reason for granting consent). This restriction encourages councils to adopt CIL – particularly where there are large items of infrastructure to be delivered that relate to multiple sites. This restriction on pooling may have the effect of bringing s106 tariff policies to an end.

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<sup>5</sup> CIL Regulations 123(3)

- 2.16 Following the implementation of CIL, a council 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>6</sup>. Payments requested under the s106 regime must be (as set out in CIL Regulation 122):
- a. necessary to make the development acceptable in planning terms;
  - b. directly related to the development; and
  - c. fairly and reasonably related in scale and kind to the development.
- 2.17 It is important to note that the counting of the 'five or more sites' relates to the '*provision of that project, or type of infrastructure*' and is from the date of the CIL Regulations, being April 2010. The Council will need to consider whether the threshold has already been exceeded for some items of infrastructure.
- 2.18 The question of 'double dipping'<sup>7</sup> was raised both at the consultation on the 28<sup>th</sup> June 2016 and in writing afterwards. It was acknowledged by the Council that clarity was needed in this regard and when it comes to drafting the Regulation 123 list that this will be addressed.

#### *Differential Rates*

- 2.19 CIL Regulation 13 (as amended) provides scope for CIL to be set at different levels by different area (zones) and type and size of developments.

#### *Differential rates*

- (1) *A charging authority may set differential rates—*
- (a) *for different zones in which development would be situated;*
  - (b) *by reference to different intended uses of development,*
  - (c) *by reference to the intended gross internal area of development;*
  - (d) *by reference to the intended number of dwellings or units to be constructed or provided under a planning permission.*
- (2) *In setting differential rates, a charging authority may set supplementary charges, nil rates, increased rates or reductions.*

- 2.20 The PPG expands on this saying:

*Charging authorities that decide to set differential rates may need to undertake more fine-grained sampling, on a higher proportion of total sites, to help them to estimate the boundaries for their*

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<sup>6</sup> This is the list of the items on which the Council will spend CIL.

<sup>7</sup> 'Double Dipping' is the phrase used in connection with developers being asked to pay for a single item of infrastructure twice – being both under CIL and through S106. It is a fundamental principle of CIL that developers should not pay twice.

*differential rates. Fine-grained sampling is also likely to be necessary where they wish to differentiate between categories or scales of intended use....*

*... A charging authority's proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence. For example, this might not be appropriate if the evidence pointed to setting a charge right at the margins of viability. There is room for some pragmatism. It would be appropriate to ensure that a 'buffer' or margin is included, so that the levy rate is able to support development when economic circumstances adjust. In all cases, the charging authority should be able to explain its approach clearly.*

PPG ID: 25-019-20140612

*The regulations allow charging authorities to apply differential rates in a flexible way, to help ensure the viability of development is not put at risk. Differences in rates need to be justified by reference to the economic viability of development. Differential rates should not be used as a means to deliver policy objectives.*

*Differential rates may be appropriate in relation to*

- *geographical zones within the charging authority's boundary*
- *types of development; and/or*
- *scales of development.*

*A charging authority that plans to set differential rates should seek to avoid undue complexity. Charging schedules with differential rates should not have a disproportionate impact on particular sectors or specialist forms of development. Charging authorities should consider the views of developers at an early stage.*

*If the evidence shows that the area includes a zone, which could be a strategic site, which has low, very low or zero viability, the charging authority should consider setting a low or zero levy rate in that area. The same principle should apply where the evidence shows similarly low viability for particular types and/or scales of development.*

*In all cases, differential rates must not be set in such a way that they constitute a notifiable state aid under European Commission regulations (see 'State aid' section for further information). One element of state aid is the conferring of a selective advantage to any 'undertaking'. A charging authority which chooses to differentiate between classes of development, or by reference to different areas, should do so only where there is consistent economic viability evidence to justify this approach. It is the responsibility of each charging authority to ensure that their charging schedules are state aid compliant.*

PPG ID: 25-021-20140612

- 2.21 Any differential rates must only be set with regard to viability. It would be contrary to the guidance, for example, to set a high rate to deter a particular type of development, or to set a low rate to encourage it – a consistent approach must be taken across all development types.
- 2.22 CIL, once introduced, is mandatory on all developments (with a very few exceptions), that fall within the categories and areas where the levy applies, unlike other policy requirements to provide affordable housing or to build to a particular environmental standard over which there can be negotiations. This means that CIL must not prejudice the viability of most sites.
- 2.23 When setting CIL it will be necessary for the Council to clearly demonstrate how CIL will fund infrastructure that will enable development to be delivered.

*Payments in kind*

- 2.24 Under changes to CIL Regulation 73, a local authority, at its discretion, can accept CIL 'in kind'. The changes to this regulation have extended this provision from the payment of CIL



through the transfer of land, to the payment through the transfer of infrastructure as well as land. These changes give the increased flexibility to both the Charging Authority and the developer allowing CIL to be 'paid' through the provision of infrastructure.

### Planning Practice Guidance (PPG)

- 2.25 Viability is a recurring theme through the PPG, and it includes specific sections on viability in both the plan making and the development management processes. 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 PPG 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.*

PPG ID: 10-001-20140306

- 2.26 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. An example is the inclusion of viability testing in relation to the Council's affordable housing policy.

- 2.27 In the section on considering land availability, the PPG 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.*

PPG ID: 3-021-20140306

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

*There is no standard answer to questions of viability, nor is there a single approach for assessing viability. The National Planning Policy Framework, informed by this Guidance, sets out the policy principles relating to viability assessment. A range of sector led guidance on viability methodologies in plan making and decision taking is widely available.*

PPG 10-002-20140306.

- 2.29 As set out later in this chapter, this study is carried out under the Harman Guidance and is broadly in accordance with the RICS Guidance, it also draws on the Planning Advisory Service (PAS) resources and was informed by appeal decisions and CIL Examiner's reports.

2.30 The PPG does not require every site to be tested:

*Assessing the viability of plans does not require individual testing of every site or assurance that individual sites are viable; site typologies may be used to determine viability at policy level. Assessment of samples of sites may be helpful to support evidence and more detailed assessment may be necessary for particular areas or key sites on which the delivery of the plan relies.*

PPG ID: 10-006-20140306

2.31 This supports the approach where the analysis is based on a set of typologies that represent the development expected to come forward over the plan-period. The typologies used in this assessment were tested through the consultation process and the methodology is fully consistent with the PPG.

2.32 Viability Thresholds are a controversial matter and it is clear that different landowners will take different approaches depending on their personal and corporate priorities. The assessment is based on an informed assumption being made about the 'uplift' being the margin above the 'Existing Use Value' which would be sufficient to incentivise the landowner to sell. Both the RICS Guidance and the PPG make it clear that when considering land value 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;...*

PPG ID 10-014-20140306

2.33 In this context it is important to note that the Council has had affordable housing policies in place for over 15 years so it is unlikely that any developer would be unaware of them. Likewise, CIL was enacted in 2008. This supports the approach taken where the process is informed by past land transactions as well as considering an appropriate uplift.

2.34 The PPG stresses the importance of working from evidence and in collaboration with the development industry:

**Evidence based judgement:** *assessing viability requires judgements which are informed by the relevant available facts. It requires a realistic understanding of the costs and the value of development in the local area and an understanding of the operation of the market.*

*Understanding past performance, such as in relation to build rates and the scale of historic planning obligations can be a useful start. Direct engagement with the development sector may be helpful in accessing evidence.*

**Collaboration:** *a collaborative approach involving the local planning authority, business community, developers, landowners and other interested parties will improve understanding of deliverability and viability. Transparency of evidence is encouraged wherever possible. Where communities are preparing a neighbourhood plan (or Neighbourhood Development Order), local planning authorities are encouraged to share evidence to ensure that local viability assumptions are clearly understood.*

2.35 The methodology and assumptions were put to the development industry on 28<sup>th</sup> June 2016. The analysis in this report reflects the comments of stakeholders

2.36 The meaning of competitive returns is discussed in Chapter 6 below and is at the core of a viability assessment. The RICS Guidance (see below) 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.

*RICS Guidance, Financial viability in Planning, Page 43*

2.37 The PPG adds to this saying:

*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.*

*PPG ID: 10-015-20140306.*

### **Recent changes to the PPG**

2.38 In November 2014, the Government introduced a national threshold for affordable housing and developer contributions with contributions not being sought from developments of 10-units or less, and which have a maximum combined gross floor space of 1,000 square metres. In Designated Rural Areas under Section 157 of the Housing Act 1985, (which includes National Parks and Areas of Outstanding Natural Beauty), authorities may choose to implement a lower threshold of 5-units or less, beneath which affordable housing and tariff style contributions should not be sought. Within these designated areas, if the 5-unit threshold is implemented then payment of affordable housing and tariff style contributions on developments of between 6 to 10 units should also be sought as a cash payment only and be commuted until after completion of units within the development.

2.39 In August 2015, the changes were reversed (as a result of a legal challenge) and the PPG was amended and a new paragraph (paragraph 30) was added as follows<sup>8</sup>:

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<sup>8</sup> <http://planningguidance.planningportal.gov.uk/revisions/23b/030/>

*Please note that paragraphs 012-023 of the guidance on planning obligations will be removed following the judgment in R (on the application of West Berkshire District Council and Reading Borough Council) v Secretary of State for Communities and Local Government [2015] EWHC 2222 (Admin).*

- 2.40 The Government appealed<sup>9</sup> and the national thresholds were reintroduced in May 2016. These will apply to future development in Harrogate Borough and have been incorporated into the base appraisals, although it should be noted that much of the Borough is a Designated Rural Area.

### **Summer 2015 Budget**

- 2.41 On the 8<sup>th</sup> July 2015, the Chancellor of the Exchequer gave his post-election Summer Budget to Parliament. With the Budget a number of changes were announced that relate to planning.

#### *Affordable Housing*

- 2.42 Prior to the Budget, Affordable Rents were set at up to 80% of open market rent and then generally went up by up to 1% over inflation (CPI) each year, and Social Rents were set through a formula, again with an up to 1% over inflation uplift. These provisions were to prevail, under arrangements announced in 2013, until 2023 and have formed the basis of many housing associations' and other providers' business plans. The result was that housing associations knew their rents would go up and those people and organisations who invest in such properties (directly or indirectly) knew that the rents were going up year on year. This made them attractive as each year the rent would always be a little larger relative to inflation.
- 2.43 In the Budget it was announced that social and affordable rents would be reduced by 1% per year for 4 years – although the mechanism for setting new rents on new lets would not change (albeit at the date of this report there remains some uncertainty). The objective of these changes was to reduce the cost to the Exchequer of the housing elements (such as Local Housing Allowance, Housing Benefit and the housing elements of Universal Credit) of the social security budget.
- 2.44 It is likely that this change will reduce the value of affordable housing. The impact on councils will depend largely on the amount and nature of affordable housing. Those with high affordable housing requirements will see a larger impact (as it makes up a larger proportion of a development). This is considered further in Chapter 4 below.

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<sup>9</sup> Secretary of State for Communities and Local Government v (1) West Berkshire District Council & (2) Reading Borough Council. Court of Appeal 11<sup>th</sup> May 2016 [2016] EWCA Civ 441. Case No: C1/2015/2559.

## Starter Homes

2.45 The Budget included the following statement<sup>10</sup>:

*Starter Homes – 58,000 people have already signed up to show their interest in owning one of these new homes – exclusively for first time buyers under 40, at a 20% discount. 200,000 of these new homes will be built over the next 5 years. And to deliver this, the government is today announcing that every reasonable sized housing site must include Starter Homes – and a new duty will be placed on councils to make sure they include Starter Homes in their future housing plans for their area*

2.46 The Planning and Housing Act (2016) provides some further information:

(1) In this Chapter “starter home” means a building or part of a building that—

- (a) is a new dwelling,
- (b) is available for purchase by qualifying first-time buyers only,
- (c) is to be sold at a discount of at least 20% of the market value,
- (d) is to be sold for less than the price cap, and
- (e) is subject to any restrictions on sale or letting specified in regulations made by the Secretary of State.

(2) “New dwelling” means a building or part of a building that—

- (a) has been constructed for use as a single dwelling and has not previously been occupied, or
- (b) has been adapted for use as a single dwelling and has not been occupied since its adaptation.

(3) “Qualifying first-time buyer” means an individual who—

- (a) is a first-time buyer,
- (b) is at least 23 years old but has not yet reached the age of 40, and
- (c) meets any other criteria specified in regulations made by the Secretary of State (for example, relating to nationality).

2.47 The initial ‘cap’ is to be £250,000 outside London.

2.48 The PPG has not been updated since the Budget, and at the time of this study the Starter Homes sections of the PPG<sup>11</sup> only relate to ‘exception’ sites. Particular uncertainty remains around whether or not Starter Homes are in addition to, or instead of, some or all of the affordable housing. A Starter Home will have to remain available at 20 per cent below market value for the first five years – meaning any first-time buyer who looks to resell within the first five years will have to offer this discount to the next first time buyer.

2.49 As currently drafted, Starter Homes are not subject to CIL.

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<sup>10</sup> <https://www.gov.uk/government/news/pm-and-chancellor-announce-one-nation-plans-to-spread-homeownership-across-the-country>

<sup>11</sup> From PPG Paragraph: 001 Reference ID: 55-001-20150318

- 2.50 On 23<sup>rd</sup> March 2016 the Government launched Starter Homes Regulations: Technical Consultation. This sets out the Government's preferred options as to what the requirements will be. A scenario has been tested whereby 20% of the housing on sites of 11 or more units are delivered as Starter Homes. It is assumed that the Starter Homes will be instead of the equivalent amount of affordable housing.

#### *Environmental Standards*

- 2.51 The Government also confirmed within the *Fixing the foundations productivity report*<sup>12</sup> its intention not to proceed with the zero carbon buildings policy, which was initially announced in 2007.

*... repeat its successful target from the previous Parliament to reduce net regulation on housebuilders. The government does not intend to proceed with the zero carbon Allowable Solutions carbon offsetting scheme, or the proposed 2016 increase in on-site energy efficiency standards, but will keep energy efficiency standards under review, recognising that existing measures to increase energy efficiency of new buildings should be allowed time to become established*

- 2.52 As a result, there will be no uplift to Part L of the Building Regulations during 2016 and both the 2016 zero carbon homes target and the 2019 target for non-domestic zero carbon buildings will be dropped, including the Allowable Solutions programme. This is considered in Chapter 7 below.

#### **Viability Guidance**

- 2.53 There is no specific technical guidance on how to test the viability in the CIL Regulations or Guidance. Paragraph 173 of the NPPF says: '..... *To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.....*' This seems quite straightforward – although 'competitive returns' is not defined.
- 2.54 There are several sources of guidance and appeal decisions<sup>13</sup> that support the methodology followed. The primary guidance is *Viability Testing in Local Plans – Advice for planning*

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<sup>12</sup> <https://www.gov.uk/government/publications/fixing-the-foundations-creating-a-more-prosperous-nation>

<sup>13</sup> Barnet: APP/Q5300/ A/07/2043798/NWF, Bristol: APP/P0119/ A/08/2069226, Beckenham: APP/G5180/ A/08/2084559, Bishops Cleeve: APP/G1630/A/11/2146206 Burgess Farm: APP/U4230/A/11/2157433, CLAY FARM: APP/Q0505/A/09/2103599/NWF, Woodstock: APP/D3125/ A/09/2104658, Shinfield APP/X0360/ A/12/2179141, Oxenholme Road, APP/M0933/A/13/2193338 Vannes: Court of Appeal 22 April 2010, [2010] EWHC 1092 (Admin) 2010 WL 1608437

*practitioners* (LGA/HBF – Sir John Harman) June 2012<sup>14</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.*

- 2.55 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 (EUV), plus a premium. The premium over and above the EUV being set at a level to provide the landowner with a competitive return and the inducement to sell. The Harman Guidance and *Financial viability in planning, RICS guidance note, 1st edition* (GN 94/2012) which was published during August 2012 (known as the **RICS Guidance**) set out the principles of viability testing. Additionally, the Planning Advisory Service (PAS)<sup>15</sup> provides viability guidance and manuals for local authorities.



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

*One approach has been to exclusively adopt current use value (CUV) plus a margin or a variant of this, i.e. existing use value (EUV) plus a premium. The problem with this singular approach is that it does*

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<sup>14</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>15</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: Much of the most recent advice has been co-authored by HDH).

*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)*

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

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

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

*Viability Testing in Local Plans – Advice for planning practitioners. (June 2012)*

- 2.58 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.*

- 2.59 On face value these statements are contradictory. In order to avoid later disputes and delays, the approach taken in this study brings these two sources of guidance together. The methodology adopted is to compare the Residual Value generated by the viability appraisals, with the Existing Use Value (EUV) or an Alternative Use Value (AUV) plus an appropriate uplift to incentivise a landowner to sell. The amount of the uplift over and above the existing use value is central to the assessment of viability. It must be set at a level to provide 'competitive returns'<sup>16</sup> to the landowner. To inform the judgement as to whether the uplift is set at the appropriate level, reference is also made to the market value of the land both with and without the benefit of planning.

This approach is in line with that recommended in the Harman Guidance (as endorsed by LGA, PAS) – and also broadly in line with the main thrust of the RICS Guidance of having reference to market value. It is relevant to note that the Harman methodology was endorsed by the Planning Inspector who approved the London Mayoral CIL Charging Schedule in January 2012<sup>17</sup>. In his report, the Inspector dismissed the theory that using historical market value (i.e. as proposed by the RICS) to assess the value of land was a more appropriate methodology than using EUV plus a margin.

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<sup>16</sup> As required by 173 of the NPPF

<sup>17</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



### 3. Methodology

#### Viability Testing – Outline Methodology

3.1 There is no statutory technical guidance on how to go about viability testing. This study is based on 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 is:

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

LESS

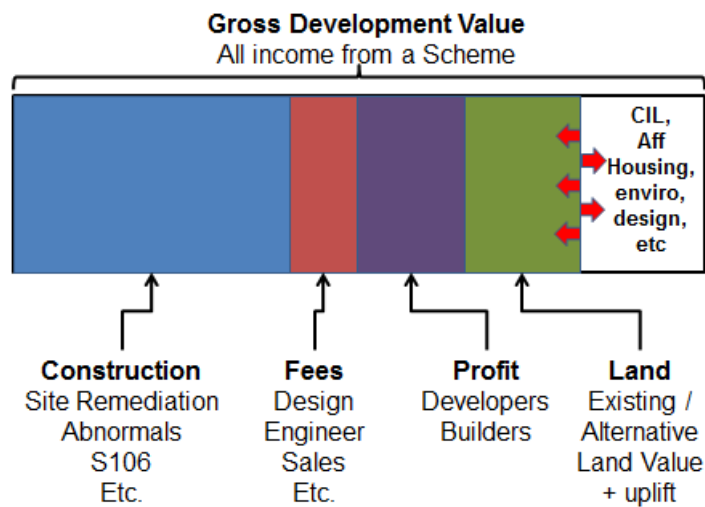
**Cost of creating the asset, including a profit margin**  
(Construction + fees + finance charges)

=

**RESIDUAL VALUE**

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

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



- 3.4 It is well recognised in viability testing that the developer should be rewarded for taking the risks of development. The NPPF terms this the 'competitive return'. The essential balance in viability testing is around the land value and whether or not land will come forward for development. The more policy requirements and developer contributions the planning authority asks for the less the developer can afford to pay for the land. The purpose of this study is to quantify the costs of the Council's various policies on development and to assess the effect of these and of CIL and then make a judgement as to whether or not land prices are squeezed to such an extent that, in the NPPF context, the Development Plan is put at 'serious risk' or in the context of the CIL Guidance, whether development is 'threatened' to such an extent that the Plan is not delivered.
- 3.5 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 PPG make it clear that when considering land value, this must be done in the context of current and emerging policies:
- 3.6 It is important to note that this study is not trying to exactly mirror any particular developer's business model – rather it is making a broad assessment of viability in the context of plan-making and the requirements of the NPPF and CIL Regulations.
- 3.7 At the consultation event it was unanimously agreed that it was appropriate to follow the Harman Guidance – although it was also stressed that this cannot be done in isolation of the realities of the market and regard must also be had to the RICS Guidance.

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

- 3.8 The high level and broad brush viability testing that is appropriate to be used to assess the effect of CIL 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.
- 3.9 This sets the Council a challenge when considering its proposals. It needs to determine whether or not the impact of introducing CIL on a development type that may appear only to be marginally viable will have any material impact on the rates of development or whether the developments will proceed anyway. It is clear, that some development comes forward for operational reasons rather than property development purposes.

### The meaning of 'competitive return'

- 3.10 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.

- 3.11 Whilst this is useful it does not provide guidance as to the size of that return. To date there has been much discussion within the industry as to what may and may not be a competitive return, as yet the term has not been given a firm definition through the appeal, planning examination or legal processes.

- 3.12 Competitive return was considered at the Shinfield Appeal (January 2013)<sup>18</sup>. This is discussed this further in Chapter 6 below. Clarification has been added in the Oxenholme Road Appeal (October 2013)<sup>19</sup> where the inspector confirmed that the methodology set out in Shinfield is very site specific and should only be given limited weight.

- 3.13 It should be noted that this study is about the economics of development. Viability brings in a wider range than just financial factors. The PPG says:

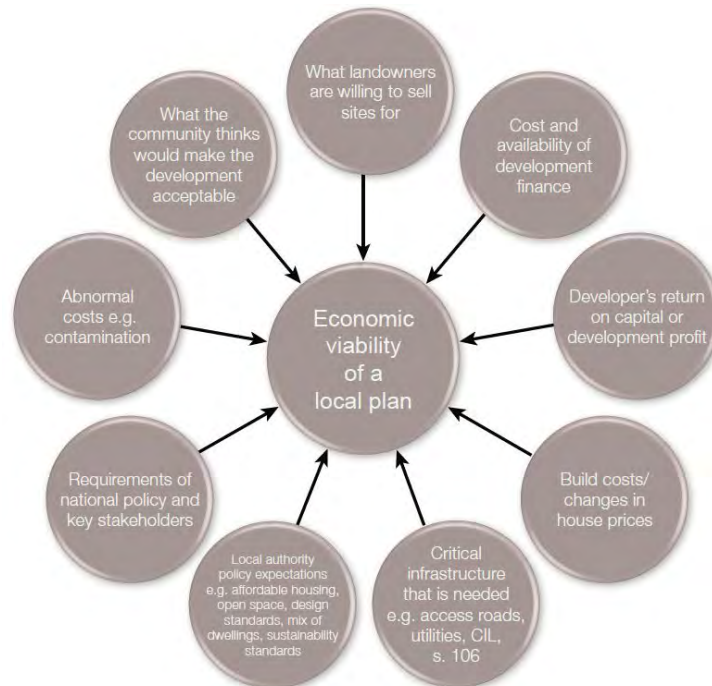
*Understanding Local Plan viability is critical to the overall assessment of deliverability. Local Plans should present visions for an area in the context of an understanding of local economic conditions and market realities. This should not undermine ambition for high quality design and wider social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

- 3.14 The following graphic is taken from the Harman Guidance and illustrates some of the non-financial as well as financial factors that contribute to the assessment process. Viability is an important factor in the plan making process but it is one of many factors.

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<sup>18</sup> APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX)

<sup>19</sup> APP/M0933/ A/13/ 2193338 (Land to the west of Oxenholme Road, Kendal, Cumbria)



3.15 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 consensus that it was an appropriate approach.

### Existing Available Evidence

3.16 The NPPF, the PPG, 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. The existing available evidence falls into three broad types:

3.17 The first is that which has been prepared by the Council to inform the emerging plan and previous plans:

- a) Affordable Housing Viability Assessment, Adams Integra (2010) which is too old to be of practical use.
- b) CIL Economic Viability Assessment, Roger Tym & Partners (March 2013).
- c) Affordable Housing Viability – Brief Review (April 2014).

3.18 Secondly is that which the Council holds, 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. This has been drawn on.

3.19 Thirdly, the Council also holds evidence of what is being collected from developers under the s106 regime. This is being collected outside this study but will be drawn on when considering the rates of CIL. The Council's policies for developer contributions (including affordable

housing) and the amounts that have actually been collected from developers have been considered.

### **Stakeholder Engagement**

- 3.20 The PPG and the CIL Guidance require stakeholder engagement – particularly with members of the development industry. The preparation of this viability assessment, includes specific consultation and engagement with the industry. On the 28 June 2016 an informal consultation event was held. Residential and non-residential developers (including housing associations), landowners and planning professionals were invited with 18 attending. **Appendix 1** includes the details of those invited and the attendees, and **Appendix 2** includes the presentation given. **Appendix 3** includes a summary of the notes taken and subsequent comments made.
- 3.21 The event was divided into three parts
- a) An introduction to viability testing in the context of Paragraph 173 of the NPPF and CIL Regulation 14.
  - b) Viability Assumptions. The mains assumptions for the viability assessments were set out including development values, development costs, land prices, developers' and landowners' returns.
  - c) Discussion. A wide ranging discussion took place as the various assumptions were presented
- 3.22 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 a judgement has been made and an explanation provided. Following the event, copies of the presentation and an early draft of this report was circulated to all those invited and the attendees were asked to make any further representations.
- 3.23 The main points from the consultation were:
- a) The general approach (being based on the Harman Guidance) was appropriate.
  - b) Careful consideration should be given to the mix of housing (in terms of size of market housing) as a number of developers have concerns about the mix recommended in the Council's Strategic Housing Market Assessment (SHMA). It is the findings of the SHMA which are challenged here, rather than the assumptions about the mix of housing to be required by policy. This was discussed subsequently with HBC and has resulted in changes to the policy wordings.
  - c) Some concern and comment was made with regard to the approach to 'competitive return'.

## Viability Process

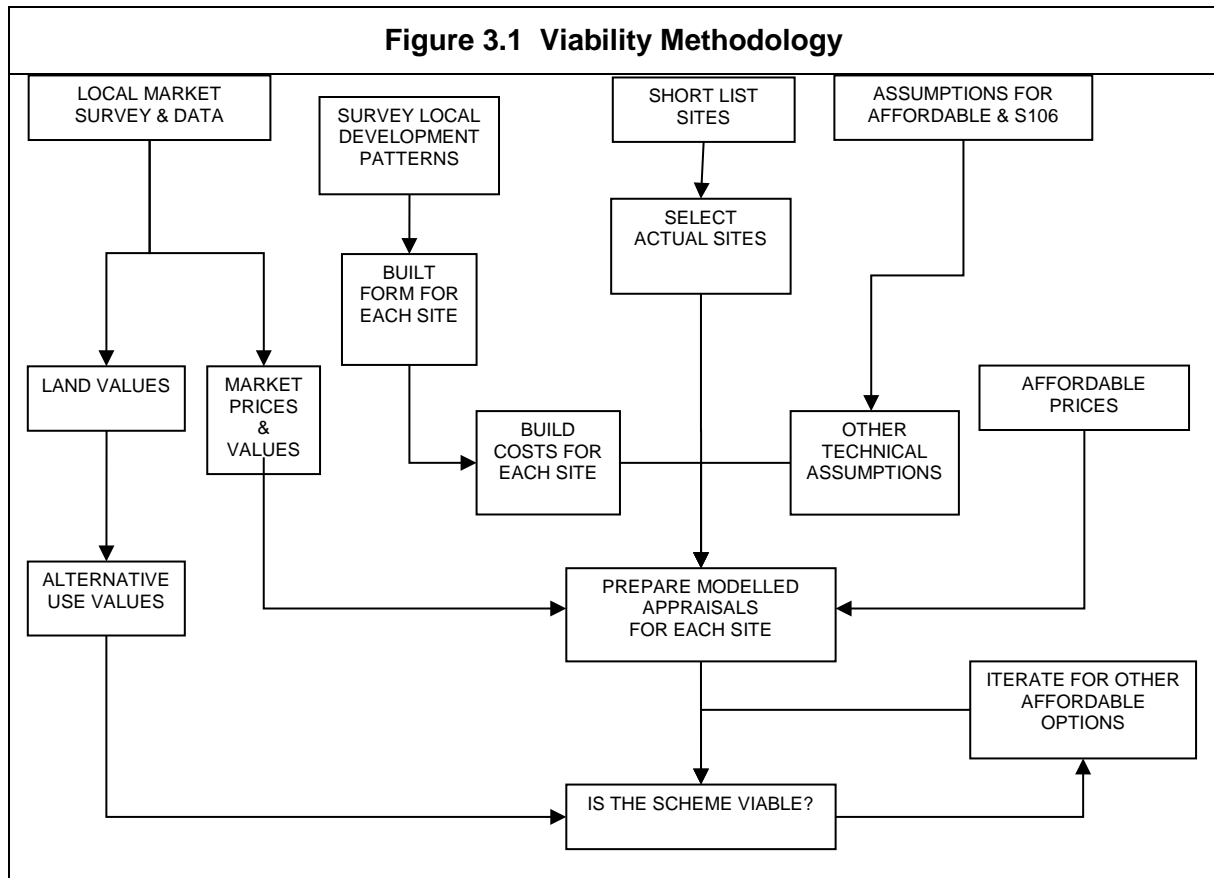
- 3.24 The assessment of viability as required under the NPPF and the CIL Regulations is not done using a set formula or calculation. It is a quantitative and qualitative process. The NPPF requires that *'the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened<sup>20</sup>'* and whether *'the cumulative impact of these standards and policies should not put implementation of the plan at serious risk<sup>21</sup>'*. The CIL Regulations require that *'councils must strike 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>22</sup>'*.
- 3.25 The basic viability methodology is summarised in the figure below. It involves preparing financial development appraisals for the larger sites in the Plan along with a representative range of other sites (i.e. typologies), 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 within Harrogate Borough over the plan-period.

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<sup>20</sup> NPPF Paragraph 173

<sup>21</sup> NPPF Paragraph 174

<sup>22</sup> CIL Regulation 14 (with deletions as per the February 2014 amendments).



Source: HDH 2016

- 3.26 The local housing and commercial markets have been surveyed, in order to obtain a picture of sales values. Land values have also been assessed to calibrate the appraisals and to assess existing and alternative use values. Alongside this local development patterns have been considered (in the context of the emerging policies). These in turn informed the appropriate build cost figures. A number of other technical assumptions are required before appraisals can be produced. The appraisal results are in the form of £/ha 'residual' land values, showing the maximum value a developer can pay for the site and still return a target profit level (the competitive return). The Residual Value is compared to the Existing Use Value (EUV). Only if the Residual Value exceeded the EUV, and by a satisfactory margin, can a scheme be judged to be viable
- 3.27 The appraisals are based on the policies set out in the emerging Plan (a full 'policy on' scenario). For appropriate sensitivity testing a range of scenarios including different levels of affordable housing provision and different levels of developer contributions have been assessed.
- 3.28 It is important to note that should the Council develop further policies over and above those tested in this study, that it may be necessary to revisit viability and consider the impact of those further requirements.

- 3.29 A bespoke viability testing model designed and developed by HDH specifically for area wide viability testing as required by the NPPF and CIL Regulations<sup>23</sup> has been used. The purpose of the viability model and testing is not to exactly mirror any particular business model used by those companies, organisations or 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 Local Plan and to set CIL.

### **Development Types**

- 3.30 The modelling in this study is based on the types of development most likely to come forward on the sites within the Plan. The modelling is set out in Chapter 9. The work in this study is proportionate to allowing a judgement be made as to whether the cumulative impact of the policies put the Plan at serious risk and whether CIL will threaten the development and delivery of the Plan.
- 3.31 In addition to modelling a range of representative sites, several further sites were modelled to represent the possible inclusion of a new/expanded settlement in the A1 Corridor, as put forward in the Council's Issues and Options document. If such sites were to be included in the Plan, they would be of such a scale that their deliverability will need to be addressed separately (this is expanded on within Chapter 9 below).

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<sup>23</sup> This Viability Model is used as the basis for the Planning Advisory Service (PAS) Viability Workshops. It is made available to Local Authorities, free of charge, by PAS and has been widely used by Councils across England (and, to a lesser extent, Wales).



## 4. Residential Market

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

### **Harrogate's Residential Market**

- 4.3 Harrogate lies to the north of Leeds and west of York. It is a highly desirable area with good transport links that have led to generally high house prices:
- a. The Golden Triangle is a term commonly used by estate agents for the area lying between Harrogate, York and Leeds. It is perceived to be one of the most affluent areas in the north of England and has a property market that reflects this.
  - b. Harrogate is the focus of the Borough and is a highly desirable spa town. It has an excellent reputation as a regional shopping centre (on the high street) and as a hub for local professional services.
  - c. Much of the nest of the Borough is the eastern part of the Yorkshire Dales and whilst it does not form part of the Yorkshire Dales National Park it is designated as the Nidderdale Area of Outstanding Natural Beauty (AONB).
  - d. The A1(M) runs - north south through the Borough and intersects with the main A59 east - west route providing good access to all the main settlements.
  - e. Rail links within the Borough are relatively poor, with no mainline station. Having said this, the Leeds to York line has frequent commuter and local services making Harrogate and Knaresborough particularly attractive to commuters. Increasingly London commuters are using the direct service between Harrogate and London.
  - f. Harrogate is the home of the Harrogate International Conference Centre which is an important draw to the town. The Great Yorkshire Show (and other activities on the showground) is a major local attraction.

### *National Trends and Harrogate's relationship with the wider area*

- 4.4 This update is being completed in the immediate aftermath of the United Kingdom referendum to leave to remain in the European Union. The result was a vote to leave the EU. It is not yet possible to predict the impact of leaving the EU, beyond the fact that the UK and the UK economy is in a period of significant uncertainty. Negotiations around the details of the exit

have not started so the future of trade with the European Union and wider world are not yet known.

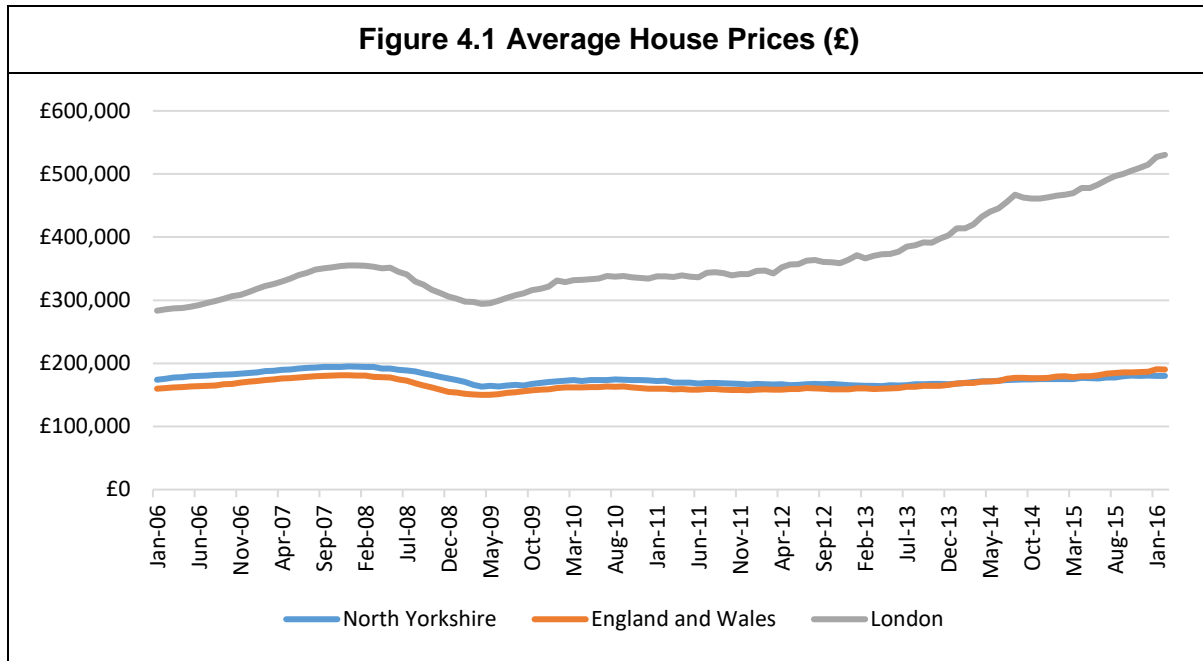
- 4.5 A range of views as to the impact on house prices have been expressed that cover nearly the whole spectrum of possibilities. Bearing in mind Harrogate's housing market's long term stability as illustrated in the graph below (the 2007 crash was less in Harrogate than much of the rest of the UK and recovery has been less pronounced) it is relatively unlikely that any extreme market reactions that may be seen in the southeast of England would be as extreme in Harrogate.
- 4.6 The following table taken from The Sunday Times (Page 12, Property Section, 3<sup>rd</sup> July 2016) summarises a range of current views:

<b>THE EXPERTS SAY...</b>		Are we in for a small slowdown, or a rapid collapse of the property market? Leading estate agents, analysts and investment firms give their outlook on how house prices may be affected by Britain's decision to leave the EU
SOURCE	PRE-BREXIT VIEW FOR 2016	POST-BREXIT PREDICTION
<b>HOMETRACK</b> Property data consultancy	Up 7% in main cities	Similar shocks have cut sales by 20%. "Immediate impact is likely to be a fall in turnover and rapid deceleration in price growth," says Richard Donnell, Insight director.
<b>SAVILLS</b> High-end estate agency	Up 5%	According to Lucian Cook, head of research: "The short-term market will be limited to needs-based buyers and opportunistic investors. We'd expect a low transaction market."
<b>HENRY PRYOR</b> Housing market analyst	Up 2%	Prices down 10% by Christmas. "With prices up 10% annually we can afford a modest fall. But a sales slowdown could be extremely painful."
<b>JLL</b> Property consultancy	Up 5%	"We expect an immediate slowdown in transactions, of the order of 10%-15%, resulting in downward pressure on prices for at least a couple of years. Current activity levels will return, but this is unlikely before late in 2018," says Adam Challis, head of residential research.
<b>NATIONAL ASSOCIATION OF ESTATE AGENTS</b>	N/A	Small price falls. UK homes would cost on average £278,500 by late 2016 if we had stayed in, but will now be £1,000 less. Next year they would have been £290,800, but after the leave vote will now be £288,900
<b>COUNTRYWIDE</b> Britain's biggest estate-agency group	Up 4.5%	Chief economist Fionnuala Earley says: "There are risks but people will still move. The Bank of England is unlikely to raise rates rapidly even if there's a rise in inflation."
<b>STRUTT &amp; PARKER</b> High-end estate agency	Up 5%(Prime London static)	There will be a huge amount of disruption to the markets while everybody takes stock," warns Andy Martin, senior partner
<b>ZOOPLA</b> Online property portal	Up 5%	The portal says the current average price of £297,000 could fall some £53,000 - with Brexit wiping £1.5 trillion off the total UK housing stock.
<b>ASSETZ</b> Property investment firm	Up 5%	"The centre of London may see sharp reversals," warns chief executive Stuart Law - the rest of the UK will see price rises of 4% in 2016
<b>KPMG</b> Business consultancy	N/A	Prices down 5% UK-wide, more in London.
<b>BANK OF AMERICA MERRILL LYNCH</b>	N/A	London to see 10% price correction in the next 12 months.
<b>KNIGHT FRANK</b> High-end estate agency	Up 4.2%	Look out for mortgage lenders increasing rates - to curb lending - even if the base rate is cut. "The Brexit vote will generate a period of renewed uncertainty in prime London," warns Liam Bailey, global head of research

Source: Sunday Times, 3<sup>rd</sup> July 2016

- 4.7 It is not the purpose of this report to attempt to predict the direction of the housing market so it is our firm recommendation that the Council continues to monitor the market and be prepared to review policies if there is a significant change in viability (up or down).
- 4.8 Having said this, the current direction and state of the housing market has improved markedly since the earlier viability reports were prepared. 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'.

4.9 Average house prices across England and Wales have recovered to their pre-recession peak, however this is strongly influenced by London. Prices in London are now well in excess of the 2007/2008 peak but, as can be seen in the figure below, the recovery has been less strong in North Yorkshire.



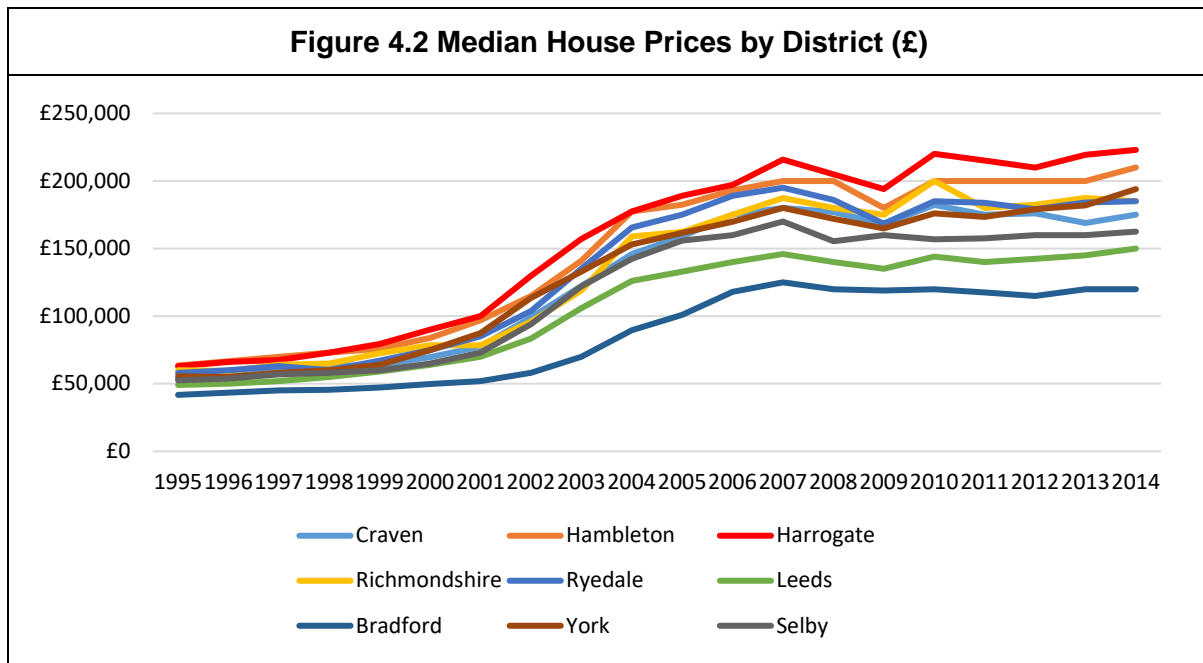
4.10 Up to the pre-recession peak of the market, the long term rise in house prices had, at least in part, been enabled by the ready availability of credit to home buyers. Prior to the increase in prices, mortgages were largely funded by the banks and building societies through deposits taken from savers. During a process that became common in the 1990s, but took off in the early part of the 21st Century, many financial institutions changed their business model whereby, rather than lending money to mortgagees that they had collected through deposits, they entered into complex financial instruments and engineering through which, amongst other things, they borrowed money in the international markets, to then lend on at a margin or profit. They also ‘sold’ portfolios of mortgages that they had granted. These portfolios also became the basis of complex financial instruments (mortgage backed securities and derivatives etc.).

4.11 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.

4.12 It is important to note that at the time of this report (Summer 2016) 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 publicly controlled financial institution or assisted purchase scheme such as shared ownership).

- 4.13 There are various commentators talking about a recovery in house prices. As shown in the figure above, average prices in North Yorkshire remain a little below their 2007 peak. Having said this, as shown in the ONS HPSSA data, Harrogate has seen the strongest recovery amongst its neighbours and the universal feedback from agents is that the Borough's housing market remains one of the strongest in the north of England:



Source: ONS House Price Statistics for Small Areas, 1995 to 2014

- 4.14 There has been considerable coverage in the national press.

*The February 2016 RICS Residential Market Survey results show a continued pick up (albeit gradual) in the number of properties coming onto the market, alongside a further increase in sales activity. Nonetheless, with market conditions still tight, house price growth retains a considerable amount of momentum for the time being. Indeed, the national RICS price gauge inched up during February, with a net balance of +50% more surveyors reporting a rise in prices (rather than a fall).*

*The headline price balance has now remained in the narrow range of +48% to +50% in each of the past five months. This indicator is therefore still consistent with house price inflation gathering pace (on the ONS measure) over the coming months. That said, the new enquiries less new instructions indicator, which has a longer lead over hard data, suggests price momentum may then begin to fade towards the latter stages of 2016....*

*Looking ahead, prices are expected to continue rising across the UK as a whole, even if the strength of projections has just started to moderate at both the three and twelve month horizons. In London, near term price expectations turned negative for the first time in twelve months although, again, much of this decline is concentrated in central parts of the capital. Notwithstanding this, contributors are still pencilling in average annual growth in overall London house prices of close to 4.5% over the next five years. This is broadly in line with the national average.*

*After gathering pace immediately following the announcement of an additional 3% stamp duty surcharge on buy-to-let properties and second homes (coming into effect April), buyer demand continued to rise at the headline level. This marks the eleventh consecutive month in which new buyer enquiries have increased. What's more, demand growth has now outstripped that of supply in thirteen successive*

reports (in net balance terms). Nevertheless, new instructions to sell have begun to rise modestly with the headline series indicating fresh listings have increased in each of the past three months.

On the back of the improving supply and demand flow, newly agreed sales rose firmly on a UK-wide basis. Moreover, the rate of growth equalled the strongest reported since April 2014. Within this, the South West continues to see the sharpest growth in transaction volumes, in keeping with the findings of the last three surveys. Going forward, sales are anticipated to rise to a greater or lesser degree across the vast majority of the UK over the next twelve months. London is an exception to this, where sales are projected to hold broadly stable. Anecdotal evidence suggests tax changes, concerns over Brexit and global economic uncertainty are all taking their toll on buyer sentiment in the capital.

Across the UK as a whole, 59% of respondents perceive current market prices to be around fair value currently. This represents a slight fall relative to the 64% who took this view six months ago. London and the South East continue to demonstrate the highest proportion of contributors sensing their local market to be overpriced to some extent. In total, 67% of London respondents now believe valuations are stretched relative to fundamentals, a steady increase from the 54% who were of this opinion six months ago. In the South East, 56% of the survey sample feel residential property is expensive to some extent, only a marginal pick up from 54% back in August 2015.

In the lettings market, demand from tenants rose robustly once again, the fourteenth straight month in which demand has increased. Meanwhile, new landlord instructions picked up modestly, the first time a positive reading for this series has been posted since back in October. Unsurprisingly, rent expectations point to significant rental growth persisting in the near term and over the year ahead. Further out, respondents expect rents to rise by approximately 4.5%, per annum, over the next five years.

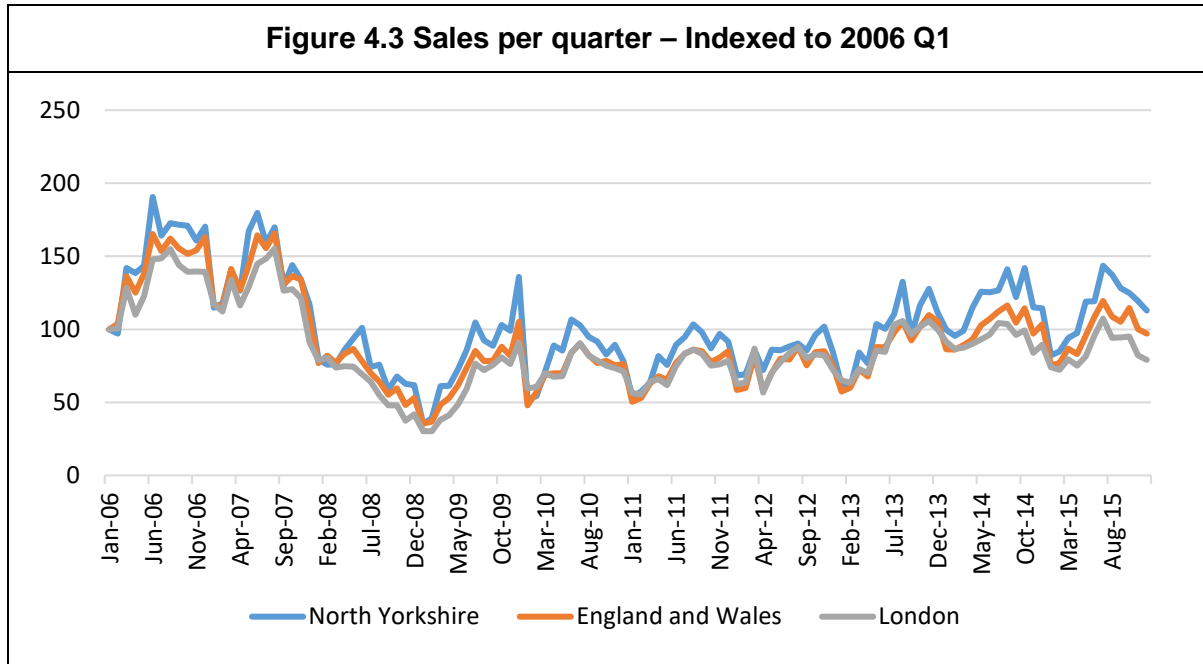
- 4.15 When ranked across England, the average house price for the Borough is 89<sup>th</sup> (out of 347) at just over £258,402<sup>24</sup>. To set this in context, the Council at the middle of the ranking (174), Lichfield has an average price of just over £202,300. It is relevant to note that the Borough's median price is lower than the mean at £212,500<sup>25</sup>.
- 4.16 The figure above shows that prices in the Borough have seen a recovery since the bottom of the market in mid-2009. Since the CIL Economic Viability Assessment (RTP, March 2013), the Land Registry reports an increase in average house prices of about 10%<sup>26</sup> in the Borough.
- 4.17 The rate of sales (i.e. sales per month) in North Yorkshire is in line with the wider market and still somewhat below the peak.

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<sup>24</sup> CLG Live Table 581 (Last Update April 2014)

<sup>25</sup> CLG Live Table 582 (Last updated April 2014)

<sup>26</sup> <http://landregistry.data.gov.uk/app/hpi> shows average house price have increased by £14,703 from £164,524 in March 2013 to £180,227 in February 2016 (the most recent data).

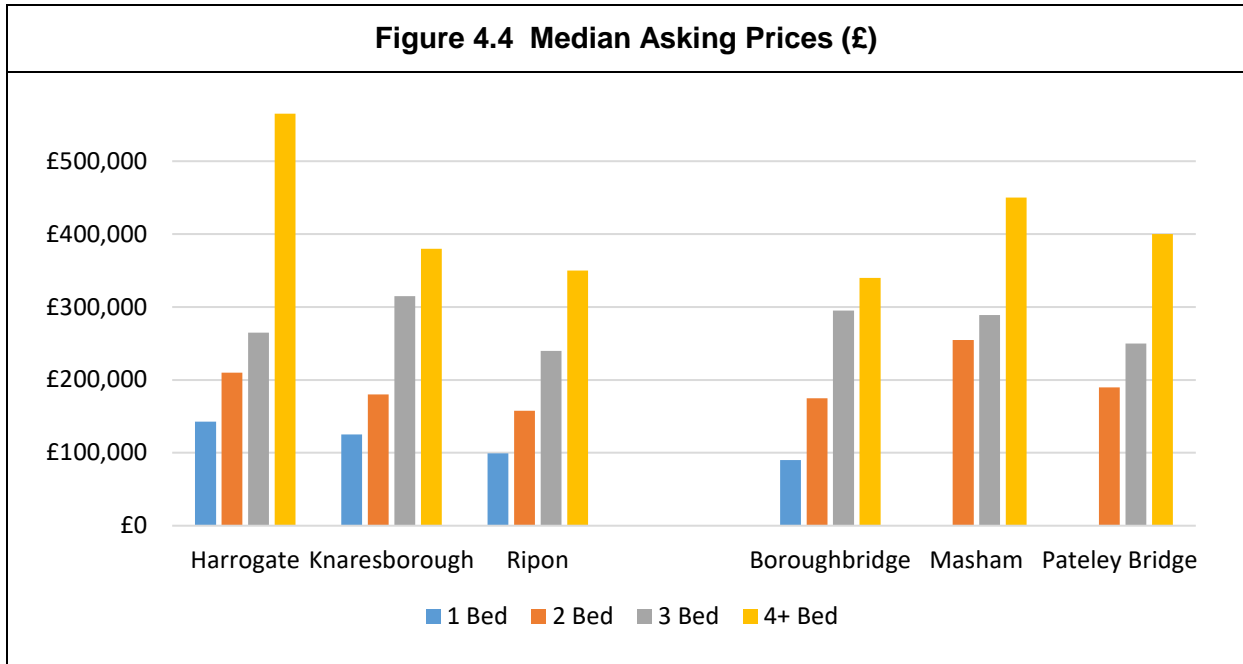


- 4.18 There is clearly uncertainty in the market, and it is not for this study to try to predict how the market may change in the coming years, and whether or not there will be a further increase in house prices. Having said this, it notable that property agents Savills are predicting a 4% increase in 2015 and 2016, and an 18.2% increase over the next 5 years in the prime Midlands/North residential markets, and 14.2% in the next 5 years in the mainstream Yorkshire and Humber residential markets<sup>27</sup>.
- 4.19 To assist the Council to ‘strike the balance’ in an informed way, we have run further sets of appraisals to show the effect of a 5% and a 10% increase, and a 5% and a 10% decrease in house prices.

### The Local Market

- 4.20 A survey of asking prices across the Borough in Spring 2016 was carried out. Using online tools such as rightmove.com and zoopla.co.uk the median asking prices were estimated. This analysis is based on the ‘main settlements’ identified in the Core Strategy.

<sup>27</sup> Residential Property Focus. Savills. Issue 1 2016 - <http://pdf.euro.savills.co.uk/uk/residential-property-focus-uk/residential-property-focus-feb>

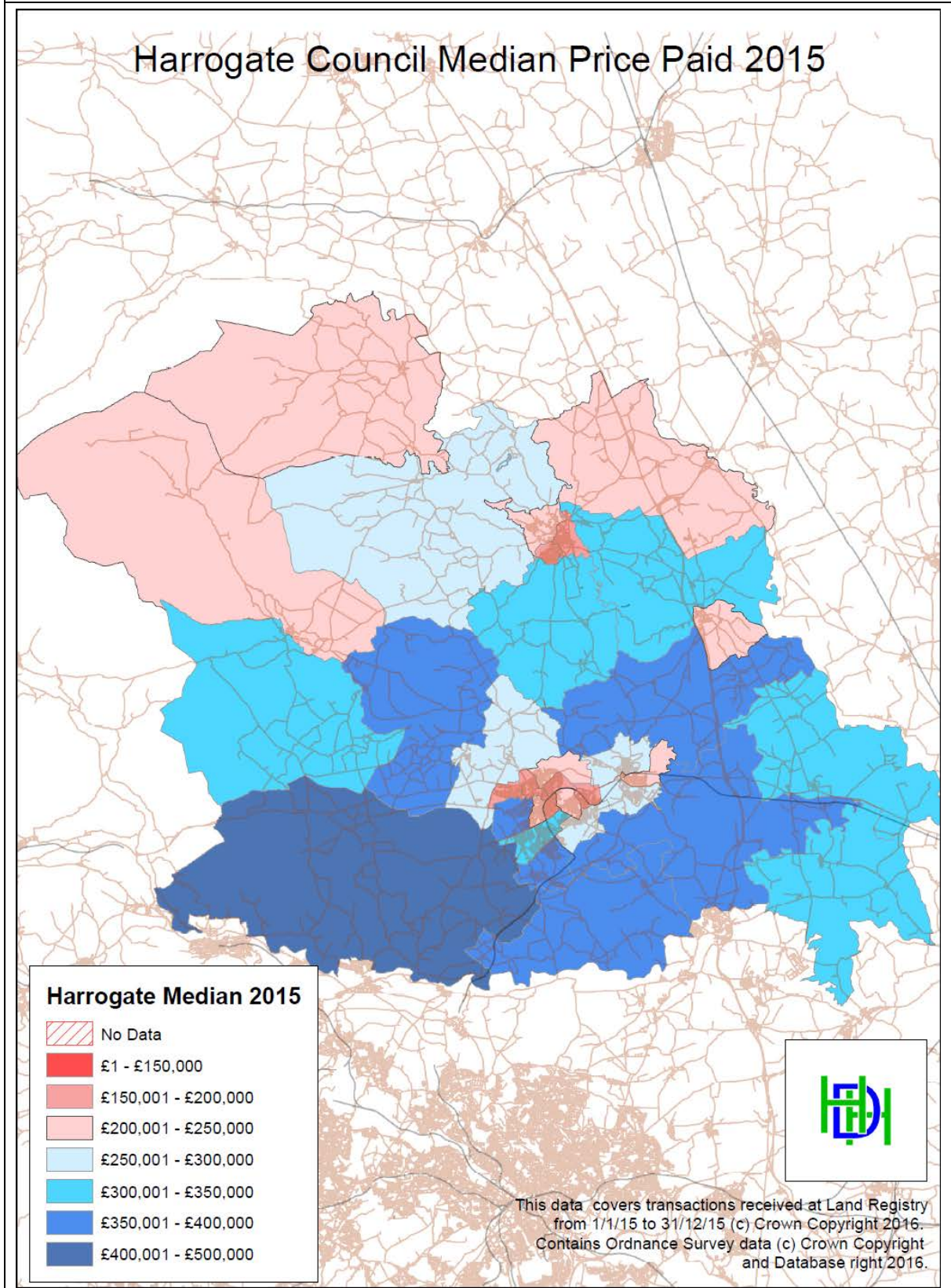


Source: Rightmove.com (April 2016)

4.21 The geographical differences in prices are illustrated in the following map showing the median price.



Figure 4.5 Median Prices (All Sales 2015)



Source: HDH based on Land Registry Price Paid Data

- 4.22 Prices are influenced by commuting patterns and the ease of access to Leeds and to a lesser extent to the A1.
- 4.23 The Land Registry publishes data of all homes sold<sup>28</sup>. These transactions are summarised, by the main settlements as follows:

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<sup>28</sup> The Land Registry makes all transactions available as and when they are registered via the 'beta' format tool at <https://www.gov.uk/government/statistical-data-sets/price-paid-data-downloads>. It does take some time for transactions to be registered – we estimate this to be about 4 to 6 months.

<b>Table 4.1 All Residential Sales – 2015/2016</b>					
	Detached	Semi-detached	Terrace	Flat	All
<b>Harrogate</b>					
Count	561	620	614	479	2,274
Max	£1,892,499	£1,100,000	£1,350,000	£815,000	£1,892,499
Min	£85,000	£104,688	£76,250	£38,000	£38,000
Mean	£470,764	£271,498	£244,188	£212,319	£300,818
Median	£400,000	£230,000	£192,750	£170,000	£239,950
<b>Knaresborough</b>					
Count	122	116	86	28	352
Max	£995,000	£725,000	£495,000	£280,000	£995,000
Min	£175,000	£100,000	£112,000	£75,000	£75,000
Mean	£413,316	£262,453	£224,021	£138,563	£295,496
Median	£360,975	£231,000	£212,500	£132,475	£254,550
<b>Ripon</b>					
Count	158	111	175	64	508
Max	£1,247,610	£745,000	£490,000	£275,000	£1,247,610
Min	£125,000	£86,500	£88,000	£70,000	£70,000
Mean	£363,173	£244,439	£193,571	£131,863	£249,662
Median	£307,500	£210,000	£166,000	£124,500	£210,000
<b>Boroughbridge</b>					
Count	24	22	19	7	72
Max	£580,000	£950,000	£305,000	£147,549	£950,000
Min	£106,500	£157,000	£105,000	£72,000	£72,000
Mean	£318,869	£249,048	£192,250	£108,292	£243,648
Median	£297,500	£206,000	£185,000	£119,995	£219,475
<b>Other Areas</b>					
Count	127	66	59	5	257
Max	£1,400,000	£1,375,000	£730,000	£325,000	£1,400,000
Min	£106,500	£71,500	£79,831	£146,500	£71,500
Mean	£481,863	£325,699	£273,083	£195,300	£388,254
Median	£450,000	£271,750	£230,000	£170,000	£355,000
<b>HARROGATE BOROUGH</b>					
<b>Count</b>	<b>989</b>	<b>935</b>	<b>953</b>	<b>583</b>	<b>3,460</b>
<b>Max</b>	<b>£1,892,499</b>	<b>£1,375,000</b>	<b>£1,350,000</b>	<b>£815,000</b>	<b>£1,892,499</b>
<b>Min</b>	<b>£85,000</b>	<b>£71,500</b>	<b>£76,250</b>	<b>£38,000</b>	<b>£38,000</b>
<b>Mean</b>	<b>£445,033</b>	<b>£270,461</b>	<b>£233,826</b>	<b>£198,550</b>	<b>£298,153</b>
<b>Median</b>	<b>£385,000</b>	<b>£228,000</b>	<b>£190,000</b>	<b>£158,500</b>	<b>£240,000</b>

Source: Land Registry Price Paid Data 1/1/2015 to May 2016

*Newbuild Sales Prices*

- 4.24 This study is concerned with the viability of newbuild residential property so the key input for the appraisals are the prices of units on new developments. Across the Harrogate Borough 187 newbuild home sales were recorded by the Land Registry in the period from the start of 2015. These transactions are summarised, by the main settlements as follows and detailed in **Appendix 4**.

<b>Table 4.2 Newbuild House Prices - 2015</b>					
	Detached	Semi-detached	Terrace	Flat	All
<b>Harrogate</b>					
Count	23	16	36	2	114
Max	£1,600,000	£1,000,000	£620,000	£265,000	£1,600,000
Min	£179,950	£185,000	£165,000	£225,000	£110,000
Mean	£495,789	£286,718	£372,967	£245,000	£333,222
Median	£390,000	£265,000	£324,975	£245,000	£265,000
<b>Knaresborough</b>					
Count	9	6	2	1	18
Max	£950,000	£235,000	£249,995	£150,000	£950,000
Min	£255,000	£189,995	£160,000	£150,000	£150,000
Mean	£502,611	£217,916	£204,998	£150,000	£355,055
Median	£422,500	£225,000	£204,998	£150,000	£252,498
<b>Ripon</b>					
Count	6	2	7	1	16
Max	£650,000	£215,000	£210,000	£196,000	£650,000
Min	£350,000	£180,000	£165,000	£196,000	£165,000
Mean	£453,667	£197,500	£181,836	£196,000	£286,616
Median	£403,500	£197,500	£179,950	£196,000	£203,000
<b>Boroughbridge</b>					
Count	21	0	0	0	21
Max	£425,000				£425,000
Min	£275,495				£299,995
Mean	£338,375				£338,375
Median	£324,995				£324,995
<b>Other Areas</b>					
Count	8	7	1	2	18
Max	£830,000	£495,000	£250,000	£215,000	£830,000
Min	£207,500	£71,500	£250,000	£210,000	£71,500
Mean	£505,250	£289,143	£250,000	£212,500	£374,500
Median	£461,000	£300,000	£250,000	£212,500	£381,250
<b>HARROGATE BOROUGH</b>					
<b>Count</b>	<b>66</b>	<b>32</b>	<b>46</b>	<b>43</b>	<b>187</b>
<b>Max</b>	<b>£1,600,000</b>	<b>£1,000,000</b>	<b>£620,000</b>	<b>£499,000</b>	<b>£1,600,000</b>
<b>Min</b>	<b>£179,950</b>	<b>£71,500</b>	<b>£160,000</b>	<b>£110,000</b>	<b>£71,500</b>
<b>Mean</b>	<b>£440,478</b>	<b>£282,468</b>	<b>£333,905</b>	<b>£217,229</b>	<b>£335,888</b>
<b>Median</b>	<b>£385,081</b>	<b>£235,000</b>	<b>£287,500</b>	<b>£225,000</b>	<b>£295,000</b>

Source: Land Registry Price Paid Data 1/1/2015 to May 2016

- 4.25 Each house sold requires an Energy Performance Certificate. This is a public document that can be viewed on the EPC Register. The EPC contains the floor area (the Gross Internal Area

– GIA) as well as a wide range of other information about the construction and energy performance of the building. This GIA information is also included in **Appendix 4**.

4.26 We have married the price paid data from the Land Registry with the homes' floor area from the EPC Register:

<b>Table 4.3 Average Values by Settlement - £/m<sup>2</sup></b>					
<b>Harrogate</b>					
	Detached	Semi-detached	Terrace	Flat	All
Mean	£3,043	£2,751	£3,124	£2,684	£2,919
Median	£3,008	£2,643	£3,194	£2,684	£2,891
<b>Knaresborough</b>					
Mean	£2,770	£2,700	£2,349	£2,273	£2,654
Median	£2,684	£2,673	£2,349	£2,273	£2,673
<b>Ripon</b>					
Mean	£2,179	£2,511	£2,277	£2,253	£2,281
Median	£2,139	£2,511	£2,186	£2,253	£2,273
<b>Boroughbridge</b>					
Mean	£2,338				£2,338
Median	£2,347				£2,347
<b>Other Areas</b>					
Mean	£2,728	£2,138		£2,742	£2,462
Median	£2,851	£2,189		£2,742	£2,727
<b>HARROGATE BOROUGH</b>					
<b>Mean</b>	<b>£2,692</b>	<b>£2,607</b>	<b>£2,954</b>	<b>£2,666</b>	<b>£2,738</b>
<b>Median</b>	<b>£2,618</b>	<b>£2,649</b>	<b>£2,870</b>	<b>£2,744</b>	<b>£2,714</b>

Source: Land Registry Price Paid Data 1/1/2015 to May 2016 and EPC Register

4.27 At the time of this study there are just 25 new homes being advertised for sale in the Borough (although on some of these construction has yet to start). The analysis of these shows that asking prices for newbuild homes vary, very considerably, starting from about £2,200/m<sup>2</sup> up to nearly £6,700/m<sup>2</sup>. These are summarised in **Appendix 5** – note this only shows values where asking price and the area were available.

4.28 A consultee raised the challenge of dealing with the broad range of values that the Land Registry records, rightly pointing out that the sample size is relatively small. The Land Registry is a comprehensive record of all property sales and the small sample size is a reflection of the relatively small number of newbuild completions. It is not possible to use a larger sample as there are no more actual sales to refer to. It is therefore necessary to bring together the full range of data sources, including asking prices and values of second hand homes.

4.29 During the course of the research, sales offices and agents were contacted to enquire about the price achieved relative to the asking prices, and the incentives available to buyers. In most cases the feedback was that the units were 'realistically priced' or 'priced to sell', or that the market is improving, demand strong and that significant discounts are no longer offered. When pressed, it appeared that the discounts and incentives offered equate to about 2.5% of the asking prices. It would be prudent to assume that prices achieved, net of incentives offered to buyers, are 2.5% less than the above asking prices.

4.30 The above values have been compared to those used in the 2014 Affordable Housing Viability Review (DSP, April 2014) which says (at paragraph 2.7.3):

*In running the sample appraisals as part of this update we have taken the values indicated in the AHEVA at Value Point 4 as being typical of new build values in Harrogate Borough (£2,750/m<sup>2</sup>).*

4.31 In the Harrogate CIL Economic Viability Assessment (Roger Tym and Partners, March 2013) the following (paragraph 4.42) values were used:

Harrogate Borough (exc. Ripon)	Lower value: £2,250 per sq.m
	Middle value: £2,450 per sq.m
	Higher value: £2,700 per sq.m
Ripon	Lower value: £2,100 per sq.m
	Higher value: £2,300 per sq.m.

### **Price Assumptions for Financial Appraisals**

4.32 It is necessary to form a view about the appropriate prices for the schemes to be appraised in the study. The preceding analysis does not reveal simple clear patterns with sharp boundaries. Agents (and the above research) suggest that the principle drivers of price are the situation rather than the location of a site or unit for sale. Whilst there are some marked differences in prices, a good quality modern house in a reasonable location and situation is likely to have a similar value in most parts of the Borough. The notable exception is the lower value Ripon area (which has slightly less good commuting links).

4.33 The Council's SHELAA includes the most up-to-date information concerning land supply. In broad terms future development can be divided into several distinct types.

- a) Large Greenfield Sites. These are the potential urban extensions and are generally sites over 300 units. These have the potential to be distinctly different from the existing housing offer and due to the existing lack of supply we have taken a relatively optimistic view of the prices. The same value has been applied to these across the whole area.
- b) Medium Greenfield Sites. These are the greenfield sites in the range of 50 to 300 units that are likely to be brought forward by a single developer.

A slightly lower value has been applied to those in the Ripon area and a higher value in the remaining areas.

c) Small Greenfield Sites. These areas are in the smaller settlements and villages in the countryside. A premium value is applied in these areas.

d) Medium and Large Brownfield Sites. The SHELAA identifies a broad range of sites that are suitable, available and achievable for development.

In terms of value the prices of the new homes developed are likely to be driven by the specific situation of the scheme rather than the general location. That is to say, the value will be more strongly influenced by the specific site characteristics, the immediate neighbours and environment, rather than which particular ward or postcode sector in which the scheme is located. Development is likely to be of a higher density than the large greenfield sites and to be based around schemes of flats, semi-detached housing and terraces with a low proportion of detached units.

A slightly higher value has been attributed to the larger brownfield sites than the smaller brownfield sites due to ability of the developer to create a sense of place.

e) Smaller Infill Sites. As with the larger sites, in terms of value the prices of the new homes developed are likely to be driven by the specific situation of the scheme rather than the general location.

Development is likely to be of a higher density and be based around schemes of flats, semi-detached housing and terraces with a lower proportion of detached units.

A slightly lower value has been attributed to the smaller brownfield sites than the larger brownfield sites.

f) Urban Flatted Schemes. This is a separate development type that is only likely to take place on the larger sites in Harrogate.

4.34 Based on the asking prices from active developments, and informed by the general pattern of all house prices across the study area, the following prices for use in the appraisals were put to consultees. It is important to note at this stage that this is a broad brush, high level study to test the Council's policy as required by the NPPF and to inform the setting of CIL as required by CIL Regulation 14. The values between new developments and within new developments will vary considerably.

<b>Table 4.4 Initial Price Assumptions £/m2</b>		
Large Greenfield Sites		£2,650
Medium Greenfield	Ripon	£2,400
	Remaining Areas	£2,750
Small Greenfield Sites		£2,800
Large Brownfield	Generally	£2,650
Smaller Infill	Sites Villages	£2,900
	Generally	£2,650
Urban Flats		£2,650

Source: HDH May 2016



- 4.35 On sites of 5 units or fewer a small site premium of 10% to reflect the higher demand and 'small site premium' for such sites has been used.
- 4.36 It is necessary to consider whether the presence of affordable housing would have a discernible impact on sales prices. Affordable housing will be present on many of the sites whose selling prices have informed our analysis. Our view is that any impact can and should be minimised through an appropriate quality design solution.
- 4.37 The above prices were presented to consultees on 28<sup>th</sup> June 2016. One consultee suggested that the figures were a little too high (although no specific evidence was produced). In light of these comments and a review of the evidence, the assumptions have been revised and a more nuanced approach taken:

<b>Table 4.5 Revised Price Assumptions £/m2</b>		
Large Greenfield Sites		£2,650
Medium Greenfield	Ripon	£2,300
	Remaining Areas	£2,750
Small Greenfield Sites	Ripon	£2,500
	Remaining Areas	£2,800
Large Brownfield	Ripon	£2,275
	Generally	£2,650
Smaller Infill	Sites Villages	£2,900
	Ripon	£2,300
	Generally	£2,650
Urban Flats		£2,650

Source: HDH July 2016

- 4.38 As above, on sites of 5 units or fewer a small site premium of 10% is assumed.
- 4.39 We note a reluctance of some consultees to comment on the values without understanding the results. This is frustrating. The purpose of the study is to make an objective assessment of viability based on a well-founded set of assumptions. It is not HDH's instructions to seek to maximise developer contributions – rather to produce a robust part of the evidence base that the Council can use to inform the plan-making process.

### **Affordable Housing**

#### *Transfer Prices*

- 4.40 The Council has a policy for the provision of affordable housing. As set out in Chapter 8 below, the Council sets the price which developers will receive for affordable housing (referred to as Affordable Housing Transfer Prices). The Council's Affordable Housing Planning Guidance (November 2015) says:

7.5 *The flat rate of £1100psm will apply to all other agreed property sizes up to a maximum of 90sm for a 3-bed property or 100sm for a 4-bed property. Where affordable flats are delivered, the transfer price is £1050psm GIA (not including common parts). The lower price reflects the purchaser's liability for service charges.*

- 4.41 In this study these transfer prices have been used in the base appraisals, but a range of other options have been considered. These prices are applied to all tenures of affordable housing.
- 4.42 A neighbouring council suggested that the Transfer Price was somewhat higher than their experience. HBC have confirmed that the Transfer Price is the price that is routinely used in Harrogate Borough.

#### *Review of Values*

- 4.43 It has been assumed that affordable housing is constructed by the site developer and then sold to a Registered Provider (RP). 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.
- 4.44 There are three main types of affordable housing: Social Rent, Affordable Rent and Intermediate Housing Products for Sale. The current policy does not set out a preferred mix of affordable housing, but as set out in Chapter 8 below, the SHMA suggests a need for 25% Intermediate housing and 75% Affordable or Social Rented. In the base appraisals we have assumed 40% affordable housing with this mix.
- 4.45 As set out in Chapter 8 below, the Affordable Housing Planning Guidance (November 2015) sets out a mix of unit sizes of affordable housing that should be provided (1 bedroom units - 15%, 2 bedroom units - 60%, 3/4 bedroom units - 25%). This mix forms the basis of the modelling.
- 4.46 Prior to the 2015 Summer Budget, rents of affordable housing (both Affordable Rents and Social Rents) were generally increased by inflation (CPI) plus up to 1% each year. These provisions were to prevail until 2023. The result was that Housing Associations knew their rents would go up and those people and organisations who invest in such properties (directly or indirectly) knew that the rents were going up year on year. This made them a particularly attractive and secure form of investment or security for a loan. In the Budget it was announced that social and Affordable Rents would be reduced by 1% per year for 4 years<sup>29</sup>.
- 4.47 It is too early to be certain of the impact and effect on the delivery of new housing, but the knock on effect of reducing rents is inevitably going to have an effect on values. There are a

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<sup>29</sup> The objective is to reduce the overall costs of Housing Benefit / Local Housing Allowance / Universal Credit to the Exchequer.

number of views as to what impact this change may have. Savills said in their paper *Impact On The Housing Sector of the July Budget (July 2015)*:

## **VALUATIONS**

### **Valuations for Accounts – Existing Use Value Social Housing**

*The effect of the proposed rent reductions on valuations for accounts is significant.*

*The scale of the effect is broadly similar across different Provider types and we estimate will result in a reduction in current values of around 25%-30%. The impact will increase in future years. Relative to what they would have been, we estimate valuations will be some 30%-40% lower in ten years time.*

*The RPs at the higher end of the reduction scale tend to be those with smaller surpluses.*

### **Valuations for Loan Security – Existing Use Value for Social Housing**

*Valuations for loan security on an EUV-SH basis are undertaken against the background of the rent freedoms granted to mortgagees in possession (and the landlord they sell the stock to) under the insolvency provisions originally in the Rent Influencing Guidance and now in the Rent Standard. Similar exemptions for mortgagees are contained in the Welfare Reform and Work Bill now before Parliament.*

*Our interpretation of these provisions is that Mortgagees and their successors would be able to charge a rent that they consider 'affordable' to those in low paid employment, and would be able to increase that rent in line with earnings in order to maintain a level affordability ratio (rent over household income). In our view valuations for loan security can therefore be based on rents and rent growth that sit outside the new rent regime.*

*As a result – on the assumption that the insolvency provisions in the Bill remain as they are - it is our view that the proposal to reduced rents by 1% per annum for the next four years should not significantly affect current loan security valuations. Our valuations would assume the current rent could quickly converge to our opinion of an appropriate 'affordable' rent and continue to grow in line with earnings – which we generally assume over the longer term is broadly equivalent to CPI+1% - and keep in step with growth in the sector over the long term.*

*However valuations in future years valuations will not grow as previously expected (eg circa 5% relative reduction by year 10) as the starting rent for future valuations will be lower than it otherwise would have been.*

*Of course the Budget provisions may impact on bad debts, voids and discount rates which may adversely feed through into EUV-SH valuations.*

- 4.48 It is clearly necessary to consider the value of affordable housing in this context. Whilst this is a rapidly changing area, it is possible to make some assumptions. From a valuation perspective, we reconsidered the value of affordable housing from first principles and adjusted the yield by up to 50 basis points (BPS) (i.e. 0.5%)<sup>30</sup>.

### *Social Rent*

- 4.49 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:

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<sup>30</sup> An increase in yields leads to a reduction in prices.

<b>Table 4.6 Social Rent (£) Fiscal Calendar 2015</b>				
	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms
Per week	£83	£96	£106	£112
Per Month	£360	£414	£459	£483
Per Year	£4,322	£4,972	£5,507	£5,798

Source: HCA Statistical Return (2015)

- 4.50 This study concerns only the value of newly built homes. 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 – and there is very little such housing being developed. In this study the value of Social Rents has been assessed, assuming 10% management costs, 4% voids and bad debts and 6% repairs, and capitalised the income at 5%. The rent is capitalised at 5.5%, reflecting the changes due to the Summer Budget.

<b>Table 4.7 Capitalisation of Social Rents</b>			
	1 Bedroom	2 Bedrooms	3+ Bedrooms
Gross Rent	£4,322	£4,972	£5,507
Net rent	£3,457.90	£3,977.54	£4,405.35
Value	£57,631.68	£66,292.41	£73,422.42
m <sup>2</sup>	50	70	84
£/m <sup>2</sup>	£1,152.63	£947.03	£874.08

Source: HDH June 2016

- 4.51 Social Rent is assumed to have a value of £990/m<sup>2</sup> across the study area. This is somewhat less than the current transfer values.
- 4.52 This is compared to the values used in the 2014 Affordable Housing Viability Review (DSP, April 2014) which says (at paragraph 2.8.2) that the Council's Transfer Prices were used.
- 4.53 In the Harrogate CIL Economic Viability Assessment (Roger Tym and Partners, March 2013) the following (paragraph 4.49) lower values were used:

Harrogate Borough (exc. Ripon)	Affordable housing:	£900 per sq. m
	Lower value:	£925/m <sup>2</sup>
	Middle value:	£950/m <sup>2</sup>
Ripon	Higher value:	£975/m <sup>2</sup>
	Lower value:	£950/m <sup>2</sup>
	Higher value:	£975/m <sup>2</sup>

- 4.54 We have discussed this aspect of the study with housing associations. They have indicated the fall in values of Social Rent is likely to be in the range of 3% to 15%, with the smallest falls

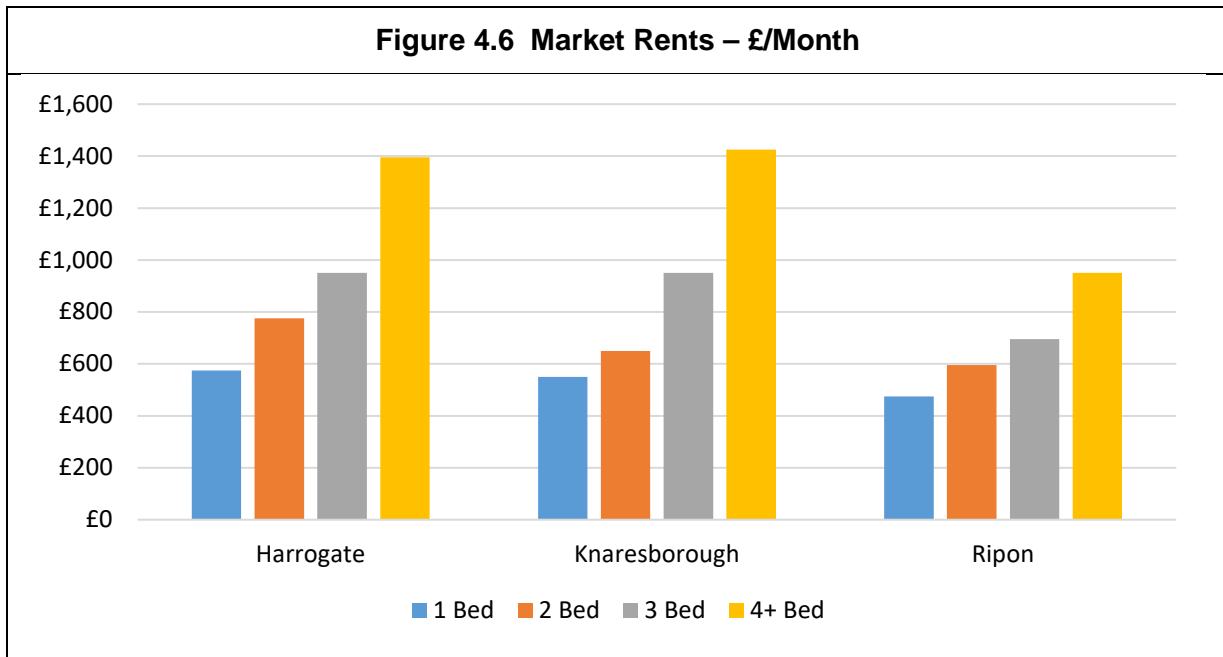
being seen on the largest sites and the largest falls being on sites with just a few units that are relatively unattractive due to the difficulties around management.

#### *Affordable Rent*

- 4.55 The Government introduced Affordable Rent as a 'new' type of affordable housing. It is important to note that the modelling in this study is based on Affordable Rent, in line with the Council's normal request.
- 4.56 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>31</sup>. This supports the building of the affordable units – the extra borrowing replacing grant.
- 4.57 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.
- 4.58 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.).
- 4.59 Following discussion with the Council's housing officers, it has been assumed the rent is to be set at 80% of the full open market rent. As 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, a survey of market rents across the Borough has been undertaken. There is relatively little variation in rents, except for the larger units.

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<sup>31</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.co.uk (April 2016)

4.60 As part of the reforms to the social security system, housing benefit /local housing allowance is capped at the 3<sup>rd</sup> decile of open market rents for that property type, so in practice Affordable Rents are unlikely to be set above these levels. The cap is set by the Valuation Office Agency by Broad Housing Market Area (BHMA) however these BHMA's do not follow local authority boundaries. The relevant BHMA LHA caps are shown below. Where this is below the level of Affordable Rent at 80% of the median rent, it is assumed that the Affordable Rent is set at the LHA Cap.

<b>Per Week</b>	Harrogate	Leeds	Richmond & Hambleton	York
Shared Accommodation Rate:	£68.35	£62.48	£68.35	£67.09
One Bedroom Rate:	£110.72	£100.05	£90.90	£98.96
Two Bedrooms Rate:	£136.93	£122.36	£113.92	£123.58
Three Bedrooms Rate:	£161.10	£151.50	£128.19	£141.24
Four Bedrooms Rate:	£216.52	£199.94	£161.10	£200.09
<b>Per Month</b>				
Shared Accommodation Rate:	£296.18	£270.75	£296.18	£290.72
One Bedroom Rate:	£479.79	£433.55	£393.90	£428.83
Two Bedrooms Rate:	£593.36	£530.23	£493.65	£535.51
Three Bedrooms Rate:	£698.10	£656.50	£555.49	£612.04
Four Bedrooms Rate:	£938.25	£866.41	£698.10	£867.06

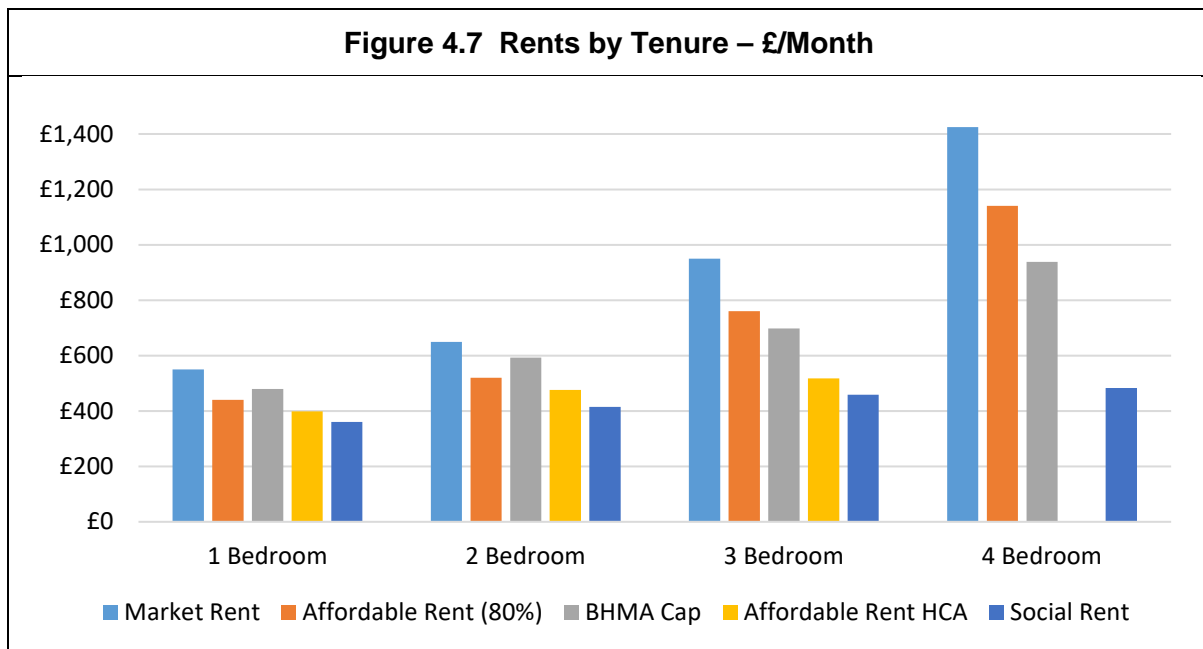
Source: VOA (April 2016)

4.61 This data is consistent with the Affordable Rents being charged, as reported in the most recent HCA data release.

	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms
Per week	£5,280	£6,240	£8,377	No Data
Per Month	£4,224.00	£4,992.00	£6,701.76	
Per Year	£70,400.00	£83,200.00	£111,696.00	

Source: HCA Statistical Return (September 2015)

4.62 The prevailing rents in the main settlements (i.e. where the development will take place) can be summarised as follows and forms the basis of the appraisals.



Source: Market Survey, HCA Statistical Return (2015) and VOA April 2016

4.63 It has been assumed that Affordable Rent will be set at 80% of market rent or the LHA Cap, whichever is the lower in all areas.

4.64 In calculating the value of Affordable Rents an allowance has been made 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 following worth. It is important to note that prior to the changes in the rent regime, a yield of 5.5% rather than 6% would have been used.

<b>Table 4.10 Capitalisation of Affordable Rents</b>		
	<b>2 bed</b>	<b>3 bed</b>
Affordable Rent	£6,240	£8,377
Net Rent	£4,992	£6,702
Value	£83,200	£111,696
m <sup>2</sup>	70	84
£/m <sup>2</sup>	£1,189	£1,330

Source: HDH 2016

- 4.65 For affordable housing, under the Affordable Rent tenure, a value of £1,260/m<sup>2</sup> is assumed across all areas. It is notable that this is about 15% higher than the Council's transfer price.
- 4.66 Housing associations have indicated that whilst this valuation approach is sound, when it comes to bidding for affordable housing, the relationship with market value is also important. Prior to the changes, the normal range of bids for Affordable Rent accommodation was around 55% of open market value with, in exceptional circumstances, bids of up to 60%. Bids are anticipated to fall to be around 50%, being a fall of around 8%.

*Intermediate Products for Sale*

- 4.67 Intermediate products for sale include shared ownership and shared equity products. We have assumed a value of 65% of open market value for these units. Although we have also run a scenario where the price paid is in line with the transfer price set by the Council which is somewhat lower.
- 4.68 These values were based on purchasers buying an initial 50% share of a property and a 2.75%<sup>32</sup> per annum rent payable on the equity retained. The rental income is capitalised at 5.5% having made a 10% management allowance.
- 4.69 It is sometimes suggested that a 50% share may be unaffordable. The following table shows 'typical' values for shared ownership housing at a range of proportions sold:

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<sup>32</sup> A rent of up to 3% may be charged – although we understand this is are in area.



**Table 4.11 Value of Shared Ownership Housing at 30% to 80% of Proportion Sold**

Market Value			% Sold		Rent			Value		
m2	£/m2	£	%	£	%	£/year	£	£	£/m2	% OMV
95	3,100	294,500	30%	88,350	2.75%	5,669	92,768	181,118	1,907	<b>61.50%</b>
95	3,100	294,500	40%	117,800	2.75%	4,859	79,515	197,315	2,077	<b>67.00%</b>
95	3,100	294,500	50%	147,250	2.75%	4,049	66,263	213,513	2,248	<b>72.50%</b>
95	3,100	294,500	60%	176,700	2.75%	3,240	53,010	229,710	2,418	<b>78.00%</b>
95	3,100	294,500	70%	206,150	2.75%	2,430	39,758	245,908	2,589	<b>83.50%</b>
95	3,100	294,500	80%	235,600	2.75%	1,620	26,505	262,105	2,759	<b>89.00%</b>
95	3,250	308,750	30%	92,625	2.75%	5,943	97,256	189,881	1,999	<b>61.50%</b>
95	3,250	308,750	40%	123,500	2.75%	5,094	83,363	206,863	2,178	<b>67.00%</b>
95	3,250	308,750	50%	154,375	2.75%	4,245	69,469	223,844	2,356	<b>72.50%</b>
95	3,250	308,750	60%	185,250	2.75%	3,396	55,575	240,825	2,535	<b>78.00%</b>
95	3,250	308,750	70%	216,125	2.75%	2,547	41,681	257,806	2,714	<b>83.50%</b>
95	3,250	308,750	80%	247,000	2.75%	1,698	27,788	274,788	2,893	<b>89.00%</b>

Source: HDH 2016

- 4.70 It can be seen that the assumption is cautious and takes into account that the portions sold may be less than 50%.
- 4.71 As set out in Chapter 2 above, the Government is consulting in relation to Starter Homes. If introduced, these changes are certainly going to impact on viability; however, the impact is going to be positive rather than negative. Housing provided as Starter Homes would have a value of 80% of Market Value, compared to 65% of market value if provided as intermediate housing or £1,260/m<sup>2</sup> for Affordable Rent.
- 4.72 In the base appraisals it is assumed that the transfer price is the price paid. Both intermediate housing and Starter Homes would have a higher price than the transfer price.

#### *Grant Funding*

- 4.73 For many years, the HCA and Local Planning Authorities (LPAs) have aspired to ensure that affordable housing is delivered without grant. When LPAs have negotiated with developers during the planning process, about the number and type of affordable housing to be provided through s106 agreements and planning conditions, the initial basis of those discussions has usually been that the affordable units would be made available without any grant.
- 4.74 In this study we have assumed that grant is not available. It is important to note that this is a distinctly difference to the approach taken in some of the earlier viability work where grant was allowed for.

#### **Older People's Housing**

- 4.75 Housing for older people is generally a growing sector due to the demographic changes and the aging population. The sector brings forward two main types of product.
- 4.76 Sheltered or retirement housing 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.

- 4.77 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 do not 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). 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.
- 4.78 The Council's SHMA has identified the need for both market and affordable older people's housing. The Council therefore asked that this study should test the viability of providing affordable housing within this sector.
- 4.79 In the national representations from the Retirement Housing Group (RHG) – 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. In line with the RHG representations it has been assumed the price of a 1 bed sheltered property is about 75% of the price of existing 3 bed semi-detached houses and a 2 bed sheltered property is about equal to the price of an existing 3 bed semi-detached house. In addition, it is assumed extracare housing is 25% more expensive than sheltered.
- 4.80 A typical price of a 3 bed semi-detached home is £271,000 in Harrogate and £244,000 in Ripon. On this basis it is assumed retirement and extracare housing has the following worth:

<b>Table 4.12 Worth of Retirement and Extracare</b>			
<b>Harrogate</b>	Area (m <sup>2</sup> )	£	£/m <sup>2</sup>
3 bed semi-detached		<b>271,000</b>	
1 bed Sheltered	50	203,250	4,065
2 bed Sheltered	75	254,063	3,388
1 bed Extracare	65	271,000	4,169
2 bed Extracare	80	334,516	4,181
<b>Ripon</b>	Area (m <sup>2</sup> )	£	£/m <sup>2</sup>
3 bed semi-detached		<b>244,000</b>	
1 bed Sheltered	50	183,000	3,660
2 bed Sheltered	75	228,750	3,050
1 bed Extracare	65	244,000	3,754
2 bed Extracare	80	301,188	3,765

Source: HDH May 2016

- 4.81 These values have been compared to those being achieved in the market and it is clear that these understate values. The price of Sheltered Housing in Harrogate has been adjusted up to £4,000/m<sup>2</sup>. The value of the units where provided as affordable housing has also been considered. It has not been possible find any direct comparable where housing associations have purchased social units in a market led extracare scheme. Private sector developers have been consulted. They have indicated that whilst they have never disposed of any units in this way they would expect the value to be in line with other affordable housing – 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.
- 4.82 In practice it is unlikely that a private sector developer would develop extracare housing where some of it is affordable housing. It is more likely that a scheme will be developed by or for a Registered Provider. It is assumed that in such a case the affordable housing is valued at the Council's transfer value of £1,050/m<sup>2</sup>.



## 5. Non-Residential Market

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

### National Overview

- 5.4 The various non-residential markets in Harrogate Borough reflect national trends. An improved sentiment has been reported in the press:

*The Q1 2016 RICS UK Commercial Property Market Survey shows overall conditions in the sector remain firm at the national level. As has been the trend in recent quarters, steadily rising demand and a lack of supply continue to push capital values and rents higher. Notwithstanding this, respondents are beginning to scale back expectations for future growth particularly in segments of the market where values have run a long way and appear relatively stretched. Furthermore, survey feedback highlights uncertainty surrounding the EU referendum to be dampening activity in several areas.*

*In an additional question included in this quarter's survey, contributors were asked if uncertainty in the run-up to the EU referendum was reducing investment in the commercial property market. The largest share nationally, some 38%, felt the referendum was indeed reducing investment. At the same time, 24% were of the opinion their local market had not been affected. A significant 29% did not know, while 9% felt the referendum had not caused an air of uncertainty in the market at all. The results were more one-sided in central London however. 80% of contributors from the capital said doubts over Britain's future position in Europe were weighing on investment. Only 5% felt this was not affecting the market, while 15% were unsure.*

*When asked what impact an eventual Brexit might have on the UK commercial property market, only 6% of respondents nationally felt it would be positive in the long run. The largest proportion of contributors (43%) suspects Britain voting to leave the EU would carry negative consequences for commercial real estate. In addition, 38% felt either outcome would have limited effect (12% replied 'do not know'). In central London, no respondents felt Brexit would be positive for the market. The majority of respondents, 60%, view leaving the EU as a negative. 35% felt the impact would be limited either way and 12% did not know. When broken down, no UK regions or countries had a larger of share of respondents viewing the impact of Brexit as positive, as opposed to negative.*

*Whatever the result of voting on June 23rd, anecdotal evidence strongly suggests that some occupier and investor decisions are being put on hold, in certain areas at least, until the outcome is known. Nevertheless, on a UK wide basis, the latest survey shows occupier demand was still healthy in Q1, with industrials seeing the firmest momentum on a sectoral comparison. That said, the all-property RICS occupier demand gauge has shown a deceleration in growth for five consecutive quarters. At the same time, availability of leasable space continued to trend down for twelfth quarter in succession. Within this,*

*the industrial sector experienced the most significant drop in supply while retail space fell only marginally.*

*With conditions in the occupier market still tight, rents are expected to rise further over the coming months across all sectors. However, near term rent expectations, although still consistent with solid rental growth, have now eased in four straight reports. In fact, a net balance of 26% more surveyors expecting rents to increase in the short term, rather than fall, was the lowest since Q3 2013. Over the next twelve months contributors are projecting all-property rental increases of around 3% across the UK as a whole (down from nearly 4% in Q4). Prime office and industrial space is expected to see the strongest rental gains, while rents are forecast to rise only modestly in the secondary retail sector. In terms of the regional view, London twelve month rent expectations have moved closer in line with the national average and all parts of the UK are still anticipated to see some degree of rental growth.*

*In the investment market, buyer demand across the regions remained solid in each of the three traditional sectors while the supply of property for investment purposes continued to decrease. That said, overseas enquiries stalled during Q1 and appetite among foreign investors for UK commercial property has been easing since the middle of last year. In London, the overall investment enquires gauge recorded its lowest reading in nearly four years while interest from overseas fell outright in central parts of the capital. Nevertheless capital values are still projected to rise across all parts of the UK over the next twelve months, albeit expectations are now pointing to the slowest pace of growth since 2013. Over the next three years, the South East market is anticipated to see the firmest price increases with the prime office sector leading the way.*

*Across the UK in aggregate, 67% of respondents sense commercial property is fairly valued. 15% feel the market is overpriced while 18% still believe values are cheap relative to fundamentals. That said, the proportion viewing commercial property as cheap has declined noticeably from 29% in Q2 2015. Alongside this, the largest share of contributors now believe their market is in the middle stages of an upswing. Interestingly in London, although views were mixed, a significant 21% now feel the market is starting to turn down.*

*RICS Commercial Market Survey UK Q1 2016*

## **Harrogate Borough Overview**

- 5.5 The local markets are driven by local factors – however the strong influence of Leeds underpins the market. Harrogate is a significant local centre but the remainder of the Borough is largely rural being made up of small market towns and smaller villages rather than larger settlements. The market is described in some detail in the Council’s Employment Land Review<sup>33</sup> (ELR) so that will not be repeated here. Harrogate has a thriving town centre, but the non-residential market can be considered to extend to Knaresborough, and to a lesser extent Ripon – particularly for out of town uses.
- 5.6 Beyond the Harrogate and Knaresborough area, the non-residential uses tend to be of a smaller scale than would be found in larger settlements. The A1 runs up the east of the Borough but, to date has not attracted large scale logistics and industrial uses that are often found in such locations. There are a number of important employment sites, including the Bar Lane Industrial Estate just to the west of the A1 at Boroughbridge which includes 25 of so businesses. On whole these are relatively small although the logistics firm Reed Bordall is notable exception with a large temperature controlled store. To a lesser extent there are

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<sup>33</sup> Harrogate Borough Council Employment Land Review (Atkins) June 2015

several employments around the A1 junction at Flaxby, where there are several large food businesses and the Donnelly site (although we understand that the future of this is uncertain).

- 5.7 Most of the key settlements have a commercial core of shops and services. Commercial activity does of course take place more widely than this – indeed the majority of the area (by land use) is actively and commercially farmed. There is, however, little evidence of significant non-residential development happening much beyond the key settlement centres and the existing business (retail and employment) parks on the edges of Harrogate and Knaresborough, and to a lesser extent Ripon.
- 5.8 This study is concerned with new property that is likely to be purpose built, there is little variance in price for newer premises more suited to modern business across the area.
- 5.9 Various sources of market information have been analysed, the principal sources being the local agents, research published by national agents, and through the Estates Gazette's Property Link website (a commercial equivalent to Rightmove.com). In addition, information from CoStar (a subscription service) has been used. Clearly much of this commercial space is 'second-hand' and not of the configuration, type and condition of new space that may come forward in the future (and be subject to CIL), so is likely to command a lower rent than new property in a convenient well accessed location with car parking and that is well suited to the modern business environment.
- 5.10 **Appendix 6** includes a selection of non-residential properties currently available (May 2015) in and around the Borough. There are very few units available. **Appendix 7** includes market data from CoStar.

### Offices

- 5.11 Feedback from local agents suggests that the very best offices are likely to achieve rents in excess of £200/m<sup>2</sup>, although these tend to be for smaller units. Generally good quality modern offices are in the £135/m<sup>2</sup>/annum (£12.50/sqft) to £160/m<sup>2</sup>/annum (£15/sqft) range. Generally new offices are expected to be in the region of £150/m<sup>2</sup>/ annum (£14/sqft). Rents for non-purpose built units are rather lower than this, being below £100/m<sup>2</sup>/annum (£9/sqft) for older accommodation with less good parking – for example in the town centres.
- 5.12 There is little evidence to support different levels of rent for different sized units.
- 5.13 The capital value of offices is dependent on a range of factors including the quality of the tenant, the terms of the letting, the flexibility of the accommodation as well as the passing rent and location of the building. Nationally, typical yields are in the range of 5.25%<sup>34</sup> for good

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<sup>34</sup> The capitalisation of rents using the yields and Year's Purchase is widely used by Chartered Surveyors and others. The Year's Purchase is the factor by which the rent is multiplied to calculate the capital value (calculated at 1/yield).

units, to 9% or 10% for units that are less attractive to investors. It is unlikely that units in Harrogate would achieve prime yields. A yield of 6.5% had been assumed to give a value of £2,300/m<sup>2</sup>.

- 5.14 These findings are in line with the findings of the ELR that said (at 4.2.12):

*The average rent for office space across the District is estimated at £13-£14 per sq. ft., which is significantly lower than in neighbouring Leeds. High quality sites however can command higher rental values (such as some buildings within Cardale Park).*

### **Industrial and Distribution**

- 5.15 The rents for good quality modern industrial buildings are generally in the range of £60/m<sup>2</sup>/annum (£5.50/sqft) to £80/m<sup>2</sup>/annum (£7.50/sqft). For less good space, rents are as low as £40/m<sup>2</sup> (£3.75/sqft) – although these should be considered exceptional. Generally, and dependent on the quality and situation of the building, rents are about £75/m<sup>2</sup>/annum (£7/sqft).

- 5.16 There is little evidence to support different levels of rent for different sized units or to differentiate between industrial (B1 and B2) used and distribution (B8) uses. This is not a surprise as whilst the A1M does pass through the east of the Borough, the large scale distribution uses have come forward further south (such as Leeds Valley Park at the M1/M621 junction or the Sherburn Enterprise Park at Sherburn in Elmet).

- 5.17 As with the office sector, the capital value of industrial space is dependent on a range of factors including the quality of the tenant, the terms of the letting, the flexibility of the accommodation as well as the passing rent and location of the building. Typically, yields are in the range of 5.25% for large units, to 9% or 10% for older units that are less attractive to investors. As for office uses, it is unlikely that developments in the Borough will achieve prime yields, so 6.5% is assumed to give a value of £1,150/m<sup>2</sup>.

### **Retail**

- 5.18 Activity in the retail property market is highly concentrated in the core of Harrogate. In addition, there is some out of town retail activity. There is little recent activity recorded outside of these areas. Rents for small units in the best central locations are currently over £300/m<sup>2</sup> although generally they are well below this level in all than the best locations. A capital value of £4,000/m<sup>2</sup> is assumed for shop based retail.

- 5.19 The rents for town centre shops vary greatly, particularly as one moves away from the best locations into the secondary situations where rents are normally in the range of £135/m<sup>2</sup>/annum (£12.50/sqft) to £160/m<sup>2</sup>/annum (£15/sqft), although yields are rather higher at around 8% to give a value of £2,000/m<sup>2</sup> or so.

- 5.20 Consideration has been given to supermarkets and retail warehouses. There is little local evidence that is publicly available relating to these in the Borough, however drawing on wider experience it is assumed that supermarket rents are generally in the region of £180/m<sup>2</sup> with a yield of 5.5% to give a value of £3,270/m<sup>2</sup>. This yield is somewhat higher than would have



been used a year or so ago. This reflects the current challenges facing the traditional supermarket operators.

- 5.21 As well as mainstream supermarkets, the smaller units developed by operators such as Lidl and Aldi have been considered, in this case a rent of £160/m<sup>2</sup> and a 6.0% yield is assumed, to give a value of £2,670/m<sup>2</sup>.
- 5.22 In the case of retail warehouses, a rent of £135/m<sup>2</sup> and a yield of 6.5% is assumed giving a value of £2,100/m<sup>2</sup>.

### Hotels

- 5.23 As well as the above development types newbuild hotels have been considered. A rental of £4,000/room/year is assumed to apply across the area. Assuming a yield of 6% and a room size of 22m<sup>2</sup>, this equates to a value of about £66,000 or £2,960/m<sup>2</sup> (although this does not factor in the 30% or so circulation space). It is important to note that this study is only concerned with newbuild hotels. It is acknowledged that there are older units available at substantially lower values than these.

### Appraisal Assumptions

- 5.24 In the CIL Economic Viability Assessment, Roger Tym & Partners (March 2013) the following values were used

a)	Town Centre Office	Rent	£150/m <sup>2</sup> /annum	Yield	8%
b)	Office Park	Rent	£150/m <sup>2</sup> /annum	Yield	8%
c)	Industrial	Rent	£60/m <sup>2</sup> /annum	Yield	8.5%
d)	Town Centre Retail	Rent	£215/m <sup>2</sup> /annum	Yield	7.5%
e)	Retail warehouse	Rent	£150/m <sup>2</sup> /annum	Yield	8.0%
f)	Convenience	Rent	£200/m <sup>2</sup> /annum	Yield	5.5%
g)	Hotels		£45,000/room		

- 5.25 The market has changed notably, in line with the improvements in the wider economy. On the whole the rental assumptions are in line however the yields have improved somewhat.
- 5.26 There is a large variance in the levels of rents and values. The following rents and yields are used in reaching the assumptions for non-residential capital values:

<b>Table 5.1 Non- Residential Value Assumptions</b>					
		Rent £/m <sup>2</sup> /year	Yield	Capitalised Rent £/m <sup>2</sup>	Appraisal Assumption £/m <sup>2</sup>
Office		150	6.50%	2,308	2,300
Industrial		75	6.50%	1,154	1,150
Retail	Primary Shop	300	7.50%	4,000	4,000
	Secondary Shop	150	8.00%	1,875	2,000
	Supermarkets	180	5.50%	3,273	3,270
	Smaller Supermarkets	160	6.00%	2,667	2,670
	Retail Warehouses	135	6.50%	2,077	2,100
Hotel					2,960

Source: HDH May 2016

5.27 The above prices were presented to consultees on 28<sup>th</sup> June 2016. No substantive comments were received.

## 6. Land Prices

- 6.1 In Chapters 2 and 3 the methodology used in this study to assess viability are set out. An important element of the assessment, under both sets of guidance, is the value of the land. Under the method recommended in the Harman Guidance, the worth of the land before consideration of any increase in value, from a use that may be permitted though a planning consent, is the Existing Use Value (EUV) or Alternative Use Value (AUV). This is the starting point for the assessment as this is one of the key variables in the financial development appraisals.
- 6.2 In this chapter, the values of different types of land are considered. 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, the three main uses, being agricultural, residential and industrial have been assessed. The amount of uplift that may be required to ensure that land will come forward and be released for development has then been considered.

### Current and Alternative Use Values

- 6.3 In order to assess development viability, it is necessary to analyse Existing and Alternative Use Values. EUV refers to the value of the land in its current use before planning consent is granted, for example, as agricultural land. AUV refers to any other potential use for the site. For example, a brownfield site may have an alternative use as industrial land, generally the EUV and AUV are interchangeable.
- 6.4 The PPG includes a definition of land value as follows:

#### **Land Value**

*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 those building their own homes); 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.*

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*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.*

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- 6.5 It is important to fully appreciate that land value should reflect emerging policy requirements and planning obligations. When considering comparable sites, the value will need to be adjusted to reflect this requirement.
- 6.6 To assess viability, the value of the land for the particular scheme needs to be compared with the AUV, to determine if there is another use which would derive more revenue for the landowner. If the Residual Value does not exceed the AUV, then the development is not viable; if there is a surplus (i.e. profit) over and above the 'normal' developer's profit having paid for the land, then there is scope to pay CIL.
- 6.7 For the purpose of the present study, it is necessary to take a comparatively simplistic approach to determining the alternative use value. In practice, a wide range of considerations could influence the precise value that should apply in each case, and at the end of extensive analysis the outcome might still be contentious.
- 6.8 Our 'model' approach is outlined below:
- i. For sites previously in agricultural use, then agricultural land represents the existing use value. It is assumed that the sites of 0.5ha or more fall into this category.
  - ii. For paddock and garden land on the edge of or in a smaller settlement a 'paddock' value has been adopted. It is assumed the sites of less than 0.5ha fall in this category.
  - iii. Where the development is on brownfield land an industrial value is assumed.

### **Residential Land**

- 6.9 Data from the Valuation Office Agency (VOA) relating to residential land values has been considered. Land values vary dramatically depending upon the development characteristics (size and nature of the site, density permitted etc.) and any affordable or other development contribution.
- 6.10 The VOA last published figures for residential land in the Property Market Report 2011. These cover areas which generate sufficient activity to discern a market pattern. That means locally there are figures for Leeds and Newcastle. These values can only provide broad guidance, they can therefore be only indicative, and it is likely that values for 'oven ready' land (i.e. land with planning consent and ready for immediate building) with no affordable provision or other contribution, or servicing requirement, are in fact higher. It must be noted that both Leeds and Newcastle are urban areas where the nature of development is likely to be different than in Harrogate.

<b>Table 6.1 Residential Land Values at January 2011 Bulk Land</b>	
<b>£/ha (£/acre)</b>	
Leeds	1,360,000 (550,000)
Newcastle	1,280,000 (518,000)

Source: VOA Property Market Report 2011

- 6.11 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 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.
- 6.12 It should be noted that the above values assume that grant was available to assist the delivery of affordable housing. 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 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 have an impact (a negative one) on land values.
- 6.13 More recently (December 2015) DCLG published *Land value estimates for policy appraisal*<sup>35</sup>. This sets out land values as at 1<sup>st</sup> March 2015 and was prepared by the VOA. The Harrogate figure is £2,525,000/ha. It is important to note this figure assumes nil affordable housing. As stressed in the paper, this is a hypothetical situation and ‘the figures on this basis, therefore, may be significantly higher than could be reasonably obtained in the actual market’<sup>36</sup>.
- 6.14 The Valuation Office Agency assumed that each site is 1 hectare in area, of regular shape, with services provided up to the boundary, without contamination or abnormal development costs, not in an underground mining area, with road frontage, without risk of flooding, with planning permission granted and that no grant funding is available; the site will have a net developable area equal to 80% of the gross area. For those local authorities outside London, the hypothetical scheme is for a development of 35 two storey, 2/3/4 bed dwellings with a total floor area of 3,150 square metres.

<sup>35</sup> Land value estimates for policy appraisal. Department for Communities and Local Government, February 2015

<sup>36</sup> Point 2, Page 14, Land value estimates for policy appraisal. DCLG, February 2015

- 6.15 There is little building land being marketed for sale at the time of this study and what there is tends to be small sites for just a few units (so not a good indication of values for larger schemes).

<b>Table 6.2 Residential Development Land for Sale – July 2016</b>				
		Ha	Asking Price	Price per unit
Weston Drive Otley	Infill	0.035	£60,000	£60,000
Spruisty Road, Harrogate	Single Plot	0.04	£80,000	£80,000
Wood End, Melmerby	Single Plot	0.029	£99,950	£99,950
Stonebridgeway, Ripon	Triple plot	0.05	£125,000	£41,667
Sharow Lane, Sharow	3 terraced houses		£250,000	£83,333
Builders Yard, Pateley Bridge	7 Units	0.134	£350,000	£50,000
Harrogate Road, Ripon	Double Plot	0.11	£350,000	£175,000
Palace Road, Ripon	Double Plot	0.242	£350,000	£175,000
Marion Le Moor, Ripon	5 Plots		£550,000	£110,000

Source: Market Survey (July 2016)

- 6.16 These are asking prices rather than achieved prices and all but one site is below the Council's affordable housing threshold. It is not easy to draw conclusions from what is a very varied group of sites in a range of situations and of differing characteristics. The average asking price is a little below £100,000 per unit.
- 6.17 It is necessary to make an assumption about the value of residential land. We have assumed a value of £600,000/ha (net) for residential land. This amount is on a net basis so does not include the areas of open space. It is inevitable that CIL, if introduced, will depress land prices somewhat (as recognised by the Greater Norwich CIL Inspector).

### Industrial Land

- 6.18 The VOA's typical industrial land values for the nearby locations are set out in the table below.

<b>Table 6.3 Industrial land values £/ha (/acre)</b>	
Leeds	600,000 (243,000)
Newcastle	235,000 (95,000)

Source: VOA Property Market Report 2011

- 6.19 The more recent DCLG published *Land value estimates for policy appraisal* (December 2015) referred to above suggests a value of £375,000/ha in Yorkshire and Humberside.
- 6.20 We have sought further evidence as to industrial values in Harrogate and there is very little. **Appendix 7** includes data from CoStar with regard to land transactions, much of which is

incomplete and varies considerably with the highest values being in excess of £2,000,000/ha for serviced land at St James' Business Park in Knaresborough – although the norm on this park is about half this amount. From informal discussions with agents there is a general feeling that prices have improved somewhat and the best land does achieve higher values. There are however sites that have been available for many years that have little prospect of being sold.

6.21 In this study a value of £600,000/ha (£243,000/acre) is used.

### **Agricultural and Paddocks**

6.22 The RICS/RAU Rural Land Market Survey H2 2015 reports agricultural land values on a regular basis. The most recent report suggests values of £25,000/ha (£10,000/acre) for arable land and £16,000/ha (£6,500/acre) for pasture. A benchmark of £20,000/ha is assumed to apply here.

6.23 Sites on the edge of a town or village may be used for an agricultural or grazing use but have a value over and above that of agricultural land due to their amenity use. They are attractive to neighbouring households for pony paddocks or simply to own to provide some protection and privacy. A higher value of £50,000/ha for village and town edge paddocks is assumed.

6.24 There are a number of parcels of land for sale in and close to the Borough at the time of this study:

<b>Table 6.4 Agricultural and Asking Prices</b>				
	Use	Ha	Asking Price	£/ha
Lower Dunsforth	Grazing	2.63	£35,000	£13,307.98
Reginald Villas, North Rigton	Paddock	0.81	£45,000	£55,555.56
Lofthouse, Nidderdale	Hill grazing	7.28	£80,000	£10,989.01
Ilkley Rd, Otley	Grazing land	7.14	£140,000	£19,607.84
Reas Lane, Marton-cum-Grafton	Pasture	7.04	£165,000	£23,437.50
Brimham Glen Farm, Harrogate	Farmland and buildings	11.19	£320,000	£28,596.96
Sicklinghall, Wetherby	Arable	15.06	£335,000	£22,244.36
Bogs Lane, Harrogate	Pasture	14.5	£390,000	£26,896.55
Beckwithshaw, Harrogate	Arable	20.31	£475,000	£23,387.49
Helperby, York	Land	38.59	£750,000	£19,435.09
Harewood	Farm Land	39.9	£875,000	£21,929.82

Source: HDH Market Survey July 2016

6.25 Whilst these are asking prices rather than achieved prices, they are broadly in line with the RICS/RAU data.

## Use of Alternative Use Benchmarks

- 6.26 The results from the appraisals are compared with the Existing 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 versus the RICS Guidance). In the context of this report, it is important to note that it does not automatically follow that, if the Residual Value produces a surplus over the Existing Use Value (EUV) or Alternative Use Value (AUV) 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.
- 6.27 Competitive return has not been fully defined through planning appeals and the court system<sup>37</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.

- 6.28 As set out above, the PPG includes the following section:

*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.*

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- 6.29 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 Shinfield Appeal (January 2013) does shed some light in this. A number of key paragraphs are copied 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 a useful steer, in this regard we have included those that are relevant.

*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*

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<sup>37</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 and 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



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.

- 6.30 Further clarification has been added in the Oxenholme Road Appeal (October 2014). 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.....

- 6.31 It is clear that for land to be released for development, the uplift over the EUV 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 not 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.
- 6.32 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 landowner, and so does not induce the owner to make the land available for development?
- 6.33 The reality of the market is that each and every landowner has different requirements and different needs and will judge whether or not to sell by their own criteria. We therefore have to consider how large such an 'uplift' or 'cushion' should be for each type of site to broadly provide a competitive return. The assumptions must be a generalisation as, in practice, the size of the uplift will vary from case to case depending on how many landowners are involved, each landowner's attitude and their degree of involvement in the current property market, the location of the site and so on. An 'uplift' of, say, 5% or £25,000/ha might be sufficient in some cases, whilst in a particular case it might need to be five times that figure, or even more. As set out in Chapter 2 above the PPG refers to an incentive for the landowner to sell '*in comparison with the other options available*'.
- 6.34 It has been assumed that the Viability Threshold (being the amount that the Residual Value must exceed for a site to be viable) of the EUV / AUV plus a 20% uplift on all sites would be sufficient. This is supported both by work done elsewhere and by appeal decisions (see Chapter 2). A further adjustment for those sites coming forward on greenfield land has been made, based on our knowledge of rural development, and from working with farmers, landowners and their agents. Initially a further £250,000/ha (£100,000/acre) has been added to reflect this premium. This amount is also added to sites that were modelled on land that was previously paddock. It is fully accepted 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.

- 6.35 This methodology does reflect a very considerable uplift for a landowner selling a greenfield site with consent for development<sup>38</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 is the one suggested in the Harman Guidance (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>39</sup>.
- 6.36 Consideration has been given as to how these amounts relate to prices for land in the market (see above) and with a view to providing competitive returns to the landowner. Whilst there are certainly land transactions at higher values than these, the assumptions used provide a very substantial return relative to the existing (or alternative use value) of the land.
- 6.37 It is useful to consider the assumptions used in other studies in other parts of England. These are set out in the table below.

<b>Table 6.5 Viability Thresholds used elsewhere</b>	
<b>Local Authority</b>	<b>Threshold Land Value</b>
Babergh	£370,000/ha
Cannock Chase	£100,000-£400,000/ha
Christchurch & East Dorset	£308,000/ha (un-serviced)
	£1,235,000/ha (serviced)
East Hampshire	£450,000/ha
Erewash	£300,000/ha
Fenland	£1-2m/ha (serviced)
GNDP	£370,000-£430,000/ha
Reigate & Banstead	£500,000/ha
Stafford	£250,000/ha
Staffordshire Moorlands	£1.26-£1.41m/ha (serviced)
Warrington	£100,000-£300,000/ha

Source: Planning Advisory Service (collated by URS)

- 6.38 Care has to be taken drawing on such general figures without understanding the wider context and other assumptions in the studies, but generally the assumptions used in this work are within the range.

<sup>38</sup> See Chapter 2 for further details and debate around EUV plus v Market Value methodologies.

<sup>39</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

6.39 There is no doubt that CIL will be an additional cost on some development sites, and that some sites may not be able to bear the costs of all the requirements a planning authority makes – such as delivering affordable homes and higher environmental standards. This is noted in the RICS Guidance which recognises that there may well be a period of adjustment in the price of land following the introduction of CIL.

6.40 The following alternative land prices were put to the consultation event:

- |      |                   |                    |
|------|-------------------|--------------------|
| i.   | Agricultural Land | £20,000/ha         |
| ii.  | Paddock Land      | £50,000/ha         |
| iii. | Industrial Land   | £600,000/ha        |
| iv.  | Residential Land  | £600,000/ha (net). |

6.41 Since the consultation event, further research has been taken into recent transactions based on planning consents over the last few years, and price paid information from the Land Registry. The information is not available for all sites (being withheld for commercial or other reasons):

**Table 6.6 Recent Sales of Development Land**

Application Reference	Decision	Location	Settlement	Site Area ha	Dwellings	Affordable units	Affordable %	S106 £	S106 £/unit	Sale Date	Price Paid	£/ha	
<b>GREENFIELD</b>													
12/004026/OUTMAJ	11-Apr-13	Harrogate RUFC The County Ground, Claro Road, Harrogate	Harrogate	4.5	126	29	23%	£737,880	£5,856	19-May-15	£9,457,184	<b>£2,101,596</b>	23% agreed by planning officers, not on viability grounds Outline approved 26/02/13; RM approved 18/02/15. Now on site.
13/02074/OUTMAJ	26-Sep-13	Land at Boroughbridge Road, Knaresborough	Knaresborough	6.8	170	67	39%	NA	NA	26-Nov-12	£11,125,000	<b>£1,636,029</b>	14/04929/REMMAJ 11/12/14; s106 signed 1st June 2016; now on site, first AH due September
14/00854/OUTMAJ	13-Jun-14	Development north of Skipton Road - CEG	Harrogate	7.27	210	84	40%	£159,251	£758	28-Feb-02	£525,000	<b>£72,215</b>	PP granted June 2014 (outline)
15/00798/EIAMAJ	23-Feb-16	Land adjacent to Otley Road, Howhill Road and Beckwith Head Road, Harrogate	Harrogate	28.07	450	0	0%	£3,908,391	£8,685	Various	£250,000	<b>£8,906</b>	Several stages of site assembly
14/03119/FULMAJ		Skipton Road/Otley Road (Skipton Road Phase 3) Land Comprising Field A1 Grid	Harrogate	7	170	68	0.4	£1,239,587	£7,292	29-Jun-06	£250,000	<b>£35,714</b>	s106 signed 23/03/16. On site.
<b>BROWNFIELD</b>													
10/01158/REP	21-May-10	Manor Farm, Norton Le Clay	Norton Le Clay	0.18	3	1	33%	£7,262	£2,421	11-Dec-13	£630,000	<b>£3,500,000</b>	Previously-developed land - barn conversion site. Target affordable housing (after appraisal) achieved.
10/03287/FULMAJ	25-Nov-10	Cherry Tree Farm, Church Street, Whixley	Whixley	0.86	11	4	36%	£35,360	£3,215	30-Apr-10	£1,150,000	<b>£1,337,209</b>	Previously-developed land, barn conversions plus new build. Target affordable housing (after appraisal) achieved.
10/05480/FULMAJ	16-Mar-11	Somerley, 38 Boroughbridge Road, Knaresborough	Boroughbridge	0.7	14	5	36%	£30,453	£2,175	20-Apr-11	£883,000	<b>£1,261,429</b>	Previously-developed land - Victorian mansion. Agreed five AH after appraisal.
12/00295/OUTMAJ	24-Apr-12	Harlow Hill Depot Site, Harlow Moor Road, Harrogate	Harrogate	1.6	46	18	39%	£257,488	£5,598	26-Apr-13	£3,107,000	<b>£1,941,875</b>	Previously-developed land
12/00380/FUL	11-May-12	Land West of Sicklinghall County Primary School	Sicklinghall	0.4	7	7	100%	£0	£0	21-Mar-13	£122,500	<b>£306,250</b>	Rural Exception Site
12/03959/FULMAJ	25-Jan-13	Bogs Lane, Harrogate	Harrogate	2.69	74	29	39%	£147,578	£1,994	13-Dec-13	£2,750,000	<b>£1,022,305</b>	39% agreed after appraisal (target was 50%). All AH delivered last year, site pretty much sold out I think (Miller no longer advertising units there).
12/04180/OUTMAJ	08-Oct-13	Field at Patnal Road, Follifoot	Follifoot	0.5	10	10	100%	£0	£0	02-Apr-15	£253,400	<b>£506,800</b>	Exception site. Omit?
14/02612/FULMAJ	23-Dec-15	Brookfield, Hampsthwaite	Hampsthwaite	2.5	56	22	39%	£357,188	£6,378	16-Feb-16	£6,925,000	<b>£2,770,000</b>	s106 signed 22/12/15, now on site.
15/02228/OUTMAJ	02-Dec-15	Land north of Southfield Lane, Tockwith*	Tockwith	4	80	32	40%	£102,672	£1,283	19-May-08	£400,000	<b>£100,000</b>	

Source: Land Registry and HBC Council (July 2016)

- 6.42 These values are on a whole site (gross area) basis and vary considerably, however the average is about £1,100,000/ha.
- 6.43 In this regard there is a caveat in relation to very large sites. Large sites have their own characteristics and are often subject to very significant infrastructure costs and amount of open space which results in a lower value.
- 6.44 In the case of non-residential uses a similar approach is taken to that taken with residential land except in cases where there is no change of use. Where industrial land is being developed for industrial purposes it is assumed a Viability Threshold of the value of industrial land.
- 6.45 In the light of comments made by consultees and the additional information gathered, the Existing Use Values (EUV) have been revised as follows:
- |      |                   |                |
|------|-------------------|----------------|
| i.   | Agricultural Land | £20,000/ha     |
| ii.  | Paddock Land      | £50,000/ha     |
| iii. | Industrial Land   | £600,000/ha    |
| iv.  | Residential Land  | £1,000,000/ha. |
- 6.46 The Viability Threshold has been increased to the EUV / AUV plus an 20% uplift on all sites, plus a further £350,000/ha (£142,000/acre) on greenfield sites. On a site with 40% open space this would equate to about £625,000/ha when considered on a net basis.
- 6.47 It is acknowledged that there are sales of development land that are well above this level, however when considered against the requirements of the PPG that says at paragraph 10-015-20140306).

*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.*

- 6.48 There is no doubt that a threshold at these levels provides a very substantial return relative to the existing use value of the land. Equally there are sites that come forward at lower land prices, for example brownfield sites in public ownership and some greenfield sites where the owner accepts a lower return.

## 7. Development Costs

- 7.1 This chapter considers the costs and other assumptions required to produce financial appraisals for the development sites and typologies. These assumptions were presented to stakeholders at the consultation event on 28<sup>th</sup> June 2016.

### Development Costs

#### *Construction costs: baseline costs*

- 7.2 The cost assumptions are based on the Building Cost Information Service (BCIS)<sup>40</sup> data – using the figures re-based for Harrogate. There has been an increase in construction costs since the earlier viability work and this is an important area of change. The cost figure for ‘Estate Housing – Generally’ is £974/m<sup>2</sup> at the time of this study<sup>41</sup>. Consultees confirmed that this was the appropriate basis for assessing build costs.
- 7.3 In August 2015 a report was published that considered the construction costs on smaller sites. *Housing development: the economics of small sites – the effect of project size on the cost of housing construction* (August 2015) was carried out by BCIS, having been commissioned by the Federation of Small Businesses. This study concluded that the construction price for schemes of 1 to 5 units was about 13% higher than the for schemes of over 10 units and that the construction price for schemes of 1 to 10 units was about 6% higher than for schemes of over 10 units. These adjustments have been made to the small schemes modelled in this report.
- 7.4 At this stage the Council has not reached a decision in relation to policies relating to the construction and environmental standards of new buildings. The base assumption in this report is that homes are built to the basic Building Regulation Part L 2010 Standards but not to higher environmental standards. This is in line with the Government announcement made at the time of the Summer Budget in the *Fixing the foundations productivity report*<sup>42</sup> its intention not to proceed with the zero carbon buildings policy.

*... repeat its successful target from the previous Parliament to reduce net regulation on housebuilders. The government does not intend to proceed with the zero carbon Allowable Solutions carbon offsetting scheme, or the proposed 2016 increase in on-site energy efficiency standards, but will keep energy efficiency standards under review, recognising that existing measures to increase energy efficiency of new buildings should be allowed time to become established*

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<sup>40</sup> BCIS is the Building Cost Information Service of the Royal Institution of Chartered Surveyors.

<sup>41</sup> BCIS Rebased to Harrogate £/m<sup>2</sup> study, Rate per m<sup>2</sup> gross internal floor area for the building cost including prelims. Last updated: 2<sup>nd</sup> April 2016.

<sup>42</sup> <https://www.gov.uk/government/publications/fixing-the-foundations-creating-a-more-prosperous-nation>

- 7.5 As a result, there will be no uplift to Part L of the Building Regulations during 2016, and both the 2016 zero carbon homes target and the 2019 target for non-domestic zero carbon buildings will be dropped, including the Allowable Solutions programme.
- 7.6 The Department for Communities and Local Government (DCLG) publishes occasional reviews of the costs of building to the Code for Sustainable Homes (CfSH). Whilst the CfSH is not being pursued as a result of the Standards Review, these provide useful guidance as to the costs of the implementation of the various environmental standards. Bearing in mind the move towards higher standards with the amendments to Building Regulations, we have referred to *Cost of building to the Code for Sustainable Homes, Updated cost review. (DCLG, Aug 2011)*. The national policies in relation to climate change and overall national minimum building standards have been clarified and not all the requirements of CfSH Level 4 will become mandatory (and are not a requirement of the emerging Local Plan). Having said this, environmental standards are increasing.
- 7.7 Based on the best currently available information, the costs of building to the now clarified, enhanced building standards is estimated to be between 1% and 2% of the BCIS costs. In this viability assessment, the median BCIS costs are used. For residential property this has been increased by 1.5% to reflect the increases in environmental standards contained in the Building Regulations. One consultee, representing housebuilders, suggested a 2% uplift rather than 1.5% was appropriate based on their experience. Whilst this was not evidenced it is accepted that this is an area where a judgement has to be made so have followed this suggestion.
- 7.8 It is assumed that all new non-residential development is built to the BREEAM Very Good standard. It is assumed the additional cost of this is negligible as outlined in recent research<sup>43</sup> by BRE.

*Construction costs: affordable dwellings*

- 7.9 The procurement route for affordable housing is assumed to be through construction by the developer and then disposal to a housing association on completion. In the past, when considering the build cost of affordable housing provided through this route, we took the view that it should be possible to make a 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.

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<sup>43</sup> Delivering sustainable buildings: Savings and payback. Yetunde Abdul, BRE and Richard Quartermaine, Sweett Group. Published by IHS BRE Press, 7 August 2014



*Other normal development costs*

- 7.10 In addition to the BCIS £/m<sup>2</sup> build cost figures described above, allowance needs to be made for a range of site costs (roads, drainage and services within the site, parking, footpaths, landscaping and other external costs). Many of these items will depend on individual site circumstances and can only properly be estimated following a detailed assessment of each site. This is not practical within this broad brush study and the approach taken is in line with the PPG and the Harman Guidance.
- 7.11 Nevertheless, it is possible to generalise. Drawing on experience and the comments of stakeholders it is possible to determine an allowance related to total build costs. This is normally lower for higher density than for lower density schemes since there is a smaller area of external works, and services can be used more efficiently. Large greenfield sites would also be more likely to require substantial expenditure on bringing mains services to the site.
- 7.12 In the light of these considerations a scale of allowances for the residential sites has been used, ranging from 10% of build costs for the smaller sites, to 20% for the larger greenfield schemes. On the high density flatted schemes 5% is assumed.
- 7.13 One consultee commented that 15% is the 'normal' allowance for site costs 'within a phase'. We agree with this and have only applied the lower amounts where the scheme is a smaller scale scheme that is not estate housing. The higher 20% allowance has only been applied to larger sites (over 500 units) that are of a scale that is likely to come forward with multiple developers.

*Abnormal development costs and brownfield sites*

- 7.14 The NPPF says (with emphasis) at Paragraph 174:
- ... 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...*
- 7.15 To a large extent, abnormal costs will be reflected in land value. Those sites that are less expensive to develop will command a premium price over and above those that have exceptional or abnormal costs. It is not the purpose of a study of this type to standardise land prices across an area.
- 7.16 The treatment of abnormals was considered at Gedling Council's Examination in Public. There is an argument, as set out in Gedling<sup>44</sup>, that it may not be appropriate for abnormals to be built into appraisals in a high level study of this type. Councils should not plan for the worst

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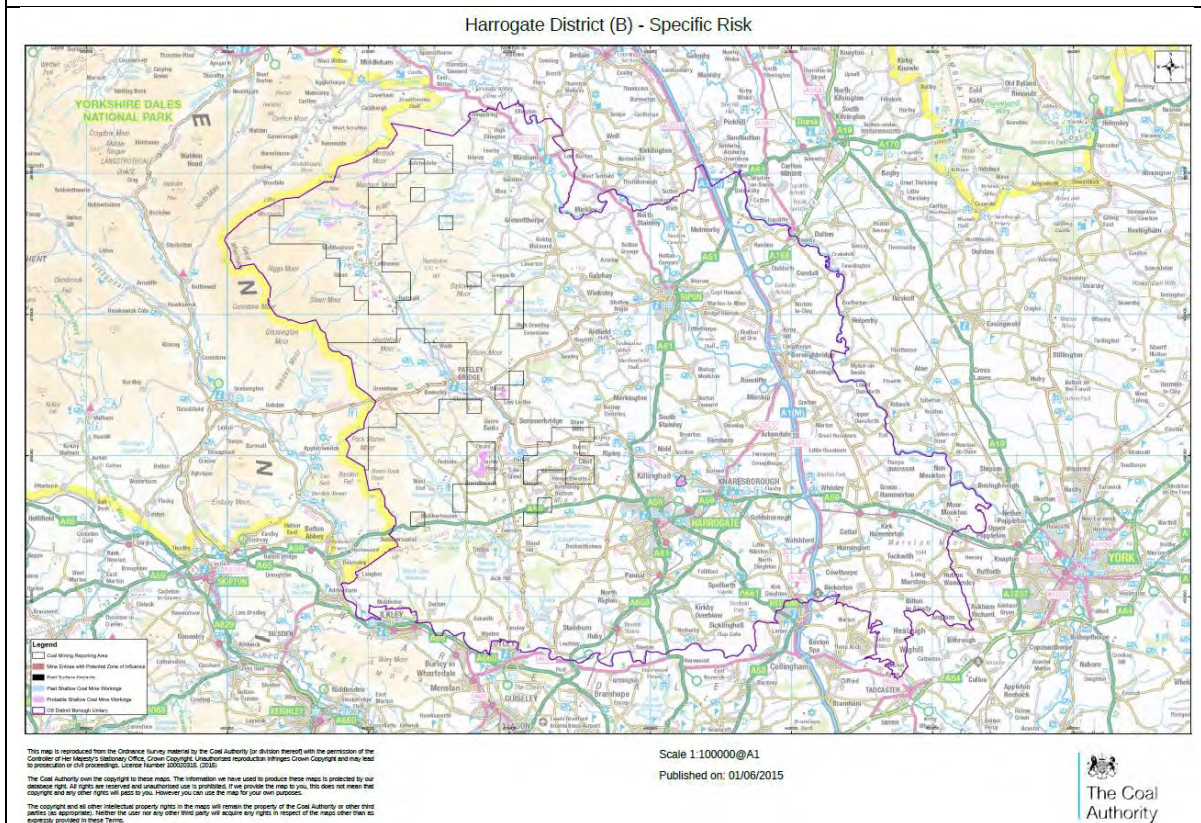
<sup>44</sup> REPORT TO GEDLING BOROUGH COUNCIL, THE PLANNING INSPECTORATE REF PINS/N3020/429/4, MAY 2015

case scenario – rather for the norm. For example, if two similar sites were offered to the market and one was previously in industrial use with significant contamination, and one was ‘clean’ then the landowner of the contaminated site would have to take a lower land receipt for the same form of development due to the condition of the land. The Inspector said:

*... demolition, abnormal costs and off site works are excluded from the VA, as the threshold land values assume sites are ready to develop, with no significant off site secondary infrastructure required. While there may be some sites where there are significant abnormal construction costs, these are unlikely to be typical and this would, in any case, be reflected in a lower threshold land value for a specific site. In addition such costs could, at least to some degree, be covered by the sum allowed for contingencies.*

- 7.17 In some cases, where the site involves redevelopment of land which was previously developed, there is the potential for abnormal costs to be incurred. Abnormal development costs might include demolition of substantial existing structures; flood prevention measures at waterside locations; remediation of any land contamination; remodelling of land levels; and so on. An allowance for abnormal costs associated with brownfield sites has been made of 5% of the BCIS costs.
- 7.18 One consultee suggested that this is low when compared to assumptions made elsewhere. This is a valid observation; however, it is important that when making an assumption in this regard reference is made to the nature of the brownfield sites. The brownfield sites in Harrogate are unlikely to have previously been in heavy manufacturing or other highly contamination uses. Where HDH has undertaken similar work in the Northeast and in the Thames Estuary where previous uses require very high levels of remediation, we have used higher assumptions. This is not the case in the HBC area.
- 7.19 It has been suggested that ‘...some greenfield sites in Harrogate district are in areas with a mining legacy. Consequentially, additional development costs will be frequently encountered such as grouting, abnormal foundations...’ The following plan shows the mining legacy areas:

**Figure 7.1 Mining Legacy Areas**



Source: <https://www.gov.uk/government/publications/coalfield-plans-harrogate-area>

7.20 It is correct to say that some areas of the Borough are mining legacy areas, however these are very constrained and very little development is anticipated in such areas. It is not appropriate to make a general assumption in this regard.

7.21 Abnormal costs will be reflected in land value. Those sites that are less expensive to develop will command a premium price over and above those that have exceptional or abnormal costs. It is not the purpose of a study of this type to standardise land prices across an area.

### Fees

7.22 For residential development on reasonably sized sites professional fees are assumed to amount to 8% of build costs. This is made up as follows and includes the various assessments and appraisals that the Council requires under its various Local Plan policies:

Architects	5%	Quantity Surveyors	0.5%
Planning Consultants	1%	Others	1.5%

7.23 For smaller residential sites we would expect the overall costs to be higher relative to the overall project cost. On the smaller sites these have been increased to 10%.

7.24 For non-residential development 8% is assumed.

### *Contingencies*

- 7.25 For previously undeveloped and otherwise straightforward sites, a contingency of 2.5% is made, 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 and the costs of infrastructure*

- 7.26 For many years the Council has sought payments from developers to mitigate the impact of the development through improvements to the local infrastructure. The Council has a number of 'calculators' to work out the contributions per development. The Council is now working towards the introduction of the CIL.
- 7.27 In this study it is important that the costs of mitigation are reflected in the analysis. As a starting point it has been assumed, that all the modelled sites will contribute £2,000 per unit towards infrastructure – either site specific or more general. The introduction of CIL will result in changes to this area of policy. Historically many of the contributions from smaller sites either relate to very local matters (such as improvements to the highway close to or adjacent to the site) or more usually to more general contributions to off-site education and open spaces that are now limited though the restrictions on pooling s106 payments from five or more sites that came into effect on April 2015 (see Chapter 2 above). In the analysis in relation to CIL it is assumed that a s106 payment of £2,000 per unit will continue after the adoption of CIL. This is a cautious approach that it may be appropriate to revisit when the local impacts of CIL Regulations 122 and 123 are better known.
- 7.28 At this early stage of the work a range of infrastructure costs have been tested ranging from £0 to £30,000 per unit. No distinction is made as to how this is paid, be that through s106 or through CIL.
- 7.29 A consultee commented that testing a range is not a substitute for testing the actual (or the best estimate of) s106 costs. The Council accepts this point and is working towards producing an actual s106 cost covering strategic infrastructure and mitigation costs in parallel to this study. In due course, when the analysis is taken forward and CIL is given further thought, it will be necessary to incorporate the actual (or the best available information) strategic infrastructure and mitigation costs if differential rates are to be considered.

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

#### *VAT*

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

*Interest rate*

- 7.31 The appraisals assume 6% 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 the smaller (non-plc) 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. The larger plc developers tend to be funded through longer term rolling arrangements across multiple sites.
- 7.32 The 6% assumption may seem high given the very low base rate figure (0.25% August 2016). 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.
- 7.33 For the non-residential appraisals, and in line with the 'high level' nature of this study, a developer's rule of thumb to calculate the interest has been used – being the amount due over one year on half the total cost. This is a simplification, however, due to the high level and broad brush nature of this analysis, we believe that it is proportionate bearing in mind the requirements of the NPPF and CIL Regulations.
- 7.34 The relatively high assumption of the 6% interest rate, and the assumption that interest is chargeable on all the funds employed, has the effect of overstating the total cost of interest as most developers are required to put some equity into most projects. In this study a cautious approach is being taken, so we believe this is a sound assumption.
- 7.35 An arrangement fee of 1% of the peak borrowing requirement is included.

*Developer's profit*

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

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

*given the exit position is more certain, than a large redevelopment spanning a number of years where the outturn is considerably more uncertain. ....*

7.38 The Harman Guidance says:

**Return on development and overhead**

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

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

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

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

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

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

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

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

Open Market Housing

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

Affordable Housing

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

7.40 It is unfortunate that the above are not consistent, but it is clear that the purpose of including a developer's profit figure is not to mirror a particular business model, but to reflect the risk a developer is taking in buying a piece of land, and then expending the costs of construction before selling the property. The use of developers' profit in the context of area wide viability testing of the type required by the NPPF and CIL Regulation 14, is to reflect that level of risk.

7.41 At the Shinfield appeal<sup>45</sup> (January 2013) the inspector considered this specifically saying:

***Developer's profit***

*43. The parties were agreed that costs<sup>46</sup> should be assessed at 25% of costs or 20% of gross development value (GDV). The parties disagreed in respect of the profit required in respect of the affordable housing element of the development with the Council suggesting that the figure for this should be reduced to 6%. This does not greatly affect the appellants' costs, as the affordable housing element is 2%, but it does impact rather more upon the Council's calculations.*

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

7.42 Generally, linking the developer's profit to GDV is not 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) two schemes, A and B, each with a GDV £1,000,000, but scheme A has a development cost of £750,000 and scheme B a lesser cost of £500,000. All other things being equal, in A the developer stands to lose £750,000 (and make a profit of £250,000), but in B 'only' £500,000 (and make a profit of £500,000). Scheme A is therefore more risky, and it therefore follows that the developer will wish (and need) a higher return. By calculating profit on costs, the developer's return in scheme A would be £150,000 and in scheme B would be £100,000 and so reflect the risk – whereas if calculated on GDV the profits would be £200,000 in both.

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

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

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

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<sup>45</sup> APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX)

<sup>46</sup> i.e. the developers profit / competitive return.

- 7.45 The argument is sometimes 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 require the developer to demonstrate a sufficient margin, to protect them in the case of changes in prices or development costs, but they will also consider a wide range of other factors, including the amount of equity the developer is contributing – both on a loan to value and loan to cost basis, the nature of development and the development risks that may arise due to demolition works or similar, the warranties offered by the professional team, whether or not the directors will provide personal guarantees, and the number of pre-sold units.
- 7.46 In the 2014 Affordable Housing Viability Review (DSP, April 2014) it was assumed (paragraph 3.5.1) that Developer's Profit would be 17.5% of gross development value for the open market housing and 6.0% for the affordable housing. In the Harrogate CIL Economic Viability Assessment (Roger Tym and Partners, March 2013) an assumption (paragraph 4.18) of 20% of total development costs was used.
- 7.47 This is a high level study where it is necessary and proportionate to take a relatively simplistic approach, so, rather than apply a differential return (either site by site or split between market and affordable housing) it is appropriate to make some broad assumptions.
- 7.48 The developer's return (profit) is calculated to reflect risk from development as 20% of Gross Development Cost – being approximately equal to 17.5% of the GDV. This assumption should be considered with the assumption about interest rates in the previous section, where a cautious approach was taken with a relatively high interest rate, and the assumption that interest is charged on the whole of the development cost. Further consideration should also be given to the contingency sum in the appraisals which is also reflective of the risks.
- 7.49 This assumption was discussed at the consultation event on the 28<sup>th</sup> June 2016 and several comments were made (at the event and subsequently in writing). It was suggested that a more appropriate approach (and one that was suggested to be the norm) was to calculate the developers, return as 20% of GDV. There was not a consensus on this point so sensitivity testing has been carried out to consider the impact of assessing developer's return as 20% of GDV.
- 7.50 In this regard two consultees suggested that an alternative assessment be made on a Return On Capital Employed Basis (ROCE) basis and that a 25% ROCE should be the appropriate benchmark. ROCE is a more complex way of assessing the developers return and considers not only the headline comparison of 'profit' relative to the total cost or the total value, but is a comparison of the profit relative to the amount of capital tied up in a scheme. It is recognised that this is an alternative way of assessing developer returns, particularly through the development management process, however in an assessment of this type it is necessary to take a relatively simplistic approach. The approach taken has been widely accepted.



- 7.51 It is useful to consider the assumptions used in other studies in other parts of England. These are set out in the table below.

<b>Table 7.1 Developer's Return Assumptions Used Elsewhere</b>	
<b>Local Authority</b>	<b>Developer's Profit</b>
Babergh	17%
Cannock Chase	20% on GDV
Christchurch & East Dorset	20% on GDC
East Hampshire	20% market/ 6% Affordable
Erewash	17%
Fenland	15-20%
GNDP	20% market/17.5% large sites/ 6% Affordable
Reigate & Banstead	17.5% market/ 6% Affordable
Stafford	20% (comprising 5% for internal overheads).
Staffordshire Moorlands	17.5% market/ 6% Affordable
Warrington	17.5%

Source: Planning Advisory Service (collated by URS)

- 7.52 The assumptions with regard to developer's return / profit are at the upper end of the range. Together these assumptions illustrate the generally cautious approach taken through the viability work, and the comments made by the development industry through the consultation process.

*Voids*

- 7.53 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.

- 7.54 For the purpose of the present study, a three month void period is assumed for residential developments. A nine month void period is assumed for non-residential developments.

*Phasing and timetable*

- 7.55 A pre-construction period of six months is assumed for all of the sites. Each dwelling is assumed to be built over a nine month period. The phasing programme for an individual site will reflect market take-up and would, in practice, be carefully estimated taking into account the site characteristics and, in particular, the size and the expected level of market demand. A consultee suggested that these rates were optimistic. In practice the appraisals are based on a quarterly cash flow, a cautious set of assumptions are used and the modelling is based on the receipt on the sales proceeds in the 7<sup>th</sup> quarter (i.e. during months 19 to 21) after the purchase of the site. No adjustment has been made.

- 7.56 The rate of delivery will be an important factor when the Council is considering the release of sites so as to manage the delivery of housing and infrastructure. Two aspects have been considered, the first is the number of outlets that a development site may have, and secondly the number of units that an outlet may deliver.
- 7.57 A maximum delivery rate of 50 units per outlet, per year is assumed. On a site with 40% affordable housing this equates to 30 market units per year. On the smaller sites much slower rates are assumed to reflect the nature of the developer that is likely to be bringing smaller sites forward.
- 7.58 These assumptions are conservative and do, properly, reflect current practice. This is the appropriate assumption to make to be in line with the PPG and Harman Guidance.

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

#### *Site holding costs and receipts*

- 7.59 Each site is assumed to proceed immediately (following a 6 month mobilisation period) 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*

- 7.60 A simplistic approach is taken and an allowance of 1.5% assumed for acquisition agents' and legal fees. Stamp duty is calculated at the prevailing rates.

#### *Disposal costs*

- 7.61 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 the marketing and disposal of the affordable element is likely to be less expensive than this.

## 8. Local Plan Requirements

- 8.1 Harrogate Borough Council published the **Harrogate District Local Plan: Issues and Options Consultation** in July 2015 and the **Harrogate District Local Plan: Draft Development Management Policies Consultation** in November 2015. Since then the Council has continued to develop the Plan and the policies within it. This assessment is informed by the policies to be contained within the Draft Harrogate District Local Plan, although at the time of writing this report the policies have not yet been formally approved.
- 8.2 The purpose of this study is to assess the deliverability of development set out in the new Plan and the effect that CIL will have on development viability. In this chapter the main topics to be tested are set out.
- 8.3 In each case it is considered whether or not they add to the costs of development over and above the base costs (derived from the BCIS costs etc. as set out in Chapter 7 above). In due course, when the policy wording is finalised, it may be necessary to revisit this part of this report.
- 8.4 In the following sections policies are quoted. These are not comprehensive and complete quotations, rather they are those sections pertinent to viability testing.

### **Housing Type, Mix and Density**

- 8.5 Draft policy HS1: Housing Mix and Density sets out:

*The council will seek to balance the housing market across the plan period and work towards a mix of housing identified in the Strategic Housing Market Assessment (SHMA). Housing developments should therefore seek to deliver a range of house types and sizes that reflect and respond to the identified housing needs and demands of the district's households. The mix proposed should have reference to the SHMA and be informed by:*

*A. local assessments of housing need;*

*B. detailed local market assessments; and*

*C. locality and ability of the site to accommodate a mix of housing.*

*The final mix of dwelling types and sizes will be subject to negotiation with the applicant. Applicants will be required to provide sufficient evidence to support their proposals.*

- 8.6 This wording has been refined during the iterative process of viability testing carried out in this report. Initially the draft wording required the mix of housing identified in the SHMA<sup>47</sup> to be more closely followed. The SHMA makes the following recommendation with regard to the mix of housing:

*8.32 There are a range of factors which will influence demand for different size homes, including demographic changes; future growth in real earnings and household's ability to save; economic*

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<sup>47</sup> GL Hearn February 2015

*performance and housing affordability. Our analysis linked to long-term (21-year) demographic change concludes that the following represents an appropriate mix of affordable and market housing*

	1-bed	2-bed	3-bed	4+ bed
Market	10%	45%	40%	5%
Affordable	40%	35%	20%	5%
All Dwellings	20%	40%	35%	5%

*8.33 Our conclusions in the affordable sector recognise the role which delivery of larger family homes can play in releasing supply of smaller properties for other households; together with the limited flexibility which one-bed properties offer to changing household circumstances which feed through into higher turnover and management issues.*

- 8.7 This area of modelling caused more debate than any other matter at the consultation event on the 28<sup>th</sup> June 2016. A range of comments were made. There was a consensus that the affordable mix was deliverable and appropriate, however there were a range of concerns around the mix of market housing. Several consultees suggested that a mix of housing based on 45% 2 bedroom units was not deliverable and would not be developed by commercial housebuilders. It is recognised that developers' preferred mix, particularly on large schemes of estate housing is likely to have a greater range of products and this is going to be weighted towards more family homes.
- 8.8 This goes beyond being just a viability issue. Smaller homes are likely to have a relatively limited market. In part this is due to the fact that the younger buyers that this house type may appeal to are more likely to have limited equity from earlier homes. There is a worry amongst developers that there is not a real demand for such a high proportion of small units.
- 8.9 The initial analysis set out in Chapter 10 below, is based on this mix of market housing. An alternative scenario with a greater proportion of larger (4 bedroom and 5 bedroom) homes has also been tested and then forms the basis of the further modelling. This second scenario with a greater density of housing (as measured in m<sup>2</sup>/ha) is then used as the basis for the further analysis in this report.
- 8.10 The Affordable Housing Planning Guidance (November 2015) sets out that affordable housing should be provided as follows (which is different to that set out in the SHMA):

1 bedroom units	15%
2 bedroom units	60%
3/4 bedroom units	25%

Source: Paragraph 12.1 Affordable Housing Planning Guidance (November 2015)

- 8.11 As with market housing, the SHMA provides the starting point for determining the appropriate mix of housing on any development scheme and this data has been brought together with details of households on the housing register and an understanding of current affordable housing stock and turnover patterns to provide the suggested mix set out within the Affordable

Housing Planning Guidance. On individual sites the final mix of dwelling types and sizes will be subject to negotiation with the applicant.

- 8.12 The Council does not specify the type of affordable housing in terms of tenure within policy but does state that they will aim to achieve the split as set out within the SHMA, subject to agreement on a site by site basis. This can have an important impact on viability (although in the case where the ‘transfer price’ is prescribed such as in Harrogate (see below) this would not be the case. The SHMA identifies the following requirement:

<b>Table 8.2 Estimated level of affordable housing need (per annum) by type of affordable housing</b>						
	Intermediate			Social/Affordable Rented		
	Total Need	Supply	Net Need	Total Need	Supply	Net Need
Total	93	12	81	627	370	258
% of Total	24%			76%		

Source Table 24 HDC SHMA, GL Hearn (February 2015)

- 8.13 In this study the mix of housing set out in the two tables above and a mix of 25% Intermediate and 75% Affordable Rented (not Social Rented) housing has formed the basis of the analysis, although it is important to note that with the Council’s affordable housing transfer price (see below) all tenures have the same worth to the developer.

- 8.14 In terms of density we have based the modelling on the Council’s emerging policy wording:

*New housing development will be expected to achieve a minimum net density of 30 dwellings per hectare. Development within the defined town and city centres of Harrogate, Knaresborough and Ripon and in urban locations with a good standard of accessibility to public transport will be expected to achieve higher densities.*

*Where it can be demonstrated that development at such densities would be detrimental to local character or amenity, or site constraints would prevent these densities from being achieved, then development may be permitted at a lower density.*

- 8.15 In addition to the above, the Council is seeking to introduce a requirement whereby 10% of housing on sites of 10 or more units should be accessible and adaptable homes in line with the requirements of Part M4(2) of the Building Regulations 2015. These requirements are similar to the requirements of the Lifetime Homes Standard. The additional costs of developing to the Lifetime Homes Standards<sup>48</sup> is about an additional £11/m<sup>2</sup>. This additional cost has been applied to the base appraisals.

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<sup>48</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.

## Affordable Housing and Starter Homes

8.16 Affordable housing requirements are set out in draft policy HS2: Affordable Housing and Starter Homes, however this must be read with Affordable Housing Planning Guidance November 2015. At the early stage of this study a range of policy requirements are tested from 0% to 50% (as set out in Chapter 10 below). Mixes including Affordable Rent, Social Rent, Intermediate products for sale and Starter Homes have also been considered.

8.17 Based on the early advice the following draft policy has been developed:

*The council will require 40% affordable housing on all developments including mixed use schemes and conversions, subject to viability and the demonstration of the need for affordable housing.*

*On all developments comprising 11 or more dwellings, or where the combined residential gross floorspace exceeds 1000sq m, on site provision will be expected. In exceptional circumstances, off-site provision or a commuted sum in lieu of on-site provision may be acceptable.*

*On developments comprising six to 10 dwellings, or where the residential gross floorspace exceeds 1000sq m, in areas designated as rural areas under Section 157(1) of the Housing Act 1985 (as shown on the Policies Map), a financial contribution for the provision of affordable dwellings as a commuted sum will be sought unless the developer makes on site provision.*

8.18 These policy requirements form the basis of viability testing.

8.19 The draft policy includes a provision to anticipate the introduction of Starter Homes. The impact of Starter Homes on viability is considered.

8.20 Paragraph 50 of the NPPF requires that '*where they have identified that affordable housing is needed, set policies for meeting this need on site, unless off-site provision or a financial contribution of broadly equivalent value can be robustly justified*'. The levels of commuted sums are considered in this context.

8.21 Draft policy HS4: Older People's Specialist Housing sets out that the older peoples housing will be required to provide affordable housing in line with the affordable housing policy. This requirement is considered towards the end of Chapter 10 below.

8.22 In this regard it is relevant to note that Vacant Buildings Credit is likely to have a positive impact on viability – this will particularly be the case on some brownfield sites. It is not necessary to model this as an exemption to the policy requirements that form the basis of the analysis in this report. Vacant Buildings Credit will improve viability.

*The 'value' of affordable housing.*

8.23 The Council sets out the price which developers will receive for affordable housing (referred to as Affordable Housing Transfer Prices). The Council's Guidance says:

*7.2 Irrespective of tenure, a nominated RP (or on occasion, the council) will purchase completed homes from the developer at transfer prices which are reviewed and agreed periodically in consultation with RPs and the HCA. Transfer prices are set to ensure that the future homes are affordable to those in housing need and are derived from house price and affordability data contained within the SHMA.*

- 7.3 *The SHMA demonstrates that that around a quarter of households in affordable need can afford an equity stake of up to £80,500. The figure of £80,500 has been calculated on the basis of the income required to access market housing (£23,000) multiplied by 3.5 to reflect a typical mortgage multiple. The lower quartile dwelling price in the district (averaged across all types Q1-Q2 2014) is £162,500. Using this approach accords with the NPPF which states that affordability should be relative to local incomes and house prices.*
- 7.4 *This equity stake represents an approximate 50% share in an average entry-level property. The typical intermediate sale property is currently a two-bedroom house of approximately 70sqm. Consequently, the appropriate transfer price payable by a RP for a house of this type and size is £77,000/£1100psm GIA.*
- 7.5 *The flat rate of £1100psm will apply to all other agreed property sizes up to a maximum of 90sm for a 3-bed property or 100sm for a 4-bed property. Where affordable flats are delivered, the transfer price is £1050psm GIA (not including common parts). The lower price reflects the purchaser's liability for service charges.*
- 7.6 *Transfer prices are kept under review and are based on affordability within the district (derived from local income and house price data) and on the assumption that affordable units will be provided without public subsidy. Current prices were introduced on 1 April 2012 and remained unchanged following review on publication of the SHMA 2015 and updated income and house price data. They apply to all affordable dwellings secured through the planning process, irrespective of tenure or the RP partner.*
- 8.24 In this study these transfer prices are assumed to apply, but the impact of allowing affordable housing to be transferred at the prevailing values as set out in Chapter 4 above are also considered.

#### *Distribution of Affordable Housing Units*

- 8.25 As a general rule, the Council expects affordable homes should be spread throughout developments, rather than being concentrated into distinct areas, in order to avoid segregation and to promote integrated and sustainable communities.

#### **The Design of Housing**

- 8.26 Draft policy HS5: Space Standards sets out that '*all new market and affordable homes should, as a minimum, meet the relevant Nationally Described Space Standard (NDSS)*'. The Council currently expects affordable housing to have regard to housing standards promoted by the HCA. These standards are over and above those of normal market housing or the requirements for affordable housing where grant is not received. In essence<sup>49</sup> this requirement is that the houses are a higher specification than those set out in the Government's Decent Home Standards<sup>50</sup>. There is little published data on the additional costs of building to these higher standards, and the Council's current expectation is that housing is

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<sup>49</sup> Page 20, THE REGULATORY FRAMEWORK FOR SOCIAL HOUSING IN ENGLAND FROM APRIL 2012

<sup>50</sup> 'Decent Homes Guidance' means A Decent Home: Definition and Guidance for Implementation, published by the Department for Communities and Local Government in June 2006.

built to the current building regulation standards (see Chapter 2 above where changes are discussed).

8.27 The Council also expects minimum space standards for affordable housing as follows.

<b>Table 8.3 HDC Affordable Housing Space Standards</b>	
Size/type of dwelling	Floorspace in square metres
1-bedroom flat/apartment	57m <sup>2</sup>
1-bedroom house	60m <sup>2</sup>
2-bedroom flat/apartment	65m <sup>2</sup>
2-bedroom house	70m <sup>2</sup>
3-bedroom house	85m <sup>2</sup>
4-bedroom house	100m <sup>2</sup>

Source: Table 1 Affordable Housing Planning Guidance November 2015

8.28 In March 2015 the Government published *Nationally Described Space Standard*<sup>51</sup> – *technical requirements*. These have the effect of replacing local space standards. If introduced, this would allow the Council to include a policy within its Plan with regard to the minimum size of dwelling. This says

*This standard deals with internal space within new dwellings and is suitable for application across all tenures. It sets out requirements for the Gross Internal (floor) Area of new dwellings at a defined level of occupancy as well as floor areas and dimensions for key parts of the home, notably bedrooms, storage and floor to ceiling height.*

8.29 The following unit sizes are set out:

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<sup>51</sup> NDDS.



<b>Table 8.4 National Space Standards. Minimum gross internal floor areas and storage (m<sup>2</sup>)</b>					
number of bedrooms	number of bed spaces	1 storey dwellings	2 storey dwellings	3 storey dwellings	built-in storage
studio	1p	39(37)*			1
1b	2p	50	58		1.5
2b	3p	61	70		2
	4p	70	79		
3b	4p	74	84	90	2.5
	5p	86	93	99	
	6p	95	102	108	
4b	5p	90	97	103	3
	6p	99	106	112	
	7p	108	115	121	
	8p	117	124	130	
5b	6p	103	110	116	3.5
	7p	112	119	125	
	8p	121	128	134	
6b	7p	116	123	129	4
	8p	125	132	138	

Source: Table 1, Nationally Described Space Standard – technical requirements - Consultation draft (September 2014)

8.30 The modelling in this study is based on these National Space Standards.

*HS3: Self and Custom Build Housing*

8.31 Draft Policy HS3: Self and Custom Build Housing introduces a requirement in this regard:

*On sites of 20 dwellings or more, developers will be required to supply at least 5% of dwelling plots for sale to self-builders, subject to appropriate demand being identified. In determining the nature and scale of any provision, the council will have regard to viability considerations and site specific circumstances.*

*Where a developer is required to provide self build plots, the plots should be made available and marketed appropriately for at least 12 months. Where plots which have been appropriately marketed have not sold within this time period, these plots may be built out as conventional market housing by the developer.*

8.32 The impact on viability is considered in Chapter 10 below.

**Environmental Standards**

8.33 As set out in Chapter 2 above, environmental standards are largely covered by national standards. The Council’s published documents do not seek to impose further standards above these. The Renewable and Low Carbon Energy Planning Document (SPD) published in January 2015 provides guidance as the provision of renewable energy but is not prescriptive and does not introduce additional standards.

- 8.34 Draft policy CC4: Sustainable Design sets out that *'all development proposals should be designed to be resilient to and adapt to the future impacts of climate change through the inclusion of sustainable design features where this is technically feasible and viable'*. These requirements are no more than normal good design principles so no additional allowance has been made.
- 8.35 At this point it is relevant and timely to note that research has linked higher environmental standards to higher house prices. In the Department of Energy & Climate Change report *An Investigation of the effect of EPC rating on house prices* published on 17<sup>th</sup> June 2013, the link was clearly established. This was then confirmed in the Welsh Government's *EPCs & Mortgages Demonstrating the link between fuel affordability and mortgage lending* paper.
- 8.36 In relation to new non-domestic developments (excluding conversions and extension of less than 500m<sup>2</sup>) the policy goes on to say that development *'will be required to achieve a minimum standard of BREEAM 'Very Good' (or any future national equivalent). Developers will be expected to provide certification evidence of the BREEAM level achieved at the design stage and post construction stage on completion of development'*. As set out in Chapter 7 above, it is assumed that all new non-residential development is built to the BREEAM Very Good standard. It is assumed the additional cost of this is negligible as outlined in recent research by BRE.
- 8.37 Draft Policy CC1: Flood Risk and Sustainable Drainage sets out that *'development proposals will not be permitted where they would have an adverse effect on watercourses or increase the risk of flooding elsewhere'*. This is a very normal requirement and one that applies across England.
- 8.38 SUDS and other drainage solutions can add to the costs of a scheme – although in larger projects these can be incorporated into public open space. The costs of SUDS are assumed to be included within the additional 5% costs of construction on brownfield sites. On the larger greenfield sites it is assumed that SUDS will be incorporated into the green spaces and be delivered through soft landscaping within the wider site costs.

### **Developer Contributions**

- 8.39 The emerging Plan will be clear that new development will be required to mitigate its impact. This will need to cover a wide range of headings including (but not limited to), Education, Transport, Health, Open Space, Green Infrastructure and Sport and Recreation.
- 8.40 These requirements will be met through CIL and s106 contributions. The future approach to such payments is, as set out in Chapter 2 above, restricted by CIL Regulations 122 and 123. At this stage, a range of developer contributions up to £30,000 per unit, in addition the current best estimate as set out in Table 7.1 of the strategic infrastructure and mitigation costs for largest sites are incorporated into the appraisals.

### **Policies seeking Local Distinctiveness**

- 8.41 Draft policy HP3: Local Distinctiveness set out:

*New development should incorporate high quality building, urban and landscape design that protects, enhances or reinforces those characteristics, qualities and features that contribute to the local distinctiveness of the district's rural and urban environments. In particular, development should....*

- 8.42 This is a broad policy that sets out broad requirements for development. Whilst it is important to the Council and will influence design, its aims and objectives will be achieved through good design rather than addition cost to the developer. These requirements are normal requirements and we have not increased the construction costs over and above the BCIS base costs to reflect these. This draft policy should be read with draft policy NE4: Landscape Character that requires:

*...development has particular regard to maintaining the aesthetic and biodiversity qualities of the natural and man-made heritage within the landscape such as trees and woodland, hedgerows, walls, buildings, watercourses, ponds, reservoirs, lakes, ecological networks or other topographical features...*

- 8.43 Similar comments apply to these requirements.

### **HP7: New Sports, Open Space and Recreation Development**

- 8.44 Draft policy HP7: New Sports, Open Space and Recreation Development is a broad policy that sets out various requirements:

*New housing and mixed use developments will be required to provide new sports, open space and recreational facilities to cater for the needs arising from the development in line with the provision standards set out as follows:*

- a. *Parks and gardens: 0.15 ha per 1000 people.*
- b. *Natural and semi-natural greenspace: 4.07 ha per 1000 people.*
- c. *Amenity greenspace: 1.63 ha per 1000 people.*
- d. *Provision for children and young people: 0.13 ha per 1000 people.*
- e. *Allotments and community gardens: 0.35 ha per 1000 people.*
- f. *Outdoor sports facilities: 1.16 ha per 1000 people.*
- g. *Cemeteries, disused churchyards and other burial grounds: 0.5ha per 1000 people.*

- 8.45 The modelling in this study is based on the open space requirements set out in Chapter 9 that allow for these requirements. The costs of implementation are covered in the allowances for site costs set out in Chapter 7 above.

### **Changes to national policy**

- 8.46 At the time of the conclusion of this study (Autumn 2016) there are a number of national changes to policy that are likely to have an impact on local policy and viability. These include updates to the NPPF with the associated changes to the PPG, amendments to the CIL Regulations and the publication of the Starter Homes Regulations. It will be necessary for the Council to monitor changes to national policy and if required revisit the viability assumptions as appropriate.



## 9. Modelled Sites

- 9.1 The previous chapters set out the general assumptions to be inputted into the development appraisals. This chapter sets out the modelling. It is timely to stress that this is a high level 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 on 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 sites are actually deliverable.
- 9.2 The approach is to model a set of residential development sites that are broadly representative of the type of development that is likely to come forward in Harrogate Borough.
- 9.3 The Council's database that will be used for its Strategic Housing and Employment Land Availability Assessment (SHELAA) includes all those sites that are being considered for allocation. The site selection process is ongoing but a good deal of information is known about many of the sites because they have been previously identified. The modelling in this study is based on the Achievable Sites. It is unlikely that all these will be allocated in the plan and taken forward, however this approach ensures that the modelling relates to the development in the Borough.
- 9.4 The range of sites has been considered by current use, by size and by geographic distribution:

<b>Table 9.1 SHELAA Sites – Current Use</b>						
	Count		Units		Ha	
Greenfield	388	87.00%	32,041	88.42%	2,899	91.64%
Brownfield	52	11.66%	1,945	5.37%	147	4.63%
Mixed	6	1.35%	2,251	6.21%	118	3.73%
	446	100.00%	36,237	100.00%	3,164	100.00%

Source: HBC SHELAA (HDH Analysis. April 2016)

- 9.5 Over 80% of sites are greenfield sites and over 90% of units are expected to be delivered from greenfield sites. The modelling will reflect this.
- 9.6 The average site is 7.09ha but the median is less at 1.87ha.

<b>Table 9.2 SHLAA Sites - Capacity</b>				
Site Size Units	Sites		Capacity	
1 to 5	13	5.24%	57	0.16%
6 to 10	32	12.90%	262	0.72%
11 to 15	19	7.66%	252	0.69%
16 to 20	15	6.05%	259	0.71%
21 to 50	73	29.44%	2,516	6.93%
51 to 100	49	19.76%	3,416	9.41%
101 to 300	26	10.48%	4,222	11.64%
301 to 1,000	13	5.24%	7,231	19.93%
1,000 plus	8	3.23%	18,069	49.80%
	248	100.00%	36,284	100.00%

Source: HBC SHELAA (HDH Analysis. April 2016)

**Table 9.3 SHELAA Sites - Distribution**

	Count		Units		Ha	
Arkendale	4	0.90%	99	0.27%	4.83	0.15%
Askwith	5	1.13%	0	0.00%	4.26	0.13%
Baldersby	1	0.23%	5	0.01%	0.23	0.01%
Beckwithshaw	2	0.45%	0	0.00%	21.29	0.67%
Bickerton	2	0.45%	38	0.11%	1.74	0.06%
Bilton in Ainsty	1	0.23%	0	0.00%	0.54	0.02%
Birstwith	7	1.58%	69	0.19%	14.14	0.45%
Bishop Monkton	7	1.58%	175	0.48%	11.11	0.35%
Boroughbridge	17	3.85%	1261	3.49%	89.08	2.82%
Burnt Yates	2	0.45%	41	0.11%	1.83	0.06%
Burton Leonard	9	2.04%	190	0.53%	13.37	0.42%
Cattal	4	0.90%	1337	3.70%	89.34	2.83%
Copgrove	2	0.45%	23	0.06%	4.39	0.14%
Copt Hewick	1	0.23%	5	0.01%	0.31	0.01%
Cowthorpe	1	0.23%	92	0.25%	4.95	0.16%
Dacre Banks	4	0.90%	140	0.39%	8.64	0.27%
Dacre	1	0.23%	8	0.02%	0.34	0.01%
Darley	13	2.94%	302	0.83%	15.91	0.50%
Dishforth	7	1.58%	2450	6.77%	124.01	3.93%
Dunkeswick	2	0.45%	0	0.00%	0.98	0.03%
Farnham	2	0.45%	43	0.12%	26.43	0.84%
Ferrensby	4	0.90%	122	0.34%	6.16	0.20%
Flaxby	3	0.68%	5123	14.16%	313.45	9.93%
Follifoot	9	2.04%	0	0.00%	26.69	0.85%
Goldsborough	3	0.68%	88	0.24%	4.45	0.14%
Great Ouseburn	3	0.68%	81	0.22%	7.84	0.25%
Green Hammerton	12	2.71%	6166	17.04%	391.91	12.42%
Greenhow	1	0.23%	0	0.00%	1.87	0.06%
Grewelthorpe	3	0.68%	6	0.02%	3.75	0.12%
Hampsthwaite	8	1.81%	287	0.79%	20.72	0.66%
Harrogate	59	13.35%	6871	18.99%	595.99	18.88%
Hopperton	2	0.45%	17	0.05%	12.86	0.41%
Huby	6	1.36%	0	0.00%	51.12	1.62%
Hunsingore	1	0.23%	0	0.00%	0.76	0.02%
Ingerthorpe	1	0.23%	9	0.02%	0.40	0.01%
Killinghall	16	3.62%	386	1.07%	64.15	2.03%
Kirby Hill	5	1.13%	2992	8.27%	214.36	6.79%
Kirk Deighton	2	0.45%	36	0.10%	2.40	0.08%
Kirk Hammerton	12	2.71%	489	1.35%	39.74	1.26%
Kirkby Malzeard	6	1.36%	140	0.39%	8.76	0.28%
Kirkby Overblow	1	0.23%	0	0.00%	0.49	0.02%
Knaresborough	28	6.33%	786	2.17%	124.20	3.94%
Lingerfield	1	0.23%	0	0.00%	1.26	0.04%
Little Ribston	1	0.23%	38	0.11%	2.07	0.07%
Littlethorpe	4	0.90%	88	0.24%	4.48	0.14%
Lofthouse	1	0.23%	0	0.00%	1.08	0.03%
Long Marston	3	0.68%	9	0.02%	3.03	0.10%
Low Laithe	2	0.45%	16	0.04%	2.76	0.09%
Lower Dunsforth	2	0.45%	0	0.00%	5.55	0.18%
Markington	2	0.45%	38	0.11%	2.19	0.07%
Marton cum Grafton	6	1.36%	101	0.28%	10.50	0.33%
Marton le Moor	3	0.68%	42	0.12%	2.43	0.08%
Masham	12	2.71%	206	0.57%	31.24	0.99%
Melmerby	4	0.90%	46	0.13%	12.71	0.40%
Middleton Quernhow	1	0.23%	0	0.00%	4.92	0.16%
Minskip	6	1.36%	61	0.17%	11.45	0.36%
Mixed	1	0.23%	47	0.13%	0.00	0.00%
Nidd	1	0.23%	0	0.00%	1.50	0.05%
North Rigton	1	0.23%	0	0.00%	0.61	0.02%
North Stainley	5	1.13%	210	0.58%	22.48	0.71%
Open Countryside	7	1.58%	605	1.67%	194.29	6.16%
Otley	3	0.68%	0	0.00%	10.64	0.34%
Pannal	9	2.04%	65	0.18%	55.78	1.77%
Pateley Bridge	7	1.58%	118	0.33%	16.33	0.52%
Rainton	4	0.90%	66	0.18%	3.02	0.10%
Ripon	29	6.56%	2549	7.05%	234.46	7.43%
Sawley	3	0.68%	0	0.00%	4.68	0.15%
Scotton	5	1.13%	72	0.20%	2.97	0.09%
Sharow	3	0.68%	340	0.94%	22.86	0.72%
Sicklinghall	2	0.45%	6	0.02%	1.16	0.04%
South Stainley	1	0.23%	25	0.07%	1.13	0.04%
Spofforth	5	1.13%	156	0.43%	11.59	0.37%
Summerbridge	6	1.36%	103	0.28%	9.61	0.30%
Tockwith	9	2.04%	770	2.13%	60.93	1.93%
Wath (Ripon)	1	0.23%	0	0.00%	0.95	0.03%
Weeton	3	0.68%	0	0.00%	8.99	0.28%
Wetherby	2	0.45%	231	0.64%	45.50	1.44%
Whixley	5	1.13%	248	0.69%	13.82	0.44%
Wighill	2	0.45%	0	0.00%	5.65	0.18%
Wormald Green	1	0.23%	43	0.12%	1.62	0.05%
	442	100.00%	36176	100.00%	3,156.02	100.00%

Source: HBC SHLAA (HDH Analysis, April 2016)

9.7 The sites to be used in the SHELAA have been modelled through a relatively detailed process in which development densities have been applied to each site based on its location and context. The following illustrates the open space and density assumptions that have been used:

<b>Table 9.4 – Residential Net Developable Areas</b>	
up to 0.4ha	100%
0.4 – 2ha	90%
2 – 5ha	75%
5 – 10 ha	65%
Over 10ha	55%

Source: HBC April 2016

<b>Table 9.5 – Residential Development Densities Units/ net ha</b>	
Other Locations	30
Urban Areas	30 to 50
Town, city and local urban centres	50+

Source: HBC April 2016

9.8 A consultee queried the derivation of these assumptions. These are taken from the Council's wider evidence bases and applied here to ensure consistency across the evidence base. The larger greenfield sites have been modelled at 35 units/ha.

9.9 In addition, a range of non-residential development types have been modelled that could come forward over the plan-period based on the following assumptions:

<b>Table 9.6 – Non-Residential Development Densities</b>		
B1a/b	12m <sup>2</sup> /FTE	75%
B1c	46m <sup>2</sup> /FTE	40%
B2	37m <sup>2</sup> /FTE	40%
B8	70m <sup>2</sup> /FTE	50%

Source: HBC April 2016

### **Residential Development Sites**

9.10 To inform the modelling the characteristics of the sites were considered in terms of location, size and suggested use as set out in the tables above and a set of typologies developed. These include:

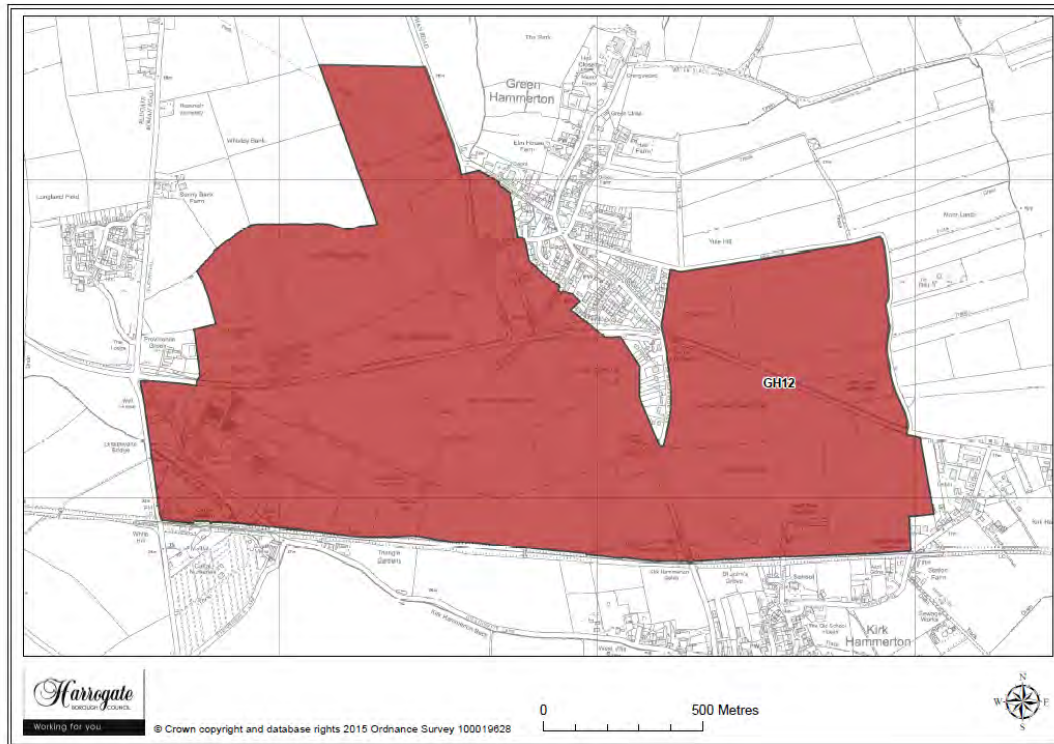
- a. 4 large strategic sites to be representative of the potential strategic development being promoted in the A1 corridor. It should be noted that no decision has been taken as to



whether such sites will be included in the Plan. These are described in more detail below:

*Green Hammerton site:*

**Figure 9.1 Green Hammerton Site**



Source: HDC (July 2016)

The area is identified in the SHELAA as being GH11/GH12 (housing led mixed use). The site is 224.479 ha (GH11 is 129.1117ha and GH12 is 95.367ha). Two options are being explored, the first being for 2,500 homes and the second being for 5,000 new homes.

Whilst the planning of the site is at a relatively early stage the infrastructure requirements are likely to include: a primary school, mains gas connection, open space/recreation facilities, local retail facilities, parks & rail facilities and realignment of the A59 with two new roundabouts (in addition the development of GH12 may require the delivery of a secondary school and the possibility of replacing the two existing rail stations with a single centrally located station).

The information can be summarised as follows:

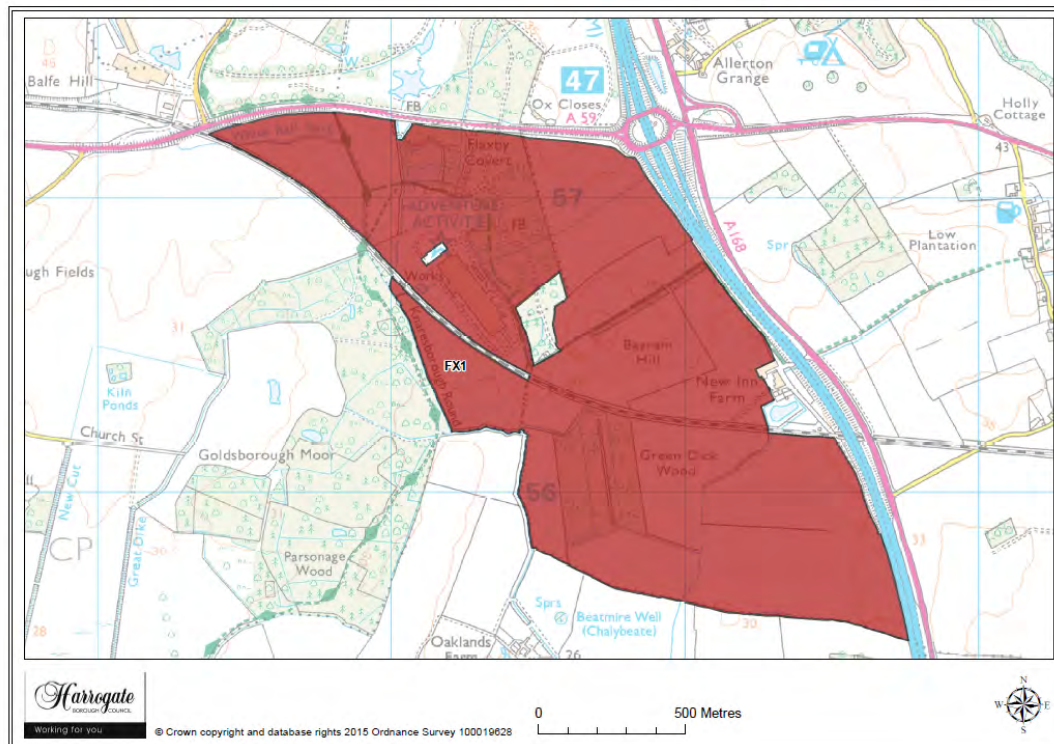
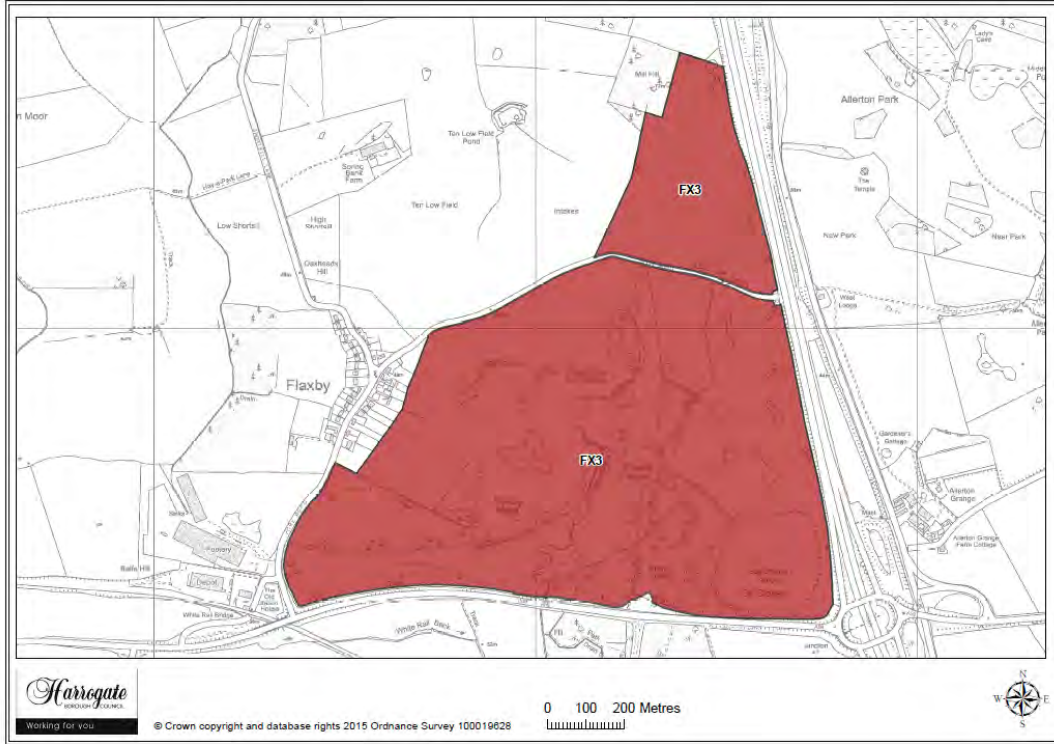
**Table 9.7 – Green Hammerton Assumptions**

Site Name	Smaller new settlement option at Green Hammerton	Larger new settlement option at Green Hammerton
SHELAA reference	GH11	GH12
Total site area (ha)	129.1117	224.4793
<b>Residential</b>		
Developable area (residential)	55%	55%
Net area (ha)	71.01	123.46
Number of residential units	2130	3703
Unit mix	SHMA mix	SHMA mix
<b>Employment (not accounted for in net developable area for housing)</b>		
Employment (gross) ha	5	5
B1a/b (gross) ha	2.5	2.5
B1a/b net sqm	18,750	18,750
B1c (gross) ha	0	0
B1c net sqm	0	0
B2 (gross) ha	2.5	2.5
B2 net sqm	10,000	10,000
B8 (gross) ha	0	0
B8 net sqm	0	0
<b>Other land uses</b>		
Retail (gross) ha	0.5	1
Community facilities	Community hall/play/sports facilities	Community hall/play/sports facilities
<b>Infrastructure requirements</b>		
Landscaping	Landscape buffer to A1(M)	Landscape buffer to A1(M)
Schools	1 primary school (+ financial contribution for secondary school)	2 primary schools (+ financial contribution for secondary school)
Health	New/expanded GP practice	New/expanded GP practice
Highways	Significant junction 47 improvement costs	Significant junction 47 improvement costs
Electricity	Cabling/connection costs. New sub-station on site.	Cabling/connection costs. New sub-station on site.
Gas	Significant cost of connection to gas network at York.	Significant cost of connection to gas network at York.
Water	Potentially high cost of connection	Potentially high cost of connection
Sewerage	Long sewers/rising main required or new waste water treatment works on site	Long sewers/rising main required or new waste water treatment works on site
Drainage/flooding	Flood zone 1	Flood zone 1
Any other comments	Potential re-routing of A59	Potential re-routing of A59

Source: HBC (July 2016)

Flaxby Site

Figure 9.2 Flaxby Site



Source: HDC (July 2016)

Part of the site is identified in the SHELAA as being FX1 and FX4 and alternatively with FX3.

FX1 and FX4 is 170.35ha. The site could be developed as 2,810 dwellings (about 88ha) and 13.8ha of employment. In addition, it is envisaged the site would include 10ha of community facilities and possibly, 3.3ha park & ride and 40% open space.

Whilst the planning of the site is at a relatively early stage, the infrastructure requirements are likely to include: a primary school, open space/recreation facilities, local retail facilities, a new rail halt with associated park & rail facilities, improvements to junction 47 of the A1(M) and there is potential to tap into heat and power sourced from the Allerton Park waste incinerator currently being developed on the opposite side of the A1(M). If only the employment element of this proposal was to be allocated in the Plan then the development is likely to only require a new rail halt with associated park & rail facilities, tapping into heat and power from the new incinerator and improvements to Junction 47 of the A1(M).

A second alternative is considered in this assessment of FX1 and FX4 combined with FX3. This would give a combined area of 453.31ha. The expanded site could be developed as 4,668 dwellings and an element of employment. In addition, it is envisaged that the site would include a primary school, a community hall, neighbourhood shops and medical facilities in the form of a doctors' surgery and pharmacy. In addition, the improvements to Junction 47 of the A1(M) mentioned above will also apply to this part of the site, and similarly there may be potential to tap into heat and power sourced from the Allerton Park waste incinerator currently being developed on the opposite side of the A1(M).

The information can be summarised as follows:

<b>Table 9.8 – Flaxby Assumptions</b>		
<b>Site Name</b>	<b>Smaller new settlement option at Flaxby</b>	<b>Larger new settlement option at Flaxby</b>
SHELAA reference	FX3 (+ FX4)	FX1 + FX3 (inc. FX4)
Total site area (ha)	170.3514	282.961
<b>Residential</b>		
Developable area (residential)	55%	55%
Net area (ha)	93.69	155.63
Number of residential units	2810	4668
Unit mix	SHMA mix	SHMA mix
<b>Employment (not accounted for in net developable area for housing)</b>		
Employment (gross) ha	13.8	13.8
B1a/b (gross) ha	6.9	6.9
B1a/b net sqm	51,750	51,750
B1c (gross) ha	3.45	3.45
B1c net sqm	13,800	13,800
B2 (gross) ha	3.45	3.45
B2 net sqm	13,800	13,800
B8 (gross) ha	0	0
B8 net sqm	0	0
<b>Other land uses</b>		
Retail (gross) ha	0.5	1
Community facilities	Community hall/play/sports facilities	Community hall/play/sports facilities
<b>Infrastructure requirements</b>		
Landscaping	Landscape buffer to A59/rail line	Landscape buffer to A59/rail line
Schools	1 primary school (+ financial contribution for secondary school)	2 primary schools (+ financial contribution for secondary school)
Health	Expansion of existing or new GP practice	Expansion of existing or new GP practice
Highways	Significant junction 47 improvement costs	Significant junction 47 improvement costs
Electricity	Extensive cabling/connection costs. New sub-station on site.	Extensive cabling/connection costs. New sub-station on site.
Gas	Connection from site to existing gas network.	Connection from site to existing gas network.
Water	Potentially high cost of connection	Potentially high cost of connection
Sewerage	Long sewers/rising main required or new waste water treatment works on site	Long sewers/rising main required or new waste water treatment works on site
Drainage/flooding	Vast majority of site in flood zone 1 (small area in flood zones 2/3)	Vast majority of site in flood zone 1 (small area in flood zones 2/3)
Any other comments	Ideally new rail halt	Ideally new rail halt

Source: HBC (July 2016)

- b. 6 large and medium greenfield sites representative of the sites on the urban edge. These are appraised with both the general values and the slightly lower values that prevail in and around Ripon.
- c. 3 larger and medium brownfield sites representative of those in the main urban areas. As for the greenfield sites, these are appraised with both the general values and the slightly lower values that prevail in and around Ripon.
- d. 10 small sites of 10 or fewer units (5 greenfield and 5 brownfield) to allow the impact of the national affordable housing threshold and commuted sums on smaller sites to be considered. These are appraised with both the general values and the slightly lower values that prevail in and around Ripon.

e. 1 site of urban flats of the type that may come forward in Harrogate.

9.11 It is acknowledged that modelling is never totally representative, however the aim of this work is to broadly test the development viability of sites likely to come forward over the plan-period. This will assist with developing the Plan and the policies within it as well as to inform the Council's CIL setting process. The work is high level, so there are likely to be sites that will not be able to deliver the affordable housing target and indeed as set out at the start of this report, there are some sites that will be unviable even without any policy requirements (for example brownfield sites with high remediation costs). If CIL is adopted, there is little scope for exemptions to be granted, however, where the affordable housing target and other policy requirements cannot be met, the developer will continue to be able to negotiate with the planning authority. The planning authority will have to weigh up the factors for and against a scheme, and the ability to deliver affordable housing will be an important factor. The modelled sites are reflective of development sites in the study area that are likely to come forward during the plan-period.

*Development assumptions*

9.12 In arriving at appropriate assumptions for residential development on each site the densities used in the SHELAA and housing mix identified in the SHMA were used in the initial analysis to ensure consistency across the evidence base. This identified a significant understatement in the amount of development in terms of density when measured in m<sup>2</sup>/ha. Following discussion with the Council this was revisited and a scenario with a greater density was modelled.

9.13 The set of typologies developed responds to the variety of development situations and densities typical in Harrogate, and this is used to inform development assumptions for sites. The typology enables a view about floorspace density, based on 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).

9.14 The 'normal' expected density in the current market, based on a typical post-PPG3/PPS3 built form, would provide development at between 3,000m<sup>2</sup>/ha to 3,550m<sup>2</sup>/ha on a substantial site, or sensibly shaped smaller site. A representative housing density might be between 30 and 35/net ha. It provides for a majority of houses but with a small element of flats, in a mixture of two storey and two and a half to three storey form, with some rectangular emphasis to the layout.

9.15 Some schemes have an appreciably higher density development providing largely or wholly apartments, in blocks of three storeys or higher, with development densities of 6,900m<sup>2</sup>/ha and dwelling densities of 100units/ha upwards; and schemes of lower density, in the rural edge situations.

9.16 The main characteristics of the modelled sites, based on the SHELAA and the SHMA are set out in the tables below. It is important to note that these are modelled sites and not actual

sites. These modelled typologies have been informed by the sites that are likely to be included in the SHELAA, both in terms of scale and location.

<b>Table 9.9 Summary of modelled sites</b>			
Green Hammerton (2,130) 1	Units	2,130	Mix as per SHMA and Affordable Policy. Modelled with 55% net developable area of 71.01ha. Note – whole site is larger and incorporates areas of employment land.
	Area	129.11	
	Units/ha	30	
Green Hammerton (3,703) 2	Units	3,703	Mix as per SHMA and Affordable Policy. Modelled with 55% net developable area of 123.46ha. Note – whole site is larger and incorporates areas of employment land.
	Area	224.48	
	Units/ha	30	
Flaxby (2,810) 3	Units	2,810	Mix as per SHMA and Affordable Policy. Modelled as per emerging policy with net area of 93.69ha. Note – whole site is larger and incorporates areas of employment land.
	Area	170.35	
	Units/ha	30	
Flaxby (4,668) 4	Units	4,668	Mix as per SHMA and Affordable Policy. Modelled as per emerging policy with net area of 155.63ha. Note – whole site is larger and incorporates areas of employment land.
	Area	282.96	
	Units/ha	30	
Large Greenfield 500 5	Units	500	Mix as per SHMA and Affordable Policy. Settlement edge site modelled with 55% net developable area of 15.63ha.
	Area	28.41.00	
	Units/ha	32	
Large Greenfield 225 6	Units	225	Mix as per SHMA and Affordable Policy. Settlement edge site modelled with 65% net developable area of 7.03ha.
	Area	10.82	
	Units/ha	32	
Medium Greenfield 130 7	Units	130	Mix as per SHMA and Affordable Policy. Settlement edge site modelled with 75% net developable area of 3.7ha.
	Area	4.95	
	Units/ha	35	
Medium Greenfield 75 8	Units	75	Mix as per SHMA and Affordable Policy. Settlement edge site modelled with 75% net developable area of 2.14ha.
	Area	2.85	
	Units/ha	32	
Medium Greenfield 30 9	Units	30	Mix as per SHMA and Affordable Policy. Settlement edge site modelled with 90% net developable area of 0.94ha.
	Area	1.04	
	Units/ha	32	
Medium Greenfield 15 10	Units	15	Mix as per SHMA and Affordable Policy. Settlement edge site modelled with 90% net developable area of 0.43ha.
	Area	0.48	
	Units/ha	35	

<b>Table 9.9 Continued Summary of modelled sites</b>			
Small Greenfield 10	Units	10	

11	Area	0.33	Mix as per SHMA and Affordable Policy. No open space.
	Units/ha	30	
Small Greenfield 6	Units	6	Mix as per SHMA and Affordable Policy. No open space.
	Area	0.20	
12	Units/ha	30	
	Units	4	Two pairs of semi-detached. Small No open space.
Small Greenfield 4	Area	0.12	
	13	Units/ha	33
Small Greenfield 2		Units	2
	Area	0.07	
14	Units/ha	29	
	Single Plot	Units	1
Area		0.03	
15	Units/ha	33	
	Large Brownfield 100	Units	100
Area		3.33	
16	Units/ha	40	
	Medium Brownfield 50	Units	50
Area		1.39	
17	Units/ha	40	
	Medium Brownfield 20	Units	20
Area		0.56	
18	Units/ha	40	
	Small Brownfield 10	Units	10
Area		0.22	
19	Units/ha	45	
	Small Brownfield 6	Units	6
Area		0.15	
20	Units/ha	40	
	Small Brownfield 4	Units	4
Area		0.10	
21	Units/ha	40	

**Table 9.9 Continued Summary of modelled sites**

Small Brownfield 2	Units	2	Two detached. Small brownfield site. No open space.
	Area	0.05	
22	Units/ha	40	



Single Brownfield 23	Units	1	Detached house. Small brownfield site. No open space.
	Area	0.02	
	Units/ha	50	
Urban Flats 24	Units	20	Town centre site with higher density.
	Area	0.33	
	Units/ha	60	

Source: HDH 2016. Note Area given as gross area but density calculated on net area

- 9.17 Sites 5 to 23 have been modelled based on both the values that prevail in the general areas and the slightly lower values that prevail in and around Ripon. The gross and net areas and the site densities are summarised below.

**Table 9.10 Summary of modelled sites – areas and densities**

				Current Use	Units	Area Ha		Density Units/ha		Density m2/ha
						Gross	Net	Gross	Net	
1	Green Hammerton 2130	A1 Corridor	Green	Agricultural	2,130	129.11	71.01	16.50	30.00	2,382
2	Green Hammerton 3703	A1 Corridor	Green	Agricultural	3,703	224.48	123.46	16.50	29.99	2,382
3	Flaxby 2810	A1 Corridor	Green	Agricultural	2,810	170.35	93.69	16.50	29.99	2,381
4	Flaxby 4668	A1 Corridor	Green	Agricultural	4,668	282.96	155.63	16.50	29.99	2,382
5	Large Greenfield 500	Generally	Green	Agricultural	500	28.41	15.63	17.60	31.99	2,540
6	Large Greenfield 225	Generally	Green	Agricultural	225	10.82	7.03	20.79	32.01	2,543
7	Medium Greenfield 130	Generally	Green	Agricultural	130	4.95	3.70	26.26	35.14	2,784
8	Medium Greenfield 75	Generally	Green	Agricultural	75	2.85	2.14	26.32	35.05	2,772
9	Medium Greenfield 30	Generally	Green	Agricultural	30	1.04	0.94	28.85	31.91	2,509
10	Medium Greenfield 15	Generally	Green	Agricultural	15	0.48	0.43	31.25	34.88	2,716
11	Small Greenfield 10	Generally	Green	Paddock	10	0.33	0.33	30.30	30.30	2,402
12	Small Greenfield 6	Generally	Green	Paddock	6	0.20	0.20	30.00	30.00	2,453
13	Small Greenfield 4	Generally	Green	Paddock	4	0.12	0.12	33.33	33.33	2,750
14	Small Greenfield 2	Generally	Green	Paddock	2	0.07	0.07	28.57	28.57	3,286
15	Single Plot	Generally	Green	Paddock	1	0.03	0.03	33.33	33.33	3,833
16	Large Brownfield 100	Generally	Brown	Industrial	100	3.33	2.50	30.03	40.00	3,176
17	Medium Brownfield 50	Generally	Brown	Industrial	50	1.39	1.25	35.97	40.00	3,177
18	Medium Brownfield 20	Generally	Brown	Industrial	20	0.56	0.50	35.71	40.00	3,226
19	Small Brownfield 10	Generally	Brown	Industrial	10	0.22	0.22	45.45	45.45	3,514
20	Small Brownfield 6	Generally	Brown	Industrial	6	0.15	0.15	40.00	40.00	3,640
21	Small Brownfield 4	Generally	Brown	Industrial	4	0.10	0.10	40.00	40.00	3,300
22	Small Brownfield 2	Generally	Brown	Industrial	2	0.05	0.05	40.00	40.00	3,720
23	Single Brown	Generally	Brown	Industrial	1	0.02	0.02	50.00	50.00	5,750
24	Urban Flats	Generally	Brown	Industrial	20	0.33	0.33	60.61	60.61	4,888

Source: HDH 2016

- 9.18 This modelling generally produces a density of significantly less than 3,000m<sup>2</sup>/ha. This is due to the predominance of smaller units sought by the Council in line with the recommended mix in the SHMA.
- 9.19 In discussion with the Council, a second set of typologies has been developed with a greater development density (measured as m<sup>2</sup>/ha). In the alternative modelling a general density of 3,200m<sup>2</sup>/ha is used as set out in Chapter 10. This forms the basis of the subsequent modelling:

**Table 9.11 Summary of modelled sites – areas and densities**

				Current Use	Units	Area Ha		Density Units/ha		Density m2/ha
						Gross	Net	Gross	Net	
1	Green Hammeton 2130			Green	2,130	110.65	60.86	19.25	35.00	3,028
2	Green Hammeton 3703			Green	3,703	192.36	105.80	19.25	35.00	3,028
3	Flaxby 2810			Green	2,810	145.97	80.29	19.25	35.00	3,028
4	Flaxby 4668			Green	4,668	242.49	133.37	19.25	35.00	3,028
5	Large Greenfield 500			Green	500	25.97	14.29	19.25	34.99	3,027
6	Large Greenfield 225			Green	225	9.89	6.43	22.75	34.99	3,023
7	Medium Greenfield 130			Green	130	4.95	3.70	26.26	35.14	3,037
8	Medium Greenfield 75			Green	75	2.86	2.14	26.22	35.05	3,018
9	Medium Greenfield 30			Green	30	0.95	0.86	31.58	34.88	3,006
10	Medium Greenfield 15			Green	15	0.48	0.43	31.25	34.88	3,001
11	Small Greenfield 10			Green	10	0.29	0.29	34.48	34.48	2,936
12	Small Greenfield 6			Green	6	0.17	0.17	35.29	35.29	3,091
13	Small Greenfield 4			Green	4	0.11	0.11	36.36	36.36	3,300
14	Small Greenfield 2			Green	2	0.06	0.06	33.33	33.33	3,833
15	Single Plot			Green	1	0.03	0.03	33.33	33.33	3,833
16	Large Brownfield 100			Brown	100	3.33	2.50	30.03	40.00	3,461
17	Medium Brownfield 50			Brown	50	1.39	1.25	35.97	40.00	3,487
18	Medium Brownfield 20			Brown	20	0.56	0.50	35.71	40.00	3,460
19	Small Brownfield 10			Brown	10	0.22	0.22	45.45	45.45	3,870
20	Small Brownfield 6			Brown	6	0.15	0.15	40.00	40.00	3,503
21	Small Brownfield 4			Brown	4	0.10	0.10	40.00	40.00	3,380
22	Small Brownfield 2			Brown	2	0.05	0.05	40.00	40.00	3,880
23	Single Brown			Brown	1	0.02	0.02	50.00	50.00	5,750
24	Urban Flats			Brown	20	0.33	0.33	60.61	60.61	4,985

Source: HDH 2016

9.20 These revised densities are used in the main analysis in this report.



- 9.21 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 have used the prices set out towards the end of that chapter.

### **Older People's Housing**

- 9.22 A private sheltered/retirement and an extracare scheme have been modelled, each on a 0.5ha site as follows.
- 9.23 A private sheltered/retirement scheme of 20 x 1 bed units of 50m<sup>2</sup> and 25 x 2 bed units of 75m<sup>2</sup> to give a net saleable area (GIA) of 2,875m<sup>2</sup>. A further 20% non-saleable service and common areas is assumed to give a scheme GIA of 3,450m<sup>2</sup>.
- 9.24 An extracare scheme of 36 x 1 bed units of 65m<sup>2</sup> and 24 x 2 bed units of 80m<sup>2</sup> to give a net saleable area (GIA) of 4,260m<sup>2</sup>. A further 35% non-saleable service and common areas is assumed to give a scheme GIA of 5,751m<sup>2</sup>.

### **Non-Residential Sites**

- 9.25 For the purpose of this study a number of non-residential development types have also been modelled:
- a. **Offices.** These typically are more than 500m<sup>2</sup>, will be of steel frame construction, and will be located on larger business parks. Typical units in the Borough are around 750m<sup>2</sup> –this is the basis of the modelling. Two storey construction and 10% circulation space is assumed. 66% coverage is assumed, which based on the two storey construction is consistent with the assumption used by the Council.
  - b. **Large industrial.** Modern industrial units of over 500m<sup>2</sup>. There is little new space being constructed. Typical units in the Borough are around 1,000m<sup>2</sup> with 5% circulation space –this is the basis of the modelling. 40% site coverage is assumed, which based on the single storey construction is consistent with the assumption used by the Council, however this is somewhat lower than the coverage that would be expected.
  - c. **Distribution.** A large 'shed' of 3,000m<sup>2</sup> of steel portal frame construction. 50% site coverage is assumed which based on the single storey construction is consistent with the assumption used by the Council
- 9.2 The plethora of other types of commercial and employment development beyond office and industrial/storage uses have not been explored in this study. The NPPF, the PPG and CIL Regulations require the use of 'proportionate' evidence and the purpose of the viability testing is in the context of the delivery of the Plan. There is no need to explore every conceivable development type – rather to test those development types being planned for by the Council.

## Hotels and Leisure

- 9.3 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 a number of units have come forward recently. Having considered this with the Council a modern hotel on a town edge site (both Travelodge and Premier Inn are seeking sites in the area) has been modelled.
- 9.4 A 60 bedroom product ( $60 \times 22.5\text{m}^2 + 30\%$  circulation space =  $1,755\text{m}^2$ ) with ample car parking on a 0.4 ha (1 acre) site has been modelled.

## Community and Institutional

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

## Retail

- 9.6 This assessment is looking at the ability of new projects to bear the Council's policy requirements and an element of CIL – it is only therefore necessary to look at the main types of development likely to come forward in the future. The following distinct types of retail development have been modelled – although it should be noted that no such development is scheduled to take place on the specific sites.
- a. **Supermarkets.** Two typologies have been modelled.
- A single storey retail unit development with a gross (i.e. GIA) area of  $4,000\text{m}^2$ . It is assumed to require 400 car parking spaces, and to occupy a total site area of 1.6ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.
- A smaller supermarket, typical of the units that may be developed by operators such as Aldi and Lidl. We have assumed a  $1,200\text{m}^2$  unit on a 0.4ha site (30% coverage) to allow for car parking.
- b. **Retail Warehouse.** A single storey retail unit development with a gross (i.e. GIA) area of  $4,000\text{m}^2$ . It is assumed to require 150 car parking spaces, and to occupy a total site area of 0.8ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.
- c. **Shop.** A brick built development on two storeys, of  $150\text{m}^2$ . No car parking or loading space is allowed for, and the total site area (effectively the building footprint) is 0.019ha.
- 9.7 In line with the CIL Regulations developments of over  $100\text{m}^2$  have been modelled. There are other types of retail development, such as small single farm shops, petrol filling stations and

garden centres. These are not included in this high level study due to the great diversity of project that may arise.





## 10. Residential Appraisals

- 10.1 At the start of this chapter it is important to stress that the results of the appraisals do not, in themselves, determine policy. In due course, the evidence will be used to inform the plan-making process (and in due course, inform the CIL setting process). 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 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 in different areas under different scenarios.
- 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 Residual Value would represent the maximum bid for the site where the payment is made 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 Existing Use Value by a satisfactory margin. This is discussed in Chapter 6 above.
- 10.3 In order to assist the Council, several sets of appraisals have been run.
- 10.4 Development appraisals are sensitive to changes in price so appraisals have been run with various changes in the cost of construction and an increase and decrease in prices.
- 10.5 As set out above, for each development type the Residual Value has been calculated. In the tables in this chapter the results are colour coded 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, they may come forward.
  - c. **Red Non-viable** – where the Residual Value does not exceed the Existing Use Value or Alternative Use Value.
- 10.6 The results are set out and presented for each site and per gross hectare to allow comparison between sites.
- 10.7 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 for the purpose of plan-making. The fact that a site is shown as viable does not necessarily mean that it will come forward and vice versa and when it comes to the development management process it will be necessary

to consider the specifics of the site<sup>52</sup>. 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.

10.8 The detailed appraisal base results are included in **Appendix 8**.

*Base Appraisals – full draft policy requirements*

10.9 The financial appraisals for each of the modelled and strategic residential sites are based on the following assumptions:

- |                            |  |
|----------------------------|--|
| a) Affordable Housing      | On sites of 6 units and larger - 40% (25% as Intermediate to Buy and 75% Affordable Rent) at 'transfer price'. |
| b) Housing Mix             | As per SHMA (45% 2 bed).   |
| c) Environmental Standards | Enhanced Building Regulations (Part L) (BCIS +2%). 10% to be accessible and adaptable £11/m <sup>2</sup> .     |
| d) CIL and s106            | £2,000 per unit (market and affordable).   |

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<sup>52</sup> AS set out in Paragraph 10-016-20140306 of the PPG:

*How should viability be assessed in decision-taking?*

*Decision-taking on individual applications does not normally require consideration of viability. However, where the deliverability of the development may be compromised by the scale of planning obligations and other costs, a viability assessment may be necessary. This should be informed by the particular circumstances of the site and proposed development in question. Assessing the viability of a particular site requires more detailed analysis than at plan level.*

**Table 10.1a Residential Development – Residual Values**  
**40% Affordable, s106 £2,000/unit – HBC EXCLUDING RIPON**

							Area (ha)		Units	Residual Value (£)		
							Gross	Net		Gross ha	Net ha	Site
Site 1	Green Hammerton 2130	A1 Corridor	Green	Agricultural			129.11	71.01	2130	197,559	359,200	25,506,796
Site 2	Green Hammerton 3703	A1 Corridor	Green	Agricultural			224.48	123.46	3703	166,995	303,637	37,487,000
Site 3	Flaxby 2810	A1 Corridor	Green	Agricultural			170.35	93.69	2810	181,624	330,234	30,939,633
Site 4	Flaxby 4668	A1 Corridor	Green	Agricultural			282.96	155.63	4668	151,776	275,953	42,946,528
Site 5	Large Greenfield 500	Generally	Green	Agricultural			28.41	15.63	500	277,126	503,720	7,873,141
Site 6	Large Greenfield 225	Generally	Green	Agricultural			10.82	7.03	225	355,361	546,942	3,845,003
Site 7	Medium Greenfield 130	Generally	Green	Agricultural			4.95	3.7	130	530,896	710,253	2,627,937
Site 8	Medium Greenfield 75	Generally	Green	Agricultural			2.85	2.14	75	547,304	728,886	1,559,817
Site 9	Medium Greenfield 30	Generally	Green	Agricultural			1.04	0.94	30	554,157	613,109	576,323
Site 10	Medium Greenfield 15	Generally	Green	Agricultural			0.48	0.43	15	633,010	706,616	303,845
Site 11	Small Greenfield 10	Generally	Green	Paddock			0.33	0.33	10	674,279	674,279	222,512
Site 12	Small Greenfield 6	Generally	Green	Paddock			0.2	0.2	6	787,175	787,175	157,435
Site 13	Small Greenfield 4	Generally	Green	Paddock			0.12	0.12	4	2,523,892	2,523,892	302,867
Site 14	Small Greenfield 2	Generally	Green	Paddock			0.07	0.07	2	2,933,689	2,933,689	205,358
Site 15	Single Plot	Generally	Green	Paddock			0.03	0.03	1	3,387,720	3,387,720	101,632
Site 16	Large Brownfield 100	Generally	Brown	Industrial			3.33	2.5	100	321,019	427,597	1,068,992
Site 17	Medium Brownfield 50	Generally	Brown	Industrial			1.39	1.25	50	386,810	430,132	537,666
Site 18	Medium Brownfield 20	Generally	Brown	Industrial			0.56	0.5	20	355,018	397,620	198,810
Site 19	Small Brownfield 10	Generally	Brown	Industrial			0.22	0.22	10	334,194	334,194	73,523
Site 20	Small Brownfield 6	Generally	Brown	Industrial			0.15	0.15	6	679,944	679,944	101,992
Site 21	Small Brownfield 4	Generally	Brown	Industrial			0.1	0.1	4	2,299,700	2,299,700	229,970
Site 22	Small Brownfield 2	Generally	Brown	Industrial			0.05	0.05	2	2,518,174	2,518,174	125,909
Site 23	Single Brown	Generally	Brown	Industrial			0.02	0.02	1	4,291,579	4,291,579	85,832
Site 24	Urban Flats	Generally	Brown	Industrial			0.33	0.33	20	2,939,475	2,939,475	970,027

Source: HBC Whole Plan and CIL Viability Assessment, July 2016

**Table 10.1b Residential Development – Residual Values**  
**40% Affordable, s106 £2,000/unit – RIPON AREA**

						Area (ha)		Units	Residual Value (£)		
						Gross	Net		Gross ha	Net ha	Site
Site 5	Large Greenfield 500	Generally	Green	Agricultural	28.41	15.63	500	277,126	503,720	7,873,141	
Site 6	Large Greenfield 225	Generally	Green	Agricultural	10.82	7.03	225	355,361	546,942	3,845,003	
Site 7	Medium Greenfield 130	Generally	Green	Agricultural	4.95	3.7	130	145,597	194,786	720,707	
Site 8	Medium Greenfield 75	Generally	Green	Agricultural	2.85	2.14	75	156,205	208,030	445,184	
Site 9	Medium Greenfield 30	Generally	Green	Agricultural	1.04	0.94	30	117,797	130,329	122,509	
Site 10	Medium Greenfield 15	Generally	Green	Agricultural	0.48	0.43	15	101,173	112,937	48,563	
Site 11	Small Greenfield 10	Generally	Green	Paddock	0.33	0.33	10	356,531	356,531	117,655	
Site 12	Small Greenfield 6	Generally	Green	Paddock	0.2	0.2	6	437,827	437,827	87,565	
Site 13	Small Greenfield 4	Generally	Green	Paddock	0.12	0.12	4	1,869,941	1,869,941	224,393	
Site 14	Small Greenfield 2	Generally	Green	Paddock	0.07	0.07	2	2,165,575	2,165,575	151,590	
Site 15	Single Plot	Generally	Green	Paddock	0.03	0.03	1	2,464,633	2,464,633	73,939	
Site 16	Large Brownfield 100	Generally	Brown	Industrial	3.33	2.5	100	-56,278	-74,962	-187,405	
Site 17	Medium Brownfield 50	Generally	Brown	Industrial	1.39	1.25	50	-78,532	-87,328	-109,160	
Site 18	Medium Brownfield 20	Generally	Brown	Industrial	0.56	0.5	20	-127,883	-143,228	-71,614	
Site 19	Small Brownfield 10	Generally	Brown	Industrial	0.22	0.22	10	-206,936	-206,936	-45,526	
Site 20	Small Brownfield 6	Generally	Brown	Industrial	0.15	0.15	6	104,732	104,732	15,710	
Site 21	Small Brownfield 4	Generally	Brown	Industrial	0.1	0.1	4	1,363,656	1,363,656	136,366	
Site 22	Small Brownfield 2	Generally	Brown	Industrial	0.05	0.05	2	1,478,369	1,478,369	73,918	
Site 23	Single Brown	Generally	Brown	Industrial	0.02	0.02	1	2,676,177	2,676,177	53,524	

Source: HBC Whole Plan and CIL Viability Assessment, July 2016

10.10 The results vary across the modelled sites, although this is largely due to the different assumptions around the nature of the site. The additional costs associated with brownfield sites also result in significantly lower values. The Residual Value is not a good indication of

viability by itself, being the maximum price a developer may bid for a parcel of land and still make an adequate return (competitive return).

10.11 In the following tables we have compared the Residual Value with the Viability Threshold. The Viability Threshold being an amount over and above the Existing Use Value that is sufficient to provide the willing landowner with a competitive return and induce them to sell the land for development as set out in Chapter 6 above.

<b>Table 10.2a Residual Value compared to Viability Threshold</b> <b>40% Affordable, s106 £2,000/unit – <u>HBC EXCLUDING RIPON</u></b>					
			Alternative Use Value	Viability Threshold	Residual Value
Site 1	Green Hammerton 2130	A1 Corridor	20,000	374,000	197,559
Site 2	Green Hammerton 3703	A1 Corridor	20,000	374,000	166,995
Site 3	Flaxby 2810	A1 Corridor	20,000	374,000	181,624
Site 4	Flaxby 4668	A1 Corridor	20,000	374,000	151,776
Site 5	Large Greenfield 500	Generally	20,000	374,000	277,126
Site 6	Large Greenfield 225	Generally	20,000	374,000	355,361
Site 7	Medium Greenfield 130	Generally	20,000	374,000	530,896
Site 8	Medium Greenfield 75	Generally	20,000	374,000	547,304
Site 9	Medium Greenfield 30	Generally	20,000	374,000	554,157
Site 10	Medium Greenfield 15	Generally	20,000	374,000	633,010
Site 11	Small Greenfield 10	Generally	50,000	410,000	674,279
Site 12	Small Greenfield 6	Generally	50,000	410,000	787,175
Site 13	Small Greenfield 4	Generally	50,000	410,000	2,523,892
Site 14	Small Greenfield 2	Generally	50,000	410,000	2,933,689
Site 15	Single Plot	Generally	50,000	410,000	3,387,720
Site 16	Large Brownfield 100	Generally	600,000	720,000	321,019
Site 17	Medium Brownfield 50	Generally	600,000	720,000	386,810
Site 18	Medium Brownfield 20	Generally	600,000	720,000	355,018
Site 19	Small Brownfield 10	Generally	600,000	720,000	334,194
Site 20	Small Brownfield 6	Generally	600,000	720,000	679,944
Site 21	Small Brownfield 4	Generally	600,000	720,000	2,299,700
Site 22	Small Brownfield 2	Generally	600,000	720,000	2,518,174
Site 23	Single Brown	Generally	600,000	720,000	4,291,579
Site 24	Urban Flats	Generally	600,000	720,000	2,939,475

Source: HBC Whole Plan and CIL Viability Assessment, July 2016

<b>Table 10.2b Residual Value compared to Viability Threshold</b>					
<b>40% Affordable, s106 £2,000/unit –<u>RIPON</u></b>					
			Alternative Use Value	Viability Threshold	Residual Value
			£/ha	£/ha	£/ha
Site 5	Large Greenfield 500	Ripon	20,000	374,000	277,126
Site 6	Large Greenfield 225	Ripon	20,000	374,000	355,361
Site 7	Medium Greenfield 130	Ripon	20,000	374,000	145,597
Site 8	Medium Greenfield 75	Ripon	20,000	374,000	156,205
Site 9	Medium Greenfield 30	Ripon	20,000	374,000	117,797
Site 10	Medium Greenfield 15	Ripon	20,000	374,000	101,173
Site 11	Small Greenfield 10	Ripon	50,000	410,000	356,531
Site 12	Small Greenfield 6	Ripon	50,000	410,000	437,827
Site 13	Small Greenfield 4	Ripon	50,000	410,000	1,869,941
Site 14	Small Greenfield 2	Ripon	50,000	410,000	2,165,575
Site 15	Single Plot	Ripon	50,000	410,000	2,464,633
Site 16	Large Brownfield 100	Ripon	600,000	720,000	-56,278
Site 17	Medium Brownfield 50	Ripon	600,000	720,000	-78,532
Site 18	Medium Brownfield 20	Ripon	600,000	720,000	-127,883
Site 19	Small Brownfield 10	Ripon	600,000	720,000	-206,936
Site 20	Small Brownfield 6	Ripon	600,000	720,000	104,732
Site 21	Small Brownfield 4	Ripon	600,000	720,000	1,363,656
Site 22	Small Brownfield 2	Ripon	600,000	720,000	1,478,369
Site 23	Single Brown	Ripon	600,000	720,000	2,676,177

Source: HBC Whole Plan and CIL Viability Assessment, July 2016

10.12 The above results, particularly the brownfield uses where an industrial value is used as the EUV, indicate that many sites typologies are unable to bear the 40% affordable housing. In order to inform the Council's further policy development two further sets of appraisals have been run. The first to consider the impact of seeking the mix of housing included in the SHMA, the second to then consider the relationship between affordable housing and developer contributions.

*Impact of SHMA Housing Mix.*

10.13 The Council's emerging policy suggests a mix of market housing that is made up of 10% one bedroom, 45% two bedroom, 40% three bedroom and 5% four bedroom homes. The above analysis is based on this mix. As set out in Table 9.10 above this, when combined with the open space and density assumptions, results in development densities that are typically in the range of 2,350m<sup>2</sup>/ha to 2,600m<sup>2</sup>/ha on larger greenfield sites. Typically, development densities would be expected to be in the range of 3,000 m<sup>2</sup>/ha to 3,200 m<sup>2</sup>/ha. The

consequence of the policy is about 20% less development per ha than would normally be expected. This has an impact on viability.

- 10.14 In the following analysis the development densities have been increased with a revised mix of market housing being 35% two bedroom, 45% three bedroom, 15% four bedroom homes and 5% five bedroom homes and increased densities. Densities have been increased to just over 3,000m<sup>2</sup>/ha. This is at the lower end of the 'normal' range in the current market.
- 10.15 All other assumptions have been held unchanged.

**Table 10.3a Impact of SHMA Market Housing Mix – Residual Values**  
**40% Affordable, s106 £2,000/unit – HBC EXCLUDING RIPON**

								Residual Value	Increased Density
								Base	
Site 1	Green Hammerton 2130	A1 Corridor	Green					197,559	307,808
Site 2	Green Hammerton 3703	A1 Corridor	Green					166,995	262,799
Site 3	Flaxby 2810	A1 Corridor	Green					181,624	284,062
Site 4	Flaxby 4668	A1 Corridor	Green					151,776	240,423
Site 5	Large Greenfield 500	Generally	Green					277,126	397,258
Site 6	Large Greenfield 225	Generally	Green					355,361	500,797
Site 7	Medium Greenfield 130	Generally	Green					530,896	682,880
Site 8	Medium Greenfield 75	Generally	Green					547,304	694,110
Site 9	Medium Greenfield 30	Generally	Green					554,157	798,474
Site 10	Medium Greenfield 15	Generally	Green					633,010	853,833
Site 11	Small Greenfield 10	Generally	Green					674,279	909,499
Site 12	Small Greenfield 6	Generally	Green					787,175	1,001,541
Site 13	Small Greenfield 4	Generally	Green					2,523,892	3,110,258
Site 14	Small Greenfield 2	Generally	Green					2,933,689	3,422,637
Site 15	Single Plot	Generally	Green					3,387,720	3,387,720
Site 16	Large Brownfield 100	Generally	Brown					321,019	465,726
Site 17	Medium Brownfield 50	Generally	Brown					386,810	574,350
Site 18	Medium Brownfield 20	Generally	Brown					355,018	496,385
Site 19	Small Brownfield 10	Generally	Brown					334,194	597,167
Site 20	Small Brownfield 6	Generally	Brown					679,944	619,647
Site 21	Small Brownfield 4	Generally	Brown					2,299,700	2,375,457
Site 22	Small Brownfield 2	Generally	Brown					2,518,174	2,634,935
Site 23	Single Brown	Generally	Brown					4,291,579	4,291,579
Site 24	Urban Flats	Generally	Brown					2,939,475	3,017,556

Source: HBC Whole Plan and CIL Viability Assessment, July 2016



**Table 10.3b Impact of SHMA Market Housing Mix – Residual Values**  
**40% Affordable, s106 £2,000/unit – RIPON AREA**

	Alternative Use Value	Viability Threshold	Residual Value					
			Base	Increased Density				
Site 5	Large Greenfield 500	Ripon	Green	Agricultural	20,000	374,000	277,126	397,258
Site 6	Large Greenfield 225	Ripon	Green	Agricultural	20,000	374,000	355,361	500,797
Site 7	Medium Greenfield 130	Ripon	Green	Agricultural	20,000	374,000	145,597	244,588
Site 8	Medium Greenfield 75	Ripon	Green	Agricultural	20,000	374,000	156,205	251,580
Site 9	Medium Greenfield 30	Ripon	Green	Agricultural	20,000	374,000	117,797	257,826
Site 10	Medium Greenfield 15	Ripon	Green	Agricultural	20,000	374,000	101,173	244,615
Site 11	Small Greenfield 10	Ripon	Green	Paddock	50,000	410,000	356,531	511,446
Site 12	Small Greenfield 6	Ripon	Green	Paddock	50,000	410,000	437,827	587,671
Site 13	Small Greenfield 4	Ripon	Green	Paddock	50,000	410,000	1,869,941	2,313,004
Site 14	Small Greenfield 2	Ripon	Green	Paddock	50,000	410,000	2,165,575	2,526,505
Site 15	Single Plot	Ripon	Green	Paddock	50,000	410,000	2,464,633	2,464,633
Site 16	Large Brownfield 100	Ripon	Brown	Industrial	600,000	720,000	-56,278	42,441
Site 17	Medium Brownfield 50	Ripon	Brown	Industrial	600,000	720,000	-78,532	48,897
Site 18	Medium Brownfield 20	Ripon	Brown	Industrial	600,000	720,000	-127,883	-34,710
Site 19	Small Brownfield 10	Ripon	Brown	Industrial	600,000	720,000	-206,936	-29,032
Site 20	Small Brownfield 6	Ripon	Brown	Industrial	600,000	720,000	104,732	69,312
Site 21	Small Brownfield 4	Ripon	Brown	Industrial	600,000	720,000	1,363,656	1,411,393
Site 22	Small Brownfield 2	Ripon	Brown	Industrial	600,000	720,000	1,478,369	1,550,407
Site 23	Single Brown	Ripon	Brown	Industrial	600,000	720,000	2,676,177	2,676,177

Source: HBC Whole Plan and CIL Viability Assessment, July 2016

10.16 The Residual Value is notably better across the typologies and strategic sites when modelled at the higher densities.

*Combined impact of developer contributions and affordable housing.*

- 10.17 In the following tables the results of appraisals with affordable housing from 0% to 40% (where the affordable housing sold at the transfer value) and developer contributions from £0 per unit to £30,000 per unit are set out. All other policy requirements are assumed to apply. This is repeated for both the market housing mix set out in the SHMA and the mix set out above.



**Table 10.4b Affordable Housing v Developer Contributions**  
**HBC Excluding Ripon – SHMA Mix**

10% Affordable				Alternative Use Value	Viability Threshold	Residual Value							
	Developer Contribution					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	
Site 1	Green Hammerton 2130	A1 Corridor	Green	Agricultural	20,000	374,000	534,626	477,118	419,093	360,655	302,218	243,355	183,726
Site 2	Green Hammerton 3703	A1 Corridor	Green	Agricultural	20,000	374,000	466,126	414,624	363,094	310,763	258,432	205,696	152,333
Site 3	Flaxby 2810	A1 Corridor	Green	Agricultural	20,000	374,000	495,990	442,144	388,297	333,730	279,001	223,738	167,935
Site 4	Flaxby 4668	A1 Corridor	Green	Agricultural	20,000	374,000	430,950	382,690	334,431	285,620	236,594	186,974	137,000
Site 5	Large Greenfield 500	Generally	Green	Agricultural	20,000	374,000	708,717	632,696	556,649	480,603	404,556	328,509	252,463
Site 6	Large Greenfield 225	Generally	Green	Agricultural	20,000	374,000	886,318	793,253	700,189	607,125	514,060	420,996	327,932
Site 7	Medium Greenfield 130	Generally	Green	Agricultural	20,000	374,000	1,265,078	1,143,092	1,021,106	899,120	777,134	655,148	533,162
Site 8	Medium Greenfield 75	Generally	Green	Agricultural	20,000	374,000	1,288,386	1,165,117	1,041,848	918,579	795,310	672,041	548,772
Site 9	Medium Greenfield 30	Generally	Green	Agricultural	20,000	374,000	1,374,425	1,234,548	1,094,671	954,794	814,917	675,040	535,163
Site 10	Medium Greenfield 15	Generally	Green	Agricultural	20,000	374,000	1,541,720	1,390,187	1,238,653	1,087,120	935,586	784,053	632,520
Site 11	Small Greenfield 10	Generally	Green	Paddock	50,000	410,000	1,573,741	1,426,800	1,279,858	1,132,917	985,975	839,034	690,194
Site 12	Small Greenfield 6	Generally	Green	Paddock	50,000	410,000	1,711,234	1,564,074	1,416,914	1,269,754	1,118,901	967,475	816,050
Site 13	Small Greenfield 4	Generally	Green	Paddock	50,000	410,000	2,588,920	2,426,349	2,263,779	2,101,208	1,934,443	1,767,160	1,599,877
Site 14	Small Greenfield 2	Generally	Green	Paddock	50,000	410,000	2,991,376	2,847,158	2,702,939	2,558,720	2,414,501	2,270,282	2,125,732
Site 15	Single Plot	Generally	Green	Paddock	50,000	410,000	3,457,142	3,283,587	3,110,031	2,936,476	2,762,920	2,589,365	2,415,809
Site 16	Large Brownfield 100	Generally	Brown	Industrial	600,000	720,000	1,117,301	976,257	835,212	694,168	553,123	412,079	271,035
Site 17	Medium Brownfield 50	Generally	Brown	Industrial	600,000	720,000	1,353,675	1,181,749	1,009,824	837,898	665,973	494,048	322,122
Site 18	Medium Brownfield 20	Generally	Brown	Industrial	600,000	720,000	1,337,652	1,163,469	989,286	815,103	640,921	466,738	288,094
Site 19	Small Brownfield 10	Generally	Brown	Industrial	600,000	720,000	1,546,337	1,325,925	1,104,618	877,818	650,410	419,140	187,870
Site 20	Small Brownfield 6	Generally	Brown	Industrial	600,000	720,000	1,873,958	1,677,744	1,476,165	1,274,264	1,072,363	867,910	662,031
Site 21	Small Brownfield 4	Generally	Brown	Industrial	600,000	720,000	2,379,995	2,179,256	1,978,516	1,777,777	1,577,037	1,373,860	1,169,165
Site 22	Small Brownfield 2	Generally	Brown	Industrial	600,000	720,000	2,601,001	2,393,932	2,186,862	1,979,793	1,772,723	1,565,653	1,358,584
Site 23	Single Brown	Generally	Brown	Industrial	600,000	720,000	4,395,713	4,135,379	3,875,046	3,614,713	3,354,379	3,094,046	2,833,713
Site 24	Urban Flats	Generally	Brown	Industrial	600,000	720,000	3,059,080	2,760,068	2,461,056	2,162,044	1,863,032	1,564,019	1,265,007
0% Affordable				Alternative Use Value	Viability Threshold	Residual Value							
	Developer Contribution					£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000	
Site 1	Green Hammerton 2130	A1 Corridor	Green	Agricultural	20,000	374,000	638,366	580,858	523,350	465,581	407,143	348,706	290,268
Site 2	Green Hammerton 3703	A1 Corridor	Green	Agricultural	20,000	374,000	558,230	506,729	455,228	403,726	351,623	299,292	246,961
Site 3	Flaxby 2810	A1 Corridor	Green	Agricultural	20,000	374,000	592,759	538,991	485,144	431,298	377,017	322,288	267,538
Site 4	Flaxby 4668	A1 Corridor	Green	Agricultural	20,000	374,000	516,467	468,636	420,377	372,117	323,560	274,534	225,344
Site 5	Large Greenfield 500	Generally	Green	Agricultural	20,000	374,000	842,420	766,399	690,377	614,336	538,289	462,242	386,196
Site 6	Large Greenfield 225	Generally	Green	Agricultural	20,000	374,000	1,050,895	957,830	864,766	771,702	678,637	585,573	492,509
Site 7	Medium Greenfield 130	Generally	Green	Agricultural	20,000	374,000	1,493,541	1,371,555	1,249,569	1,127,583	1,005,596	883,610	761,624
Site 8	Medium Greenfield 75	Generally	Green	Agricultural	20,000	374,000	1,518,978	1,395,708	1,272,439	1,149,170	1,025,901	902,632	779,363
Site 9	Medium Greenfield 30	Generally	Green	Agricultural	20,000	374,000	1,629,198	1,489,321	1,349,444	1,209,567	1,069,690	929,813	789,936
Site 10	Medium Greenfield 15	Generally	Green	Agricultural	20,000	374,000	1,824,419	1,672,885	1,521,352	1,369,819	1,218,285	1,066,752	915,218
Site 11	Small Greenfield 10	Generally	Green	Paddock	50,000	410,000	1,853,188	1,706,246	1,559,305	1,412,363	1,265,422	1,118,480	971,539
Site 12	Small Greenfield 6	Generally	Green	Paddock	50,000	410,000	1,995,286	1,848,126	1,700,966	1,553,806	1,406,646	1,259,486	1,108,336
Site 13	Small Greenfield 4	Generally	Green	Paddock	50,000	410,000	2,588,920	2,426,349	2,263,779	2,101,208	1,934,443	1,767,160	1,599,877
Site 14	Small Greenfield 2	Generally	Green	Paddock	50,000	410,000	2,991,376	2,847,158	2,702,939	2,558,720	2,414,501	2,270,282	2,125,732
Site 15	Single Plot	Generally	Green	Paddock	50,000	410,000	3,457,142	3,283,587	3,110,031	2,936,476	2,762,920	2,589,365	2,415,809
Site 16	Large Brownfield 100	Generally	Brown	Industrial	600,000	720,000	1,363,923	1,222,878	1,081,834	940,789	799,745	658,701	517,656
Site 17	Medium Brownfield 50	Generally	Brown	Industrial	600,000	720,000	1,653,039	1,481,114	1,309,189	1,137,263	965,338	793,412	621,487
Site 18	Medium Brownfield 20	Generally	Brown	Industrial	600,000	720,000	1,641,114	1,466,931	1,292,748	1,118,565	944,382	770,200	596,017
Site 19	Small Brownfield 10	Generally	Brown	Industrial	600,000	720,000	1,911,288	1,690,876	1,470,464	1,250,052	1,026,546	799,745	570,799
Site 20	Small Brownfield 6	Generally	Brown	Industrial	600,000	720,000	2,234,532	2,038,319	1,842,105	1,645,290	1,443,389	1,241,489	1,039,588
Site 21	Small Brownfield 4	Generally	Brown	Industrial	600,000	720,000	2,379,995	2,179,256	1,978,516	1,777,777	1,577,037	1,373,860	1,169,165
Site 22	Small Brownfield 2	Generally	Brown	Industrial	600,000	720,000	2,601,001	2,393,932	2,186,862	1,979,793	1,772,723	1,565,653	1,358,584
Site 23	Single Brown	Generally	Brown	Industrial	600,000	720,000	4,395,713	4,135,379	3,875,046	3,614,713	3,354,379	3,094,046	2,833,713
Site 24	Urban Flats	Generally	Brown	Industrial	600,000	720,000	3,059,080	2,760,068	2,461,056	2,162,044	1,863,032	1,564,019	1,265,007

Source: HBC Whole Plan and CIL Viability Assessment, July 2016



**Table 10.5b Affordable Housing v Developer Contributions**  
**Ripon Area – SHMA Mix**

10% Affordable													
					Alternative Use Value	Viability Threshold	Residual Value						
	Developer Contribution						£	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 5	Large Greenfield 500	Ripon	Green	Agricultural	20,000	374,000	708,717	632,696	556,649	480,603	404,556	328,509	252,463
Site 6	Large Greenfield 225	Ripon	Green	Agricultural	20,000	374,000	886,318	793,253	700,189	607,125	514,060	420,996	327,932
Site 7	Medium Greenfield 130	Ripon	Green	Agricultural	20,000	374,000	687,130	565,144	443,158	321,171	199,185	77,199	-49,083
Site 8	Medium Greenfield 75	Ripon	Green	Agricultural	20,000	374,000	701,738	578,469	455,200	331,931	208,662	85,325	-43,372
Site 9	Medium Greenfield 30	Ripon	Green	Agricultural	20,000	374,000	725,811	585,934	446,057	306,180	164,155	17,781	-128,987
Site 10	Medium Greenfield 15	Ripon	Green	Agricultural	20,000	374,000	767,649	616,115	462,952	306,918	147,920	-11,078	-170,076
Site 11	Small Greenfield 10	Ripon	Green	Paddock	50,000	410,000	1,113,306	966,364	819,423	670,015	518,814	365,901	211,721
Site 12	Small Greenfield 6	Ripon	Green	Paddock	50,000	410,000	1,209,629	1,058,204	906,778	755,353	601,049	446,640	292,230
Site 13	Small Greenfield 4	Ripon	Green	Paddock	50,000	410,000	1,936,854	1,769,571	1,602,288	1,435,005	1,267,722	1,097,492	926,913
Site 14	Small Greenfield 2	Ripon	Green	Paddock	50,000	410,000	2,223,263	2,077,787	1,930,726	1,783,665	1,636,605	1,489,544	1,342,483
Site 15	Single Plot	Ripon	Green	Paddock	50,000	410,000	2,534,055	2,360,500	2,186,944	2,013,389	1,839,833	1,666,278	1,492,722
Site 16	Large Brownfield 100	Ripon	Brown	Industrial	600,000	720,000	559,761	418,717	277,672	136,628	-7,741	-155,733	-306,708
Site 17	Medium Brownfield 50	Ripon	Brown	Industrial	600,000	720,000	671,831	499,906	327,980	155,365	-24,095	-204,489	-388,575
Site 18	Medium Brownfield 20	Ripon	Brown	Industrial	600,000	720,000	644,853	470,670	292,141	109,856	-72,907	-255,671	-442,543
Site 19	Small Brownfield 10	Ripon	Brown	Industrial	600,000	720,000	762,210	532,524	301,255	69,985	-161,285	-394,046	-630,979
Site 20	Small Brownfield 6	Ripon	Brown	Industrial	600,000	720,000	1,033,822	828,609	622,730	416,851	210,972	5,093	-200,786
Site 21	Small Brownfield 4	Ripon	Brown	Industrial	600,000	720,000	1,445,534	1,240,839	1,036,144	831,449	626,754	422,059	217,364
Site 22	Small Brownfield 2	Ripon	Brown	Industrial	600,000	720,000	1,561,196	1,354,127	1,147,057	939,988	732,918	525,848	318,779
Site 23	Single Brown	Ripon	Brown	Industrial	600,000	720,000	2,780,311	2,519,977	2,259,644	1,999,311	1,738,977	1,478,644	1,218,311
0% Affordable													
					Alternative Use Value	Viability Threshold	Residual Value						
	Developer Contribution						£	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 5	Large Greenfield 500	Ripon	Green	Agricultural	20,000	374,000	842,420	766,399	690,377	614,336	538,289	462,242	386,196
Site 6	Large Greenfield 225	Ripon	Green	Agricultural	20,000	374,000	1,050,895	957,830	864,766	771,702	678,637	585,573	492,509
Site 7	Medium Greenfield 130	Ripon	Green	Agricultural	20,000	374,000	851,376	729,390	607,404	485,417	363,431	241,445	119,459
Site 8	Medium Greenfield 75	Ripon	Green	Agricultural	20,000	374,000	867,146	743,877	620,608	497,339	374,070	250,801	127,532
Site 9	Medium Greenfield 30	Ripon	Green	Agricultural	20,000	374,000	908,515	768,638	628,761	488,884	349,007	208,224	62,718
Site 10	Medium Greenfield 15	Ripon	Green	Agricultural	20,000	374,000	964,340	812,806	661,273	509,418	353,492	195,302	36,304
Site 11	Small Greenfield 10	Ripon	Green	Paddock	50,000	410,000	1,341,593	1,194,651	1,047,710	900,768	753,718	602,518	451,254
Site 12	Small Greenfield 6	Ripon	Green	Paddock	50,000	410,000	1,439,211	1,292,051	1,141,845	990,419	838,994	686,338	531,929
Site 13	Small Greenfield 4	Ripon	Green	Paddock	50,000	410,000	1,936,854	1,769,571	1,602,288	1,435,005	1,267,722	1,097,492	926,913
Site 14	Small Greenfield 2	Ripon	Green	Paddock	50,000	410,000	2,223,263	2,077,787	1,930,726	1,783,665	1,636,605	1,489,544	1,342,483
Site 15	Single Plot	Ripon	Green	Paddock	50,000	410,000	2,534,055	2,360,500	2,186,944	2,013,389	1,839,833	1,666,278	1,492,722
Site 16	Large Brownfield 100	Ripon	Brown	Industrial	600,000	720,000	744,434	603,389	462,345	321,300	180,256	38,037	-109,956
Site 17	Medium Brownfield 50	Ripon	Brown	Industrial	600,000	720,000	895,436	723,510	551,585	379,659	207,734	30,130	-150,264
Site 18	Medium Brownfield 20	Ripon	Brown	Industrial	600,000	720,000	871,337	697,154	522,971	345,958	164,734	-18,030	-200,793
Site 19	Small Brownfield 10	Ripon	Brown	Industrial	600,000	720,000	1,049,294	822,493	593,995	362,725	131,455	-99,814	-331,084
Site 20	Small Brownfield 6	Ripon	Brown	Industrial	600,000	720,000	1,310,832	1,108,931	905,198	699,319	493,440	287,561	81,682
Site 21	Small Brownfield 4	Ripon	Brown	Industrial	600,000	720,000	1,445,534	1,240,839	1,036,144	831,449	626,754	422,059	217,364
Site 22	Small Brownfield 2	Ripon	Brown	Industrial	600,000	720,000	1,561,196	1,354,127	1,147,057	939,988	732,918	525,848	318,779
Site 23	Single Brown	Ripon	Brown	Industrial	600,000	720,000	2,780,311	2,519,977	2,259,644	1,999,311	1,738,977	1,478,644	1,218,311

Source: HBC Whole Plan and CIL Viability Assessment, July 2016

10.18 With the market housing mix set out in the SHMA (which results in a low density in terms of m<sup>2</sup>/ha) it is clear that the larger sites have limited capacity to make developer contributions at levels of affordable housing that are much above 20%. These results are not reflective of what is happening on the ground where the Council routinely achieves its full affordable housing requirements as well as developer contributions. This is largely because development is coming forward at greater densities.

10.19 Based on the current available evidence, if the Council were to proceed with the Plan as initially drafted and seek the mix of market housing identified in the SHMA, it would be necessary to reconsider the affordable housing target. Following discussion with the Council and in response to comments made by the development industry, in the following analysis the appraisals are re-run at the increased densities resulting from the revised mix of market housing set out above.











- 10.21 With the increased density the Residual Value on the strategic sites at Great Hammerton and Flaxby do not exceed the Viability Threshold. To a large extent this simply recognises the challenges around the delivery of any large strategic sites in any part of England. Having said this, the above analysis was carried out on a gross/ha basis and when considered on a net developable basis (as shown in Table 10.1) the Residual Value is well over £400,000/ha in all cases, and when considered on a whole site basis the value is over £34,000,000 on the smallest of the sites.
- 10.22 At the time of this report it is premature to provide definitive advice as to the deliverability of these sites. In due course, when the Council has completed the work assessing the strategic infrastructure and mitigation requirements of these sites it will be necessary to revisit this analysis. In the meantime, it is recommended that that the Council continues to engage with the owners in line with the advice set out in the Harman Guidance (page 23):
- Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.*
- 10.23 It is likely that, when it comes to setting CIL these sites would be unable to bear CIL as well as affordable housing, and the full strategic infrastructure and mitigation costs.
- 10.24 On the smaller sites, outside the Ripon area, it is clear that 40% affordable housing is achievable on the greenfield sites, although it is important to note that at this level there is relatively little scope to introduce CIL or ask for other significant developer contributions.
- 10.25 In the locations outside the Ripon area the larger brownfield sites are challenging and based on the current available evidence, are unlikely to be able to bear the full 40% affordable housing requirements. It is recommended that the Council considers reducing the requirement on these sites, although as discussed later in this report, the impact of Starter Homes will be a pertinent issue to consider in this context and it is recommended that the viability evidence is updated prior to the Council considering a change to the target. The smaller sites tend to be shown as viable.
- 10.26 The results in the Ripon area are less good which is to be expected due to the lower price assumptions used in this area. Based on the viability results at this stage it is recommended that the Council considers a reduced affordable housing target in this area, although as mentioned above and explored later in this report the introduction of Starter Homes will need to be considered and it is recommended that the viability evidence is updated prior to the Council considering a change to the target.

### **Starter Homes**

- 10.27 As set out in Chapter 2 above, the Government has consulted on including Starter Homes within the definition of affordable housing and is expected to introduce new Regulations later in the year setting out the requirements in new development.





**Table 10.9a Impact of Starter Homes**  
**Ripon area – Increased Density**

Starter Homes 20%, Affordable Rent 20%													
	Developer Contribution				Alternative Use Value	Viability Threshold	Residual Value						
							£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 5	Large Greenfield 500	Generally	Ripon	Green	20,000	374,000	615,586	532,394	449,203	366,011	282,820	199,628	116,436
Site 6	Large Greenfield 225	Generally	Ripon	Green	20,000	374,000	767,547	665,732	563,916	462,101	360,285	258,470	156,654
Site 7	Medium Greenfield 130	Generally	Ripon	Green	20,000	374,000	489,341	367,355	245,369	123,383	-624	-128,619	-258,977
Site 8	Medium Greenfield 75	Generally	Ripon	Green	20,000	374,000	495,292	372,454	249,616	126,778	517	-128,372	-259,719
Site 9	Medium Greenfield 30	Generally	Ripon	Green	20,000	374,000	556,063	402,935	249,419	90,551	-70,121	-230,802	-395,408
Site 10	Medium Greenfield 15	Generally	Ripon	Green	20,000	374,000	548,032	392,894	235,481	76,482	-82,516	-241,814	-404,705
Site 11	Small Greenfield 10	Generally	Ripon	Green	50,000	410,000	906,594	735,828	563,772	389,243	213,797	38,351	-137,095
Site 12	Small Greenfield 6	Generally	Ripon	Green	50,000	410,000	988,645	809,081	627,423	445,765	264,107	82,449	-99,209
Site 13	Small Greenfield 4	Generally	Ripon	Green	50,000	410,000	2,383,944	2,204,677	2,022,187	1,839,696	1,657,206	1,474,715	1,290,818
Site 14	Small Greenfield 2	Generally	Ripon	Green	50,000	410,000	2,593,807	2,424,084	2,252,514	2,080,943	1,909,372	1,737,801	1,566,231
Site 15	Single Plot	Generally	Ripon	Green	50,000	410,000	2,534,055	2,360,500	2,186,944	2,013,389	1,839,833	1,666,278	1,492,722
Site 16	Large Brownfield 100	Generally	Ripon	Brown	600,000	720,000	321,475	180,430	38,219	-109,773	-259,706	-411,361	-563,833
Site 17	Medium Brownfield 50	Generally	Ripon	Brown	600,000	720,000	388,496	216,571	39,402	-140,992	-323,618	-508,461	-693,304
Site 18	Medium Brownfield 20	Generally	Ripon	Brown	600,000	720,000	321,015	139,299	-43,464	-226,227	-412,632	-599,862	-787,092
Site 19	Small Brownfield 10	Generally	Ripon	Brown	600,000	720,000	425,432	194,162	-37,108	-268,378	-503,809	-740,742	-977,675
Site 20	Small Brownfield 6	Generally	Ripon	Brown	600,000	720,000	459,553	253,674	47,795	-158,084	-366,047	-576,948	-787,848
Site 21	Small Brownfield 4	Generally	Ripon	Brown	600,000	720,000	1,493,271	1,288,576	1,083,881	879,186	674,491	469,796	265,101
Site 22	Small Brownfield 2	Generally	Ripon	Brown	600,000	720,000	1,633,235	1,426,165	1,219,096	1,012,026	804,956	597,887	390,817
Site 23	Single Brown	Generally	Ripon	Brown	600,000	720,000	2,780,311	2,519,977	2,259,644	1,999,311	1,738,977	1,478,644	1,218,311
Starter Homes 20%, Affordable Rent 15%													
	Developer Contribution				Alternative Use Value	Viability Threshold	Residual Value						
							£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 5	Large Greenfield 500	Generally	Ripon	Green	20,000	374,000	695,659	612,467	529,276	446,084	362,893	279,701	196,510
Site 6	Large Greenfield 225	Generally	Ripon	Green	20,000	374,000	865,922	764,106	662,291	560,475	458,660	356,844	255,029
Site 7	Medium Greenfield 130	Generally	Ripon	Green	20,000	374,000	578,273	456,287	334,301	212,314	90,328	-35,307	-163,302
Site 8	Medium Greenfield 75	Generally	Ripon	Green	20,000	374,000	584,403	461,565	338,727	215,889	93,051	-34,871	-163,778
Site 9	Medium Greenfield 30	Generally	Ripon	Green	20,000	374,000	664,271	511,142	358,014	203,196	43,417	-117,254	-278,913
Site 10	Medium Greenfield 15	Generally	Ripon	Green	20,000	374,000	655,352	503,325	347,399	189,089	30,091	-128,907	-289,164
Site 11	Small Greenfield 10	Generally	Ripon	Green	50,000	410,000	1,045,768	878,558	706,981	534,925	359,827	184,381	8,935
Site 12	Small Greenfield 6	Generally	Ripon	Green	50,000	410,000	1,133,849	955,701	775,489	593,831	412,173	230,515	48,857
Site 13	Small Greenfield 4	Generally	Ripon	Green	50,000	410,000	2,383,944	2,204,677	2,022,187	1,839,696	1,657,206	1,474,715	1,290,818
Site 14	Small Greenfield 2	Generally	Ripon	Green	50,000	410,000	2,593,807	2,424,084	2,252,514	2,080,943	1,909,372	1,737,801	1,566,231
Site 15	Single Plot	Generally	Ripon	Green	50,000	410,000	2,534,055	2,360,500	2,186,944	2,013,389	1,839,833	1,666,278	1,492,722
Site 16	Large Brownfield 100	Generally	Ripon	Brown	600,000	720,000	420,116	279,072	138,028	-6,272	-154,264	-305,159	-456,815
Site 17	Medium Brownfield 50	Generally	Ripon	Brown	600,000	720,000	508,334	336,408	164,037	-15,252	-195,646	-379,448	-564,291
Site 18	Medium Brownfield 20	Generally	Ripon	Brown	600,000	720,000	443,843	264,547	81,784	-100,980	-284,133	-471,363	-658,593
Site 19	Small Brownfield 10	Generally	Ripon	Brown	600,000	720,000	584,760	353,490	122,220	-109,050	-340,333	-577,266	-814,199
Site 20	Small Brownfield 6	Generally	Ripon	Brown	600,000	720,000	597,835	391,956	186,077	-19,802	-225,681	-435,075	-645,976
Site 21	Small Brownfield 4	Generally	Ripon	Brown	600,000	720,000	1,493,271	1,288,576	1,083,881	879,186	674,491	469,796	265,101
Site 22	Small Brownfield 2	Generally	Ripon	Brown	600,000	720,000	1,633,235	1,426,165	1,219,096	1,012,026	804,956	597,887	390,817
Site 23	Single Brown	Generally	Ripon	Brown	600,000	720,000	2,780,311	2,519,977	2,259,644	1,999,311	1,738,977	1,478,644	1,218,311

Source: HBC Whole Plan and CIL Viability Assessment, July 2016

**Table 10.9b Impact of Starter Homes  
Ripon area – Increased Density**

Starter Homes 20%, Affordable Rent 10%													
	Developer Contribution				Alternative Use Value	Viability Threshold	Residual Value						
							£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 5	Large Greenfield 500	Generally	Ripon	Green	20,000	374,000	775,715	692,541	609,349	526,157	442,966	359,774	276,583
Site 6	Large Greenfield 225	Generally	Ripon	Green	20,000	374,000	964,297	862,481	760,666	658,850	557,034	455,219	353,403
Site 7	Medium Greenfield 130	Generally	Ripon	Green	20,000	374,000	667,204	545,218	423,232	301,246	179,260	57,274	-69,990
Site 8	Medium Greenfield 75	Generally	Ripon	Green	20,000	374,000	673,515	550,677	427,839	305,001	182,163	58,511	-70,259
Site 9	Medium Greenfield 30	Generally	Ripon	Green	20,000	374,000	772,478	619,350	466,222	313,093	156,955	-3,716	-164,388
Site 10	Medium Greenfield 15	Generally	Ripon	Green	20,000	374,000	762,671	611,138	457,830	301,695	142,697	-16,301	-175,299
Site 11	Small Greenfield 10	Generally	Ripon	Green	50,000	410,000	1,184,942	1,017,732	850,189	678,133	505,857	330,411	154,965
Site 12	Small Greenfield 6	Generally	Ripon	Green	50,000	410,000	1,279,053	1,100,905	922,758	741,896	560,238	378,580	196,922
Site 13	Small Greenfield 4	Generally	Ripon	Green	50,000	410,000	2,383,944	2,204,677	2,022,187	1,839,696	1,657,206	1,474,715	1,290,818
Site 14	Small Greenfield 2	Generally	Ripon	Green	50,000	410,000	2,593,807	2,424,084	2,252,514	2,080,943	1,909,372	1,737,801	1,566,231
Site 15	Single Plot	Generally	Ripon	Green	50,000	410,000	2,534,055	2,360,500	2,186,944	2,013,389	1,839,833	1,666,278	1,492,722
Site 16	Large Brownfield 100	Generally	Ripon	Brown	600,000	720,000	518,774	377,714	236,669	95,625	-50,764	-198,957	-350,613
Site 17	Medium Brownfield 50	Generally	Ripon	Brown	600,000	720,000	628,171	456,245	284,320	110,439	-69,906	-250,436	-435,279
Site 18	Medium Brownfield 20	Generally	Ripon	Brown	600,000	720,000	563,283	387,438	207,031	24,268	-158,496	-342,863	-530,093
Site 19	Small Brownfield 10	Generally	Ripon	Brown	600,000	720,000	742,885	512,819	281,549	50,279	-180,991	-413,790	-650,723
Site 20	Small Brownfield 6	Generally	Ripon	Brown	600,000	720,000	736,118	530,239	324,360	118,481	-87,398	-293,278	-504,104
Site 21	Small Brownfield 4	Generally	Ripon	Brown	600,000	720,000	1,493,271	1,288,576	1,083,881	879,186	674,491	469,796	265,101
Site 22	Small Brownfield 2	Generally	Ripon	Brown	600,000	720,000	1,633,235	1,426,165	1,219,096	1,012,026	804,956	597,887	390,817
Site 23	Single Brown	Generally	Ripon	Brown	600,000	720,000	2,780,311	2,519,977	2,259,644	1,999,311	1,738,977	1,478,644	1,218,311
Starter Homes 20%, Affordable Rent 0%													
	Developer Contribution				Alternative Use Value	Viability Threshold	Residual Value						
							£0	£5,000	£10,000	£15,000	£20,000	£25,000	£30,000
Site 5	Large Greenfield 500	Generally	Ripon	Green	20,000	374,000	935,828	852,663	769,495	686,304	603,112	519,920	436,729
Site 6	Large Greenfield 225	Generally	Ripon	Green	20,000	374,000	1,161,046	1,059,230	957,415	855,599	753,784	651,968	550,153
Site 7	Medium Greenfield 130	Generally	Ripon	Green	20,000	374,000	845,067	723,081	601,094	479,108	357,122	235,136	113,150
Site 8	Medium Greenfield 75	Generally	Ripon	Green	20,000	374,000	851,737	728,899	606,061	483,223	360,385	237,547	114,709
Site 9	Medium Greenfield 30	Generally	Ripon	Green	20,000	374,000	988,894	835,765	682,637	529,508	376,380	222,095	62,688
Site 10	Medium Greenfield 15	Generally	Ripon	Green	20,000	374,000	977,311	825,778	674,244	522,711	366,840	208,912	49,914
Site 11	Small Greenfield 10	Generally	Ripon	Green	50,000	410,000	1,463,290	1,296,080	1,128,871	961,662	792,493	620,437	447,024
Site 12	Small Greenfield 6	Generally	Ripon	Green	50,000	410,000	1,566,676	1,391,314	1,213,166	1,035,018	856,369	674,711	493,053
Site 13	Small Greenfield 4	Generally	Ripon	Green	50,000	410,000	2,383,944	2,204,677	2,022,187	1,839,696	1,657,206	1,474,715	1,290,818
Site 14	Small Greenfield 2	Generally	Ripon	Green	50,000	410,000	2,593,807	2,424,084	2,252,514	2,080,943	1,909,372	1,737,801	1,566,231
Site 15	Single Plot	Generally	Ripon	Green	50,000	410,000	2,534,055	2,360,500	2,186,944	2,013,389	1,839,833	1,666,278	1,492,722
Site 16	Large Brownfield 100	Generally	Ripon	Brown	600,000	720,000	716,041	574,997	433,953	292,908	151,864	8,246	-139,747
Site 17	Medium Brownfield 50	Generally	Ripon	Brown	600,000	720,000	867,845	695,920	523,995	352,069	180,144	1,181	-179,214
Site 18	Medium Brownfield 20	Generally	Ripon	Brown	600,000	720,000	802,018	627,835	453,652	274,629	92,000	-90,764	-273,527
Site 19	Small Brownfield 10	Generally	Ripon	Brown	600,000	720,000	1,055,385	828,584	600,206	368,936	137,666	-93,604	-324,874
Site 20	Small Brownfield 6	Generally	Ripon	Brown	600,000	720,000	1,012,437	806,803	600,924	395,045	189,166	-16,713	-222,592
Site 21	Small Brownfield 4	Generally	Ripon	Brown	600,000	720,000	1,493,271	1,288,576	1,083,881	879,186	674,491	469,796	265,101
Site 22	Small Brownfield 2	Generally	Ripon	Brown	600,000	720,000	1,633,235	1,426,165	1,219,096	1,012,026	804,956	597,887	390,817
Site 23	Single Brown	Generally	Ripon	Brown	600,000	720,000	2,780,311	2,519,977	2,259,644	1,999,311	1,738,977	1,478,644	1,218,311

Source: HBC Whole Plan and CIL Viability Assessment, July 2016

10.29 The results are notably better where a portion of the affordable housing is provided as Starter Homes. The Residual Values are about 40% higher (about £250,000/ha) where the affordable housing is provided as 20% Starter Homes/20% Affordable Rent rather than under the Council's preferred mix. The proportion is similar at lower overall provision.

10.30 This analysis should give the Council confidence that the introduction of Starter Homes is likely to improve viability somewhat. Prior to the publication of the Starter Homes Regulations (which are expected in Autumn 2016) the Council should be cautious about using this analysis to develop policy further. It will be necessary to consider Starter Homes when considering the affordable housing requirement on brownfield sites (as mentioned earlier in this chapter) and CIL in due course.

### **Developer's Return**

- 10.31 Through the consultation process several developers suggested that the developer's return should better be assessed as 20% of Gross Development Value (GDV) rather than as 20% of the development costs. Further appraisals have been run for both the SHMA market housing mix (and the consequent higher development density) set out above.



**Table 10.10a varied Developer's Return – Residual Values**  
**40% Affordable, s106 £2,000/unit – SHMA MIX**

<b>HBC Excluding Ripon</b>								
					Alternative Use Value	Viability Threshold	Residual Value	
							20% Cost	20% GDV
Site 1	Green Hammerton 2130	A1 Corridor	Green	Agricultural	20,000	374,000	197,559	132,582
Site 2	Green Hammerton 3703	A1 Corridor	Green	Agricultural	20,000	374,000	166,995	108,754
Site 3	Flaxby 2810	A1 Corridor	Green	Agricultural	20,000	374,000	181,624	121,222
Site 4	Flaxby 4668	A1 Corridor	Green	Agricultural	20,000	374,000	151,776	97,266
Site 5	Large Greenfield 500	Generally	Green	Agricultural	20,000	374,000	277,126	192,667
Site 6	Large Greenfield 225	Generally	Green	Agricultural	20,000	374,000	355,361	254,157
Site 7	Medium Greenfield 130	Generally	Green	Agricultural	20,000	374,000	530,896	390,056
Site 8	Medium Greenfield 75	Generally	Green	Agricultural	20,000	374,000	547,304	404,066
Site 9	Medium Greenfield 30	Generally	Green	Agricultural	20,000	374,000	554,157	395,391
Site 10	Medium Greenfield 15	Generally	Green	Agricultural	20,000	374,000	633,010	457,802
Site 11	Small Greenfield 10	Generally	Green	Paddock	50,000	410,000	674,279	497,335
Site 12	Small Greenfield 6	Generally	Green	Paddock	50,000	410,000	787,175	595,374
Site 13	Small Greenfield 4	Generally	Green	Paddock	50,000	410,000	2,523,892	2,215,923
Site 14	Small Greenfield 2	Generally	Green	Paddock	50,000	410,000	2,933,689	2,567,045
Site 15	Single Plot	Generally	Green	Paddock	50,000	410,000	3,387,720	2,943,662
Site 16	Large Brownfield 100	Generally	Brown	Industrial	600,000	720,000	321,019	166,142
Site 17	Medium Brownfield 50	Generally	Brown	Industrial	600,000	720,000	386,810	195,780
Site 18	Medium Brownfield 20	Generally	Brown	Industrial	600,000	720,000	355,018	151,622
Site 19	Small Brownfield 10	Generally	Brown	Industrial	600,000	720,000	334,194	168,762
Site 20	Small Brownfield 6	Generally	Brown	Industrial	600,000	720,000	679,944	497,738
Site 21	Small Brownfield 4	Generally	Brown	Industrial	600,000	720,000	2,299,700	2,018,288
Site 22	Small Brownfield 2	Generally	Brown	Industrial	600,000	720,000	2,518,174	2,200,605
Site 23	Single Brown	Generally	Brown	Industrial	600,000	720,000	4,291,579	3,791,949
Site 24	Urban Flats	Generally	Brown	Industrial	600,000	720,000	2,939,475	2,576,733
<b>Ripon Area</b>								
					Alternative Use Value	Viability Threshold	Residual Value	
							20% Cost	20% GDV
Site 5	Large Greenfield 500	Ripon	Green	Agricultural	20,000	374,000	277,126	192,667
Site 6	Large Greenfield 225	Ripon	Green	Agricultural	20,000	374,000	355,361	254,157
Site 7	Medium Greenfield 130	Ripon	Green	Agricultural	20,000	374,000	145,597	27,282
Site 8	Medium Greenfield 75	Ripon	Green	Agricultural	20,000	374,000	156,205	34,381
Site 9	Medium Greenfield 30	Ripon	Green	Agricultural	20,000	374,000	117,797	-22,954
Site 10	Medium Greenfield 15	Ripon	Green	Agricultural	20,000	374,000	101,173	-49,971
Site 11	Small Greenfield 10	Ripon	Green	Paddock	50,000	410,000	356,531	194,440
Site 12	Small Greenfield 6	Ripon	Green	Paddock	50,000	410,000	437,827	264,946
Site 13	Small Greenfield 4	Ripon	Green	Paddock	50,000	410,000	1,869,941	1,590,705
Site 14	Small Greenfield 2	Ripon	Green	Paddock	50,000	410,000	2,165,575	1,836,118
Site 15	Single Plot	Ripon	Green	Paddock	50,000	410,000	2,464,633	2,071,716
Site 16	Large Brownfield 100	Ripon	Brown	Industrial	600,000	720,000	-56,278	-197,133
Site 17	Medium Brownfield 50	Ripon	Brown	Industrial	600,000	720,000	-78,532	-253,469
Site 18	Medium Brownfield 20	Ripon	Brown	Industrial	600,000	720,000	-127,883	-308,032
Site 19	Small Brownfield 10	Ripon	Brown	Industrial	600,000	720,000	-206,936	-423,652
Site 20	Small Brownfield 6	Ripon	Brown	Industrial	600,000	720,000	104,732	-120,134
Site 21	Small Brownfield 4	Ripon	Brown	Industrial	600,000	720,000	1,363,656	1,055,732
Site 22	Small Brownfield 2	Ripon	Brown	Industrial	600,000	720,000	1,478,369	1,136,893
Site 23	Single Brown	Ripon	Brown	Industrial	600,000	720,000	2,676,177	2,138,585

Source: HBC Whole Plan and CIL Viability Assessment, July 2016

**Table 10.10b varied Developer's Return – Residual Values**  
**40% Affordable, s106 £2,000/unit – Increased Density**

<b>HBC Excluding Ripon</b>								
					Alternative Use Value	Viability Threshold	Residual Value	
							20% Cost	20% GDV
Site 1	Green Hammerton 2130	A1 Corridor	Green	Agricultural	20,000	374,000	307,808	223,080
Site 2	Green Hammerton 3703	A1 Corridor	Green	Agricultural	20,000	374,000	262,799	186,280
Site 3	Flaxby 2810	A1 Corridor	Green	Agricultural	20,000	374,000	284,062	204,741
Site 4	Flaxby 4668	A1 Corridor	Green	Agricultural	20,000	374,000	240,423	169,139
Site 5	Large Greenfield 500	Generally	Green	Agricultural	20,000	374,000	397,258	293,095
Site 6	Large Greenfield 225	Generally	Green	Agricultural	20,000	374,000	500,797	376,729
Site 7	Medium Greenfield 130	Generally	Green	Agricultural	20,000	374,000	682,880	524,779
Site 8	Medium Greenfield 75	Generally	Green	Agricultural	20,000	374,000	694,110	534,302
Site 9	Medium Greenfield 30	Generally	Green	Agricultural	20,000	374,000	798,474	603,255
Site 10	Medium Greenfield 15	Generally	Green	Agricultural	20,000	374,000	853,833	655,882
Site 11	Small Greenfield 10	Generally	Green	Paddock	50,000	410,000	909,499	690,197
Site 12	Small Greenfield 6	Generally	Green	Paddock	50,000	410,000	1,001,541	771,447
Site 13	Small Greenfield 4	Generally	Green	Paddock	50,000	410,000	3,110,258	2,731,233
Site 14	Small Greenfield 2	Generally	Green	Paddock	50,000	410,000	3,422,637	2,994,886
Site 15	Single Plot	Generally	Green	Paddock	50,000	410,000	3,387,720	2,943,662
Site 16	Large Brownfield 100	Generally	Brown	Industrial	600,000	720,000	465,726	292,203
Site 17	Medium Brownfield 50	Generally	Brown	Industrial	600,000	720,000	574,350	359,235
Site 18	Medium Brownfield 20	Generally	Brown	Industrial	600,000	720,000	496,385	277,716
Site 19	Small Brownfield 10	Generally	Brown	Industrial	600,000	720,000	597,167	319,407
Site 20	Small Brownfield 6	Generally	Brown	Industrial	600,000	720,000	619,647	371,971
Site 21	Small Brownfield 4	Generally	Brown	Industrial	600,000	720,000	2,375,457	2,009,738
Site 22	Small Brownfield 2	Generally	Brown	Industrial	600,000	720,000	2,634,935	2,218,253
Site 23	Single Brown	Generally	Brown	Industrial	600,000	720,000	4,291,579	3,664,491
Site 24	Urban Flats	Generally	Brown	Industrial	600,000	720,000	3,017,556	2,533,824
<b>Ripon Area</b>								
					Alternative Use Value	Viability Threshold	Residual Value	
							20% Cost	20% GDV
Site 5	Large Greenfield 500	Generally	Green	Agricultural	20,000	374,000	397,258	293,095
Site 6	Large Greenfield 225	Generally	Green	Agricultural	20,000	374,000	500,797	376,729
Site 7	Medium Greenfield 130	Generally	Green	Agricultural	20,000	374,000	244,588	112,918
Site 8	Medium Greenfield 75	Generally	Green	Agricultural	20,000	374,000	251,580	118,089
Site 9	Medium Greenfield 30	Generally	Green	Agricultural	20,000	374,000	257,826	87,252
Site 10	Medium Greenfield 15	Generally	Green	Agricultural	20,000	374,000	244,615	72,771
Site 11	Small Greenfield 10	Generally	Green	Paddock	50,000	410,000	511,446	309,607
Site 12	Small Greenfield 6	Generally	Green	Paddock	50,000	410,000	587,671	378,594
Site 13	Small Greenfield 4	Generally	Green	Paddock	50,000	410,000	2,313,004	1,970,499
Site 14	Small Greenfield 2	Generally	Green	Paddock	50,000	410,000	2,526,505	2,142,138
Site 15	Single Plot	Generally	Green	Paddock	50,000	410,000	2,464,633	2,071,716
Site 16	Large Brownfield 100	Generally	Brown	Industrial	600,000	720,000	42,441	-113,522
Site 17	Medium Brownfield 50	Generally	Brown	Industrial	600,000	720,000	48,897	-145,708
Site 18	Medium Brownfield 20	Generally	Brown	Industrial	600,000	720,000	-34,710	-228,828
Site 19	Small Brownfield 10	Generally	Brown	Industrial	600,000	720,000	-29,032	-271,135
Site 20	Small Brownfield 6	Generally	Brown	Industrial	600,000	720,000	69,312	-147,469
Site 21	Small Brownfield 4	Generally	Brown	Industrial	600,000	720,000	1,411,393	1,093,897
Site 22	Small Brownfield 2	Generally	Brown	Industrial	600,000	720,000	1,550,407	1,194,217
Site 23	Single Brown	Generally	Brown	Industrial	600,000	720,000	2,676,177	2,138,585

Source: HBC Whole Plan and CIL Viability Assessment, July 2016

10.32 The results are less good when assessed under the alternative percentages, although the difference is small. The Council can therefore have confidence that if some developers do use the alternative approach, the results, in terms of the numbers and types of sites, would not be fundamentally different.

**The Impact of the Council's Transfer Price.**

10.33 As set out in Chapter 8 above, the Council's current Affordable Housing Guidance specifies the price paid to developers for affordable housing.

*The flat rate of £1100psm will apply to all other agreed property sizes up to a maximum of 90sm for a 3-bed property or 100sm for a 4-bed property. Where affordable flats are delivered, the transfer price is £1050psm GIA (not including common parts). The lower price reflects the purchaser's liability for service charges.*

10.34 We understand that the Council has steps in place to guarantee these amounts and has a long track record of making this policy work (although it is beyond the scope of this study to investigate this).

10.35 As set out in Chapter 4 above, the following values have been assessed:

- a. Social Rent                      £990/m<sup>2</sup>
- b. Affordable Rent                £1,260/m<sup>2</sup>
- c. Intermediate Housing 65% Open Market Value

10.36 The Council does not specify a preferred tenure (Affordable Rent, Social Rent or Intermediate Housing), but it is understood that most affordable housing for rent is supplied as the more valuable Affordable Rent rather than Social Rent.

10.37 The base appraisals have been re-run, at the increased density at a range of affordable requirements, substituting the transfer value with the assessed values above. It is assumed that the affordable housing is provided as 75% Affordable Rent and 25% Intermediate Housing to Buy.

**Table 10.11 Impact of Transfer Prices – Residual Value  
30% & 40% Affordable (75% Affordable Rent / 25% Intermediate) – Increased Density**

HBC Excluding Ripon Area					Alternative Use Value	Viability Threshold	Residual Value			
							30%		40%	
							Transfer Price	At Value	Transfer Price	At Value
Site 1	Green Hammerton 2130	A1 Corridor	Green	Agricultural	20,000	374,000	441,532	504,401	307,808	391,634
Site 2	Green Hammerton 3703	A1 Corridor	Green	Agricultural	20,000	374,000	381,464	437,180	262,799	337,308
Site 3	Flaxby 2810	A1 Corridor	Green	Agricultural	20,000	374,000	408,976	467,342	284,062	362,421
Site 4	Flaxby 4668	A1 Corridor	Green	Agricultural	20,000	374,000	351,107	402,846	240,423	309,989
Site 5	Large Greenfield 500	Generally	Green	Agricultural	20,000	374,000	557,404	632,411	397,258	497,267
Site 6	Large Greenfield 225	Generally	Green	Agricultural	20,000	374,000	697,546	789,161	500,797	622,950
Site 7	Medium Greenfield 130	Generally	Green	Agricultural	20,000	374,000	933,791	1,049,728	682,880	837,462
Site 8	Medium Greenfield 75	Generally	Green	Agricultural	20,000	374,000	946,088	1,061,207	694,110	847,602
Site 9	Medium Greenfield 30	Generally	Green	Agricultural	20,000	374,000	1,104,972	1,245,093	798,474	985,302
Site 10	Medium Greenfield 15	Generally	Green	Agricultural	20,000	374,000	1,168,500	1,310,644	853,833	1,043,358
Site 11	Small Greenfield 10	Generally	Green	Paddock	50,000	410,000	1,252,525	1,411,664	909,499	1,121,684
Site 12	Small Greenfield 6	Generally	Green	Paddock	50,000	410,000	1,359,979	1,520,541	1,001,541	1,217,555
Site 13	Small Greenfield 4	Generally	Green	Paddock	50,000	410,000	3,110,258	3,110,258	3,110,258	3,110,258
Site 14	Small Greenfield 2	Generally	Green	Paddock	50,000	410,000	3,422,637	3,422,637	3,422,637	3,422,637
Site 15	Single Plot	Generally	Green	Paddock	50,000	410,000	3,387,720	3,387,720	3,387,720	3,387,720
Site 16	Large Brownfield 100	Generally	Brown	Industrial	600,000	720,000	733,396	860,670	465,726	635,425
Site 17	Medium Brownfield 50	Generally	Brown	Industrial	600,000	720,000	900,801	1,053,561	574,350	778,031
Site 18	Medium Brownfield 20	Generally	Brown	Industrial	600,000	720,000	820,429	975,670	496,385	703,371
Site 19	Small Brownfield 10	Generally	Brown	Industrial	600,000	720,000	1,013,652	1,209,839	597,167	863,225
Site 20	Small Brownfield 6	Generally	Brown	Industrial	600,000	720,000	987,934	1,156,860	619,647	849,003
Site 21	Small Brownfield 4	Generally	Brown	Industrial	600,000	720,000	2,375,457	2,375,457	2,375,457	2,375,457
Site 22	Small Brownfield 2	Generally	Brown	Industrial	600,000	720,000	2,634,935	2,634,935	2,634,935	2,634,935
Site 23	Single Brown	Generally	Brown	Industrial	600,000	720,000	4,291,579	4,291,579	4,291,579	4,291,579
Site 24	Urban Flats	Generally	Brown	Industrial	600,000	720,000	3,017,556	3,017,556	3,017,556	3,017,556
Ripon Area					Alternative Use Value	Viability Threshold	Residual Value			
							30%		40%	
							Transfer Price	At Value	Transfer Price	At Value
Site 5	Large Greenfield 500	Ripon	Green	Agricultural	20,000	374,000	557,404	632,411	397,258	163,449
Site 6	Large Greenfield 225	Ripon	Green	Agricultural	20,000	374,000	697,546	789,161	500,797	215,220
Site 7	Medium Greenfield 130	Ripon	Green	Agricultural	20,000	374,000	422,451	509,341	244,588	-135,144
Site 8	Medium Greenfield 75	Ripon	Green	Agricultural	20,000	374,000	429,803	516,081	251,580	-126,585
Site 9	Medium Greenfield 30	Ripon	Green	Agricultural	20,000	374,000	474,392	579,407	257,826	-211,561
Site 10	Medium Greenfield 15	Ripon	Green	Agricultural	20,000	374,000	466,788	571,957	244,615	-220,840
Site 11	Small Greenfield 10	Ripon	Green	Paddock	50,000	410,000	797,974	933,059	511,446	15,148
Site 12	Small Greenfield 6	Ripon	Green	Paddock	50,000	410,000	883,773	1,019,457	587,671	96,651
Site 13	Small Greenfield 4	Ripon	Green	Paddock	50,000	410,000	2,313,004	2,313,004	2,313,004	2,313,004
Site 14	Small Greenfield 2	Ripon	Green	Paddock	50,000	410,000	2,526,505	2,526,505	2,526,505	2,526,505
Site 15	Single Plot	Ripon	Green	Paddock	50,000	410,000	2,464,633	2,464,633	2,464,633	2,464,633
Site 16	Large Brownfield 100	Ripon	Brown	Industrial	600,000	720,000	240,692	339,828	42,441	-419,887
Site 17	Medium Brownfield 50	Ripon	Brown	Industrial	600,000	720,000	293,369	412,356	48,897	-505,407
Site 18	Medium Brownfield 20	Ripon	Brown	Industrial	600,000	720,000	215,785	341,214	-34,710	-599,532
Site 19	Small Brownfield 10	Ripon	Brown	Industrial	600,000	720,000	289,625	450,121	-29,032	-725,709
Site 20	Small Brownfield 6	Ripon	Brown	Industrial	600,000	720,000	345,877	482,399	69,312	-521,005
Site 21	Small Brownfield 4	Ripon	Brown	Industrial	600,000	720,000	1,411,393	1,411,393	1,411,393	1,411,393
Site 22	Small Brownfield 2	Ripon	Brown	Industrial	600,000	720,000	1,550,407	1,550,407	1,550,407	1,550,407
Site 23	Single Brown	Ripon	Brown	Industrial	600,000	720,000	2,676,177	2,676,177	2,676,177	2,676,177

Source: HBC Whole Plan and CIL Viability Assessment, July 2016

10.38 In all cases the Residual Value is notably higher where the affordable housing is assessed at the prevailing values of affordable housing, rather than assumed to be at the transfer value. In some cases, this is sufficient to move some sites from unviable (or marginal) to viable. The Council's policy in this area is depressing the value of affordable housing and this has the effect of reducing the amount of affordable housing.

- 10.39 Having said this, it is important to note that the Council's involvement in the process and the fact they have steps in place to guarantee the transfer prices can have the effect of reducing the risk to developers and therefore increase their willingness to provide affordable housing. A decision to move away from the transfer price system – which is a system that is currently working well – should only be taken following detailed further discussion with the Council's housing / enabling officers, housing associations and the development industry. This report is NOT recommending a change and the current system does have some clear advantages:
- a. The use of transfer prices gives clarity and certainty to the developer and the housing association alike. This reduces the risks of development.
  - b. Affordable Rents (Affordable Rent and Social Rent) are reducing by 1% per annum. This is an area of uncertainty to the Registered Provider business models. A higher transfer prices could mean fewer affordable homes as the RPs may not be able to purchase at higher prices.
  - c. HBC has advised that the fixed transfer price mechanism has been approved by the Homes and Communities Agency (HCA), and is used elsewhere (for example, in neighbouring local authority Craven DC) and is accepted as being fair and transparent (and, as such, obviates time spent approaching multiple RPs and uncertainty on the part of the developer).
  - d. The Council advise that the Transfer Price system has worked well now for over a decade.

#### **Using floor area as the basis of the affordable target**

- 10.40 The Council has observed a trend of an increase in the size of market units, with developers submitting applications where over half the units are 4 and 5 bedroom units. As a result, the base appraisals (increased density) have been re-run with the affordable housing calculated as a percentage of the floor area rather than the number of units. The results of this analysis are set out below:



**Table 10.12b Affordable Housing by Units v Floor Area – Residual Values**  
**Varied Affordable, s106 £2,000/unit – Increased Density**  
**Ripon Area**

**Affordable Target by % of Units**

Ripon Area					Alternative Use Value	Viability Threshold	Residual Value						
							0%	10%	20%	30%	40%	50%	
Site 5	Large Greenfield 500	Ripon	Green	Agricultural	20,000	374,000	1,037,778	877,666	717,550	557,404	397,258	237,112	
Site 6	Large Greenfield 225	Ripon	Green	Agricultural	20,000	374,000	1,287,794	1,091,045	894,296	697,546	500,797	304,048	
Site 7	Medium Greenfield 130	Ripon	Green	Agricultural	20,000	374,000	956,038	778,176	600,313	422,451	244,588	66,725	
Site 8	Medium Greenfield 75	Ripon	Green	Agricultural	20,000	374,000	964,471	786,249	608,026	429,803	251,580	72,950	
Site 9	Medium Greenfield 30	Ripon	Green	Agricultural	20,000	374,000	1,123,637	907,222	690,807	474,392	257,826	32,719	
Site 10	Medium Greenfield 15	Ripon	Green	Agricultural	20,000	374,000	1,112,229	897,590	682,950	466,788	244,615	19,402	
Site 11	Small Greenfield 10	Ripon	Green	Paddock	50,000	410,000	1,634,823	1,356,475	1,078,127	797,974	511,446	219,386	
Site 12	Small Greenfield 6	Ripon	Green	Paddock	50,000	410,000	1,746,987	1,464,590	1,174,181	883,773	587,671	291,540	
Site 13	Small Greenfield 4	Ripon	Green	Paddock	50,000	410,000	2,313,004	2,313,004	2,313,004	2,313,004	2,313,004	2,313,004	
Site 14	Small Greenfield 2	Ripon	Green	Paddock	50,000	410,000	2,526,505	2,526,505	2,526,505	2,526,505	2,526,505	2,526,505	
Site 15	Single Plot	Ripon	Green	Paddock	50,000	410,000	2,464,633	2,464,633	2,464,633	2,464,633	2,464,633	2,464,633	
Site 16	Large Brownfield 100	Ripon	Brown	Industrial	600,000	720,000	832,542	635,259	437,976	240,692	42,441	-164,713	
Site 17	Medium Brownfield 50	Ripon	Brown	Industrial	600,000	720,000	1,012,393	772,718	533,043	293,369	48,897	-202,584	
Site 18	Medium Brownfield 20	Ripon	Brown	Industrial	600,000	720,000	939,464	700,729	461,995	215,785	-34,710	-286,536	
Site 19	Small Brownfield 10	Ripon	Brown	Industrial	600,000	720,000	1,231,932	922,202	608,282	289,625	-29,032	-349,049	
Site 20	Small Brownfield 6	Ripon	Brown	Industrial	600,000	720,000	1,172,179	899,007	622,442	345,877	69,312	-207,252	
Site 21	Small Brownfield 4	Ripon	Brown	Industrial	600,000	720,000	1,411,393	1,411,393	1,411,393	1,411,393	1,411,393	1,411,393	
Site 22	Small Brownfield 2	Ripon	Brown	Industrial	600,000	720,000	1,550,407	1,550,407	1,550,407	1,550,407	1,550,407	1,550,407	
Site 23	Single Brown	Ripon	Brown	Industrial	600,000	720,000	2,676,177	2,676,177	2,676,177	2,676,177	2,676,177	2,676,177	

**Affordable Target by % of Floor Area**

Ripon Area					Alternative Use Value	Viability Threshold	Residual Value						
							0%	10%	20%	30%	40%	50%	
Site 5	Large Greenfield 500	Ripon	Green	Agricultural	20,000	374,000	959,609	800,533	641,441	482,328	323,214	164,100	
Site 6	Large Greenfield 225	Ripon	Green	Agricultural	20,000	374,000	1,187,733	992,463	797,193	601,923	406,654	211,384	
Site 7	Medium Greenfield 130	Ripon	Green	Agricultural	20,000	374,000	881,590	700,882	520,174	339,466	158,757	-25,122	
Site 8	Medium Greenfield 75	Ripon	Green	Agricultural	20,000	374,000	882,639	701,525	520,411	339,297	158,183	-27,677	
Site 9	Medium Greenfield 30	Ripon	Green	Agricultural	20,000	374,000	1,034,220	811,669	589,119	366,568	140,223	-93,291	
Site 10	Medium Greenfield 15	Ripon	Green	Agricultural	20,000	374,000	1,011,771	791,922	572,073	347,337	117,344	-113,335	
Site 11	Small Greenfield 10	Ripon	Green	Paddock	50,000	410,000	1,511,631	1,231,513	951,395	665,747	374,756	80,839	
Site 12	Small Greenfield 6	Ripon	Green	Paddock	50,000	410,000	1,684,802	1,384,450	1,077,889	769,139	456,537	143,935	
Site 13	Small Greenfield 4	Ripon	Green	Paddock	50,000	410,000	2,158,356	2,158,356	2,158,356	2,158,356	2,158,356	2,158,356	
Site 14	Small Greenfield 2	Ripon	Green	Paddock	50,000	410,000	2,526,505	2,526,505	2,526,505	2,526,505	2,526,505	2,526,505	
Site 15	Single Plot	Ripon	Green	Paddock	50,000	410,000	2,464,633	2,464,633	2,464,633	2,464,633	2,464,633	2,464,633	
Site 16	Large Brownfield 100	Ripon	Brown	Industrial	600,000	720,000	766,843	562,174	357,504	152,835	-57,495	-275,110	
Site 17	Medium Brownfield 50	Ripon	Brown	Industrial	600,000	720,000	926,513	675,447	424,382	173,127	-89,021	-356,119	
Site 18	Medium Brownfield 20	Ripon	Brown	Industrial	600,000	720,000	866,917	618,295	367,449	108,542	-152,328	-417,717	
Site 19	Small Brownfield 10	Ripon	Brown	Industrial	600,000	720,000	1,135,931	810,260	480,702	148,614	-183,474	-521,114	
Site 20	Small Brownfield 6	Ripon	Brown	Industrial	600,000	720,000	1,128,171	827,026	523,355	219,685	-83,986	-390,943	
Site 21	Small Brownfield 4	Ripon	Brown	Industrial	600,000	720,000	1,336,804	1,336,804	1,336,804	1,336,804	1,336,804	1,336,804	
Site 22	Small Brownfield 2	Ripon	Brown	Industrial	600,000	720,000	1,550,407	1,550,407	1,550,407	1,550,407	1,550,407	1,550,407	
Site 23	Single Brown	Ripon	Brown	Industrial	600,000	720,000	2,676,177	2,676,177	2,676,177	2,676,177	2,676,177	2,676,177	

Source: HBC Whole Plan and CIL Viability Assessment, July 2016

- 10.41 Whether the affordable housing target is calculated as a proportion of units or as a proportion of the floor area is a matter of ‘maths’, but moving to a floor area system may have advantages when it comes to delivering the mix of units preferred by the Council to meet housing needs.
- 10.42 The analysis shows that the sites become unviable at a lower percentage of floor space than units. This is because the affordable units are normally smaller than the market units.
- 10.43 When finalising the policy, it will be necessary to consider the wider development management and plan-making process. Whilst there is no technical reason why the affordable housing target should not be expressed as a proportion of the floor area, it is recommended that any decision is delayed until the Starter Homes Regulations are published. It could be overly complicated and potentially confusing for the requirement for Starter Homes to be expressed

through the regulations as a proportion of the number of units, and for the Council to have a different target for affordable housing expressed as a percentage of floor area.

### **Self Build and Custom Build**

- 10.44 As set out in Chapter 8 above Draft Policy HS3: Self and Custom Build Housing introduces a requirement that on sites of 20 dwellings or more, developers will be required to supply at least 5% of dwelling plots for sale to self-builders. In these cases, the plots should be made available and marketed appropriately for at least 12 months.
- 10.45 The site threshold size is 20 units so a site of 20 units will be required to provide 1 plot. It is assumed that this policy will be implemented on a 'whole plot' basis, so sites over 40 units would be required to provide 2 plots, sites over 60 units would be required to provide 3 plots and so on. As set out in Figure 9.2 above, this draft policy would impact on a high proportion of sites.
- 10.46 If a developer is to sell a plot as a serviced self-build plot they would not receive the profit from building the unit, they would however receive the price for the plot. If they were to provide the plot as a custom build plot they would still receive a payment for the land and the price paid could incorporate the developers profit. The impact on viability is therefore the balance between the profit foregone and the receipt for the serviced plot.
- 10.47 As set out in Chapter 7 above, the developer's return is calculated as 20% of development costs. This varies from site to site but is typically around £35,000 per unit sold.
- 10.48 We have undertaken a review of small and single plots currently on the market in the HBC area. These are summarised in Table 6.3 above, although it is important to note that most of these are simply small sites, rather than being a self-build plot on a housing estate.
- 10.49 The average asking price of the sites shown in the table is a little below £100,000 per plot. On this basis a safe assumption would be that a self-build plot would be worth in excess of £80,000.
- 10.50 The modelling in the Viability Assessment is based on 32 to 35 units per net ha with allowance for open space (as set out in Table 9.4 above). On this basis a self-build plot is likely to be about 0.04ha or so.
- 10.51 A plot price of £150,000 would work to a land value of about £2,560,000/ha. This is substantially above the Viability Threshold and allows plenty of scope to the services to be laid on to the plot or plots.
- 10.52 Based on the above analysis it is unlikely that the requirements for self-build plots will adversely impact on viability. It is important to note that the self-build plots will be exempt from CIL under the amended CIL Regulations so when it comes to considering whether or not CIL puts the development plan at serious risk the answer will be no.



## Commuted Sums

- 10.53 The Council's preference is for affordable housing to be delivered on site. This approach is in line with Paragraph 50 of the NPPF that says:

*To deliver a wide choice of high quality homes, widen opportunities for home ownership and create sustainable, inclusive and mixed communities, local planning authorities should ... where they have identified that affordable housing is needed, set policies for meeting this need on site, unless off-site provision or a financial contribution of broadly equivalent value can be robustly justified (for example to improve or make more effective use of the existing housing stock) and the agreed approach contributes to the objective of creating mixed and balanced communities. ...*

- 10.54 It is sensible for councils to set out guidance as to how a commuted sum would be calculated so as to provide transparency, and to avoid the undue delays that might arise during s106 negotiations if details of a payment had to be developed from first principles on each occasion. The analysis provides a basis on which it would be possible to formulate appropriate arrangements for calculating the commuted sum. Across the country different councils have taken different approaches, sometimes calculating contributions on a site by site basis, other times setting out a predetermined 'commuted sum'.

### *Review of plan policy formulae*

- 10.55 Some time ago we researched the nature of commuted sum formulations in then approved or emerging local planning policies. Whilst some relied on generalities, the vast majority - almost all of those we looked at – which had developed a specific formula, had used one which derived from the Housing Corporation's Total Cost Indicator (TCI) system. This system was designed to provide cost discipline, so as to ensure that affordable housing was procured by Registered Social Landlords on terms which produced value for money for the public subsidy, Social Housing Grant (SHG), which had been the normal funding basis through which it was provided.
- 10.56 Given that this was its purpose, the TCI was useful in providing a basis for calculating commuted sums. It was designed to provide cost guidance specifically related to each local council area; contained such guidance for each of a large number of different dwelling size bands; and was updated through indexing and readjustment each year, so remained current.
- 10.57 Unfortunately, the Housing Corporation replaced the TCI system with an approach which does not provide these benefits. This reflected, to some extent, the move towards a more targeted use of SHG and a greater reliance on developer subsidy. However, from the viewpoint of commuted sum formulation, the change is, in some respects, to be regretted.

### *Alternative approach*

- 10.58 We have adopted an approach to the calculation of the developer contribution, utilising the site viability analysis. It is based upon the contribution that the developer would have made if an on-site affordable contribution were delivered.
- 10.59 The calculation works as follows:

- a. Estimate the value of the site with 100% market housing.
- b. Estimate the Residual Value of the site with the target level of affordable housing contribution previously recommended.

10.60 The difference between (a) and (b) is the loss in site value due to the affordable housing policy contribution. This is set out in the following table:



**Table 10.13b Affordable Housing Contribution: Calculations**  
**HBC Area Excluding Ripon**

Residual Value									
Ripon Area			Units	Residual Value					
				0%	10%	20%	30%	40%	50%
Site 5	Large Greenfield 500	Ripon	500	26,951,091	22,792,977	18,634,784	14,475,787	10,316,789	6,157,792
Site 6	Large Greenfield 225	Ripon	225	12,736,285	10,790,434	8,844,584	6,898,733	4,952,883	3,007,032
Site 7	Medium Greenfield 130	Ripon	130	4,732,390	3,851,971	2,971,551	2,091,131	1,210,711	330,291
Site 8	Medium Greenfield 75	Ripon	75	2,758,388	2,248,671	1,738,954	1,229,236	719,519	208,637
Site 9	Medium Greenfield 30	Ripon	30	1,067,456	861,861	656,267	450,672	244,935	31,083
Site 10	Medium Greenfield 15	Ripon	15	533,870	430,843	327,816	224,058	117,415	9,313
Site 11	Small Greenfield 10	Ripon	10	474,099	393,378	312,657	231,412	148,319	63,622
Site 12	Small Greenfield 6	Ripon	6	296,988	248,980	199,611	150,241	99,904	49,562
Site 13	Small Greenfield 4	Ripon	4	254,430	254,430	254,430	254,430	254,430	254,430
Site 14	Small Greenfield 2	Ripon	2	151,590	151,590	151,590	151,590	151,590	151,590
Site 15	Single Plot	Ripon	1	73,939	73,939	73,939	73,939	73,939	73,939
Site 16	Large Brownfield 100	Ripon	100	2,772,366	2,115,412	1,458,459	801,505	141,328	-548,496
Site 17	Medium Brownfield 50	Ripon	50	1,407,226	1,074,078	740,930	407,783	67,967	-281,592
Site 18	Medium Brownfield 20	Ripon	20	526,100	392,408	258,717	120,840	-19,438	-160,460
Site 19	Small Brownfield 10	Ripon	10	271,025	202,885	133,822	63,717	-6,387	-76,791
Site 20	Small Brownfield 6	Ripon	6	175,827	134,851	93,366	51,882	10,397	-31,088
Site 21	Small Brownfield 4	Ripon	4	141,139	141,139	141,139	141,139	141,139	141,139
Site 22	Small Brownfield 2	Ripon	2	77,520	77,520	77,520	77,520	77,520	77,520
Site 23	Single Brown	Ripon	1	53,524	53,524	53,524	53,524	53,524	53,524
Difference									
Ripon Area			Units	Residual Value					
				0%	10%	20%	30%	40%	50%
Site 5	Large Greenfield 500	Ripon	500		4,158,114	8,316,308	12,475,305	16,634,302	20,793,299
Site 6	Large Greenfield 225	Ripon	225		1,945,851	3,891,701	5,837,552	7,783,402	9,729,253
Site 7	Medium Greenfield 130	Ripon	130		880,420	1,760,840	2,641,260	3,521,680	4,402,099
Site 8	Medium Greenfield 75	Ripon	75		509,717	1,019,434	1,529,152	2,038,869	2,549,751
Site 9	Medium Greenfield 30	Ripon	30		205,594	411,189	616,783	822,520	1,036,372
Site 10	Medium Greenfield 15	Ripon	15		103,027	206,054	309,812	416,455	524,557
Site 11	Small Greenfield 10	Ripon	10		80,721	161,442	242,686	325,779	410,477
Site 12	Small Greenfield 6	Ripon	6		48,007	97,377	146,746	197,084	247,426
Site 16	Large Brownfield 100	Ripon	100		656,954	1,313,907	1,970,861	2,631,038	3,320,861
Site 17	Medium Brownfield 50	Ripon	50		333,148	666,295	999,443	1,339,259	1,688,818
Site 18	Medium Brownfield 20	Ripon	20		133,691	267,383	405,260	545,538	686,560
Site 19	Small Brownfield 10	Ripon	10		68,140	137,203	207,308	277,412	347,816
Site 20	Small Brownfield 6	Ripon	6		40,976	82,461	123,945	165,430	206,915
Affordable Units									
Ripon Area			Units	Residual Value					
				0%	10%	20%	30%	40%	50%
Site 5	Large Greenfield 500	Ripon	500	0	50	100	150	200	250
Site 6	Large Greenfield 225	Ripon	225	0	23	45	68	90	113
Site 7	Medium Greenfield 130	Ripon	130	0	13	26	39	52	65
Site 8	Medium Greenfield 75	Ripon	75	0	8	15	23	30	38
Site 9	Medium Greenfield 30	Ripon	30	0	3	6	9	12	15
Site 10	Medium Greenfield 15	Ripon	15	0	2	3	5	6	8
Site 11	Small Greenfield 10	Ripon	10	0	1	2	3	4	5
Site 12	Small Greenfield 6	Ripon	6	0	1	1	2	2	3
Site 16	Large Brownfield 100	Ripon	100	0	10	20	30	40	50
Site 17	Medium Brownfield 50	Ripon	50	0	5	10	15	20	25
Site 18	Medium Brownfield 20	Ripon	20	0	2	4	6	8	10
Site 19	Small Brownfield 10	Ripon	10	0	1	2	3	4	5
Site 20	Small Brownfield 6	Ripon	6	0	1	1	2	2	3
Difference per Unit									
Ripon Area			Units	Residual Value					
				0%	10%	20%	30%	40%	50%
Site 5	Large Greenfield 500	Ripon	500		83,162	83,163	83,169	83,172	83,173
Site 6	Large Greenfield 225	Ripon	225		86,482	86,482	86,482	86,482	86,482
Site 7	Medium Greenfield 130	Ripon	130		67,725	67,725	67,725	67,725	67,725
Site 8	Medium Greenfield 75	Ripon	75		67,962	67,962	67,962	67,962	67,993
Site 9	Medium Greenfield 30	Ripon	30		68,531	68,531	68,531	68,543	69,091
Site 10	Medium Greenfield 15	Ripon	15		68,685	68,685	68,847	69,409	69,941
Site 11	Small Greenfield 10	Ripon	10		80,721	80,721	80,895	81,445	82,095
Site 12	Small Greenfield 6	Ripon	6		80,012	81,147	81,526	82,118	82,475
Site 16	Large Brownfield 100	Ripon	100		65,695	65,695	65,695	65,776	66,417
Site 17	Medium Brownfield 50	Ripon	50		66,630	66,630	66,630	66,963	67,553
Site 18	Medium Brownfield 20	Ripon	20		66,846	66,846	67,543	68,192	68,656
Site 19	Small Brownfield 10	Ripon	10		68,140	68,601	69,103	69,353	69,563
Site 20	Small Brownfield 6	Ripon	6		68,293	68,717	68,858	68,929	68,972

Source: HBC Whole Plan and CIL Viability Assessment, July 2016

- 10.61 Taking the appraisal for Site 7 in the HBC area, excluding Ripon, as an example, the Residual Value with no affordable housing, i.e. 130 market dwellings, is £8,348,298. With the option of 40% affordable housing, the Residual Value falls to £3,380,255. The developer's contribution is £4,968,048; divided by 52 affordable dwellings (40% of 130), this gives a cost of £95,500 per affordable dwelling.
- 10.62 For the sake of clarity these findings assume the base assumption for developer contributions, i.e. a standard figure of £2,000 per dwelling.
- 10.63 The calculated contributions in the table above vary, with a minimum of about £56,600 and a maximum of just over £100,000, the average being about £80,000.

#### *Suggested guidance*

- 10.64 Paragraph 50 of the NPPF is clear with regard to the provision of affordable housing.

*To deliver a wide choice of high quality homes, widen opportunities for home ownership and create sustainable, inclusive and mixed communities, local planning authorities should: ... where they have identified that affordable housing is needed, set policies for meeting this need on site, unless off-site provision or a financial contribution of broadly equivalent value can be robustly justified (for example to improve or make more effective use of the existing housing stock) and the agreed approach contributes to the objective of creating mixed and balanced communities. Such policies should be sufficiently flexible to take account of changing market conditions over time.*

- 10.65 Any commuted sum should be of 'broadly equivalent value'. On this basis, these calculations provide a sound basis for determining a commuted sum figure. However, the Council has indicated it will seek to introduce CIL, and any final commuted sum figure will depend on the level of CIL charge. Whilst advice on CIL and viability is provided below, further work may be needed before a final charge figure for residential development can be determined.
- 10.66 There are two alternatives open to the Council. The first is to work to a published 'standard commuted sum payment'. If the Council were to take this option, we would recommend a £80,000 payment per affordable unit not delivered on site. The Council is currently preparing a new Local Plan. This document will be long lived and is likely to be in place across several economic cycles. We would therefore recommend that the Council prepares a separate Affordable Housing Supplementary Planning Guidance setting out the amount of the payment and to allow a simple review should viability change.
- 10.67 Alternatively, the Council may prefer to continue to calculate the commuted sum scheme by scheme as it does now. This has the advantage of being an up to date figure, but the disadvantage of a lack of clarity for developers. The methodology used is to assess the Open Market Value of the units that would be affordable units, and then deduct from that the amount that a housing association would pay for those units as affordable units – the difference being the commuted sum.

#### **Older People's Housing**

- 10.68 As well as mainstream housing, we have considered the sheltered and extracare sectors separately. Appraisals were run for a range of affordable housing requirements. The results

of these are summarised as follows. In each case allowance has been made for a s106 developer contribution of £50,000. The full appraisals are set out in **Appendix 9** below:

**Table 10.14a Older People's Housing, Appraisal Results (£/ha)**  
**HBC excluding Ripon**

Greenfield	AFFORDABLE %	Sheltered														
		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%				
CIL	£/m2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Residual Land Worth	Site	4,215,315	3,809,583	3,403,851	2,998,118	2,592,386	2,186,653	1,780,921	1,375,189	969,456	563,724	157,991	0	0	0	0
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	8,430,631	7,619,166	6,807,701	5,996,236	5,184,771	4,373,307	3,561,842	2,750,377	1,938,912	1,127,447	315,983	0	0	0	0
<b>Brownfield</b>																
AFFORDABLE %		Sheltered														
CIL	£/m2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Residual Land Worth	Site	2,999,813	2,594,080	2,188,348	1,782,616	1,376,883	971,151	565,418	159,686	-246,046	-651,779	-1,057,511	0	0	0	0
Existing Use Value	£/ha	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000
Viability Threshold	£/ha	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000
Residual Value	£/ha	5,999,626	5,188,161	4,376,696	3,565,231	2,753,766	1,942,302	1,130,837	319,372	-492,069	-1,303,558	-2,115,022	0	0	0	0
<b>Greenfield</b>																
AFFORDABLE %		Extracare														
CIL	£/m2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Residual Land Worth	Site	1,854,309	1,453,516	1,052,723	651,930	251,137	-149,656	-550,449	-951,242	-1,352,035	-1,752,828	-2,153,621	0	0	0	0
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	3,708,619	2,907,033	2,105,447	1,303,861	502,274	-299,312	-1,100,898	-1,902,484	-2,704,070	-3,505,656	-4,307,242	0	0	0	0
<b>Brownfield</b>																
AFFORDABLE %		Extracare														
CIL	£/m2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Residual Land Worth	Site	845,192	444,399	43,606	-357,187	-757,980	-1,158,773	-1,559,566	-1,960,359	-2,361,152	-2,761,945	-3,162,738	0	0	0	0
Existing Use Value	£/ha	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000
Viability Threshold	£/ha	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000
Residual Value	£/ha	1,690,384	888,798	87,212	-714,374	-1,515,960	-2,317,546	-3,119,132	-3,920,718	-4,722,304	-5,523,890	-6,325,477	0	0	0	0

Source: HBC Whole Plan and CIL Viability Assessment, July 2016

**Table 10.14b Older People's Housing, Appraisal Results (£/ha)**  
**Ripon Area**

Greenfield	SHeltered											
	Affordable %	0%	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Residual Land Worth	£/m2	0	0	0	0	0	0	0	0	0	0	0
Existing Use Value	£/ha	4,215,315	3,809,583	3,403,851	2,998,118	2,592,386	2,186,653	1,780,921	1,375,189	969,456	563,724	157,991
Viability Threshold	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Residual Value	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	8,430,631	7,619,166	6,807,701	5,996,236	5,184,771	4,373,307	3,561,842	2,750,377	1,938,912	1,127,447	315,983
<b>Brownfield</b>												
Residual Land Worth	£/m2	0	0	0	0	0	0	0	0	0	0	0
Existing Use Value	£/ha	2,999,813	2,594,080	2,188,348	1,782,616	1,376,883	971,151	565,418	159,686	-246,046	-651,779	-1,057,511
Viability Threshold	£/ha	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000
Residual Value	£/ha	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000
Residual Value	£/ha	5,999,626	5,188,161	4,376,696	3,565,231	2,753,766	1,942,302	1,130,837	-319,372	-492,093	-1,303,558	-2,115,022
<b>Greenfield</b>												
Residual Land Worth	£/m2	0	0	0	0	0	0	0	0	0	0	0
Existing Use Value	£/ha	1,854,309	1,453,516	1,052,723	651,930	251,137	-149,656	-550,449	-951,242	-1,352,035	-1,752,828	-2,153,621
Viability Threshold	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Residual Value	£/ha	3,708,619	2,907,033	2,105,447	1,303,861	502,274	-299,312	-1,100,898	-1,902,484	-2,704,070	-3,505,656	-4,307,242
<b>Brownfield</b>												
Residual Land Worth	£/m2	0	0	0	0	0	0	0	0	0	0	0
Existing Use Value	£/ha	845,192	444,399	43,606	-357,187	-757,980	-1,158,773	-1,559,566	-1,960,359	-2,361,152	-2,761,945	-3,162,738
Viability Threshold	£/ha	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000
Residual Value	£/ha	1,690,384	888,798	87,212	-714,374	-1,515,960	-2,317,546	-3,119,132	-3,920,718	-4,722,304	-5,523,890	-6,325,477

Source: HBC Whole Plan and CIL Viability Assessment, July 2016

10.69 In practice, extracare housing often falls under the definition of residential institutions rather than dwelling houses so is not normally considered to be subject to the Council's affordable housing policies. We have not pursued this further.

10.70 The sheltered housing is shown as viable on greenfield sites and to a lesser extent brownfield sites. There is scope to bear affordable housing and, depending on the level of affordable housing, developer contributions. The results are similar across the area as it is assumed the values do not vary.



## **Conclusions**

10.71 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 Appraisals

- 11.1 In the preceding chapters we set out the assumptions for the non-residential development appraisals and concluded – at least initially – that the main cost and income assumptions apply across the Borough. 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 10** and summarised in the table 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 the same methodology with regard to the Viability Thresholds (Existing / Alternative Land Use 'plus').
- 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 To a large extent the above results are reflective of the current market in the Borough and more widely. Office and industrial development are shown as being unviable, however this is not just an issue within Harrogate Borough, a finding supported by the fact that such development is only being brought forward to a limited extent on a speculative basis by the development industry. Where development is coming forward (and it is coming forward), it tends to be from existing businesses for operational reasons – rather than to make a return through property development.
- 11.5 Distribution uses are seen to be viable on greenfield sites (by a small margin).
- 11.6 It is notable that agents operating in the local market have reported that over the last 18 or so months, that there has been a change in sentiment and an improvement in the market, and that this is expected to continue.
- 11.7 It is important to note that the analysis in this report is carried out in line with the Harman Guidance and in the context of the NPPF and PPG. It assumes that development takes place for its own sake and is a goal in its own right. It assumes that a developer buys land, develops it and then disposes of it, in a series of steps with the sole aim of making a profit from the development. As set out in Chapters 2 and 3 above, the Guidance does not reflect the broad range of business models under which developers and landowners operate. Some developers have owned land for many years and are building a broad income stream over multiple properties over the long term. Such developers are able to release land for development at less than the arms-length value at which it may be released to third parties and take a long term view as to the direction of the market based on the prospects of an area and wider economic factors. Much of the development coming forward in the Borough is ‘user led’ being brought forward by businesses that will use the eventual space for operational uses, rather than for investment purposes.
- 11.8 It is clear that non-residential development is challenging in the current market, but it is improving. We would urge caution in relation to setting policy requirements for employment uses that would unduly impact on viability.
- 11.9 Retail development is shown as viable, on greenfield sites and brownfield sites, with the Residual Value exceeding the Viability Threshold by a substantial margin (indicating the ability to make developer contributions). The Plan supports the development of retail uses in the town centres and there are limited remaining opportunities within the town centre beyond those being currently pursued. Whilst the Council wishes to see a broad range of retailing in the towns, the Plan directs this towards the town centres.
- 11.10 The analysis included hotel use. This is shown to be unviable on greenfield and on brownfield land. We would suggest caution when considering CIL in relation to this use.

## **Conclusions**

- 11.11 The delivery of non-residential space is an important part of the Plan. The Council will need to consider how this can be facilitated.

11.12 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.

## 12. Local Plan Viability

- 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 Local Plan. The NPPF, the PPG, 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 Chapters 10 and 11 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 are set out. 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 with the fourth bullet point of paragraph 182 of the NPPF that requires that the Plan is effective.

### Residential Development

- 12.4 In the appraisals set out in Chapter 10 above, the two potential strategic sites and the typologies were modelled and appraised relative to their ability to bear the Council's affordable housing and other requirements and to pay developer contributions.
- 12.5 The initial analysis was carried out based on the mix of housing identified in the SHMA. The Council's early draft policy suggested a mix of housing made up of 10% one bedroom, 45% two bedroom, 40% three bedroom and 5% four bedroom homes. This, when combined with the open space and density assumptions, results in development densities that are typically in the range of 2,350m<sup>2</sup>/ha to 2,600m<sup>2</sup>/ha on larger greenfield sites. Typically, in the current market, development densities would be expected to be in the range of 3,000m<sup>2</sup>/ha to 3,200m<sup>2</sup>/ha. The consequence of early wording was about 20% less development (measured as m<sup>2</sup>/ha) than would normally be expected on modern mixed housing schemes. This has an impact on viability.
- 12.6 At the densities based on the mix of market housing set out in the SHMA, it is clear that the larger sites have limited capacity to bear developer contributions at levels of affordable

housing that are much above 20%. These results are not reflective of what is happening on the ground where the Council routinely achieves its full affordable housing requirements and successfully negotiates developer contributions. This is largely because development is coming forward at greater densities.

12.7 If the Council were to proceed with the Plan as initially drafted and seek the mix of market housing identified in the SHMA, it would be necessary to reconsider the affordable housing target. The plan-making process is an iterative process. In discussion with the Council, a second set of analysis was carried out based on a greater development density (measured as m<sup>2</sup>/ha). In the alternative modelling a general greenfield density of 3,000m<sup>2</sup>/ha to 3,200m<sup>2</sup>/ha was used and assumed a revised mix of market housing being 35% two bedroom, 45% three bedroom, 15% four bedroom homes and 5% five bedroom homes and increased densities. In light of this the majority of the analysis in this study is based on the increased density modelling.

12.8 Tables 10.6 and 10.7 clearly show that, as the amount of affordable housing increases, the ability to bear developer contributions decreases. The results are summarised as follows:

- a. At the increased density the strategic sites at Great Hammerton and Flaxby, the Residual Value does not exceed the Viability Threshold. The analysis is carried out on a gross/ha basis and when considered on a net developable basis the value is well over £400,000/ha in all cases. When considered on a whole site basis the value is over £34,000,000 on the smallest of the sites.

At the time of this report it is premature to provide definitive advice as to the deliverability of these sites. In due course, when the Council has completed the work assessing the strategic infrastructure and mitigation requires of these sites it will be necessary to revisit these sites.

It is recommended that the Council continues to work with the sites' promoters<sup>53</sup> (this work is underway at the time of this report), however if the sites cannot be demonstrated to be deliverable the Council should be cautious about relying on them for delivery early in the Plan period.

It is likely that when it comes to setting CIL that these sites would be unable to bear CIL as well as affordable housing.

- b. The development represented by the greenfield typologies is generally viable at 40% affordable housing across the Borough. At 40% there is limited scope to introduce CIL except on the smaller sites. If the Council is going to require CIL to fund infrastructure

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<sup>53</sup> Page 23 of the Harman Guidance 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.*

then it would be necessary to consider a reduced affordable target of 35% or 30%, although the impact of Starter Homes will be a pertinent issue to consider in this context and it is recommended that the viability evidence is updated prior to the Council considering a change to the target.

- c. The viability appraisals show that the development represented by the brownfield typologies is not generally viable at 40% affordable on most the areas of the Borough excluding Ripon. At 30% the majority of sites are viable but there is limited scope to introduce CIL except on the smaller sites. The results are similar in the Ripon area. Based on this analysis, it is recommended that the Council gives consideration to reducing the affordable housing targets within the urban areas of Harrogate and Ripon, being the main areas where the brownfield sites are located. It is however important to note that the Council is delivering affordable housing on such sites. The impact of the introduction of Starter Homes (as discussed below) is likely have a positive impact on viability.

In this context it is relevant to mention Vacant Buildings Credit. This will apply to some of the brownfield sites and will improve viability and assist delivery.

- d. The Government has consulted on the wider development of Starter Homes. The results are notably better where a portion of the affordable housing is provided as Starter Homes. The Residual Values are about 40% higher (about £250,000/ha) where the affordable housing is provided as 20% Starter Homes/20% Affordable Rent rather than under the Council's preferred mix of affordable housing (75% for rent and 25% to buy). The proportion is similar at lower overall provision.

This analysis should give the Council confidence that the introduction of Starter Homes is likely to improve viability somewhat. Prior to the publication of the Starter Homes Regulations (which are expected in Autumn 2016) the Council should be cautious about using this analysis to develop policy further. It will be necessary to consider Starter Homes when considering CIL in due course.

- e. The assessment also considers the provision of affordable housing as a proportion of floor areas rather than the more normal proportion of units. The analysis shows that the sites become unviable at a lower percentage of floor space than units. This is because the affordable units are normally smaller than the market units.

There is no technical reason why the affordable housing target should not be expressed as a proportion of the floor area, however, it is recommended that any decision is delayed until the Starter Homes Regulations are published. It could be complicated and confusing for the requirement for Starter Homes to be expressed through the regulations as a proportion of units, and for the Council to have a different target for affordable housing expressed as a percentage of floor area.

- f. The base modelling is based on the Council's Transfer Prices of £1,100/m<sup>2</sup> for housing and £1,050/m<sup>2</sup> for flats. These are somewhat below the assessed values of affordable housing (Social Rent - £990/m<sup>2</sup>, Affordable Rent - £1,260/m<sup>2</sup>, Intermediate Housing - 65% Open Market Value).

This has an impact on viability and in some cases, this is sufficient to move some sites from unviable (or marginal) to viable. The Council's policy in this area is to depress the value of affordable housing and this has the effect of reducing the amount of affordable housing when considered in a viability assessment such as is being carried out.

Having said this, it is important to note that the Council's involvement in the process and the fact it has steps in place to guarantee the transfer prices can have the effect of reducing the risk to developers and therefore increase their willingness to provide affordable housing. Any decision to move away from the Transfer Price system – which is a system that is currently working well and delivering affordable housing – should only be taken following detailed further discussion with the Council's housing / enabling officers, housing associations and the development industry.

- 12.9 On balance it is recommended that a dual rate of affordable housing is adopted of 30% on brownfield sites and 40% on greenfield sites. At these levels of affordable housing there is limited scope to introduce CIL. The introduction of Starter Homes is likely to improve viability, and it is recommended that the viability evidence is updated prior to the Council considering a change to the target.
- 12.10 Whilst CIL has not been considered at this stage, it may be necessary to develop a site specific rate of CIL for the strategic sites in the A1 Corridor to ensure that a clear delivery strategy can be demonstrated for the Examination.

### **Impact of Price and Cost Change**

- 12.11 It is important that, whatever policies are adopted, the Plan is not unduly sensitive to future changes in prices and costs. Several variables have been tested. In this report the analysis is based on 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 forecasts an increase of 10.9% in prices over the next 3 years<sup>54</sup>. A scenario has been tested with this increase in build costs.
- 12.12 As set out in Chapter 4, the property market and economy are in a current period of uncertainty. It is not the purpose of this report to predict the future of the market. Four price change scenarios have been tested, minus 10% and 5%, and plus 10% and 5%. In this analysis all other matters in the base appraisals remain unchanged, although the analysis is based on the recommended affordable housing targets of 40% on greenfield sites and 30% on brownfield sites. It is important to note that, in the following table, only the costs of construction and the value of the market housing are altered.

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<sup>54</sup> See Table 1.1 (Page 6) of in *Quarterly Review of Building Prices* (Issue No 141 – May 2016)



**Table 12.1 Sensitivity to Price and cost Change (£/ha)**

HBC Excluding Ripon Area					Alternative Use Value	Viability Threshold	Residual Value					
						BCIS +10.9%	Value -10%	Value -5%	Value No Change	Value +5%	Value +10%	
Site 1	Green Hammerton 2130	A1 Corridor	Green	Agricultural	20,000	374,000	307,808	306,536	307,172	307,808	308,445	309,081
Site 2	Green Hammerton 3703	A1 Corridor	Green	Agricultural	20,000	374,000	117,571	262,685	262,742	262,799	262,856	262,913
Site 3	Flaxby 2810	A1 Corridor	Green	Agricultural	20,000	374,000	131,726	283,207	283,635	284,062	284,490	284,917
Site 4	Flaxby 4668	A1 Corridor	Green	Agricultural	20,000	374,000	103,617	240,757	240,590	240,423	240,256	239,971
Site 5	Large Greenfield 500	Generally	Green	Agricultural	20,000	374,000	210,783	392,457	394,857	397,258	399,659	402,059
Site 6	Large Greenfield 225	Generally	Green	Agricultural	20,000	374,000	272,852	493,516	497,157	500,797	504,437	508,078
Site 7	Medium Greenfield 130	Generally	Green	Agricultural	20,000	374,000	410,116	665,277	674,078	682,880	691,681	700,483
Site 8	Medium Greenfield 75	Generally	Green	Agricultural	20,000	374,000	419,775	675,359	684,735	694,110	703,486	712,862
Site 9	Medium Greenfield 30	Generally	Green	Agricultural	20,000	374,000	459,073	779,548	789,011	798,474	807,937	817,401
Site 10	Medium Greenfield 15	Generally	Green	Agricultural	20,000	374,000	513,733	829,577	841,705	853,833	865,961	878,090
Site 11	Small Greenfield 10	Generally	Green	Paddock	50,000	410,000	528,462	888,256	898,877	909,499	920,120	930,741
Site 12	Small Greenfield 6	Generally	Green	Paddock	50,000	410,000	615,647	969,880	985,711	1,001,541	1,017,372	1,033,202
Site 13	Small Greenfield 4	Generally	Green	Paddock	50,000	410,000	2,642,251	2,795,518	2,952,888	3,110,258	3,267,627	3,424,997
Site 14	Small Greenfield 2	Generally	Green	Paddock	50,000	410,000	2,896,237	3,069,183	3,245,910	3,422,637	3,599,364	3,776,092
Site 15	Single Plot	Generally	Green	Paddock	50,000	410,000	2,844,738	3,024,321	3,206,021	3,387,720	3,569,420	3,751,119
Site 16	Large Brownfield 100	Generally	Brown	Industrial	600,000	720,000	387,532	702,525	717,960	733,396	748,831	764,266
Site 17	Medium Brownfield 50	Generally	Brown	Industrial	600,000	720,000	476,875	860,472	880,636	900,801	920,966	941,130
Site 18	Medium Brownfield 20	Generally	Brown	Industrial	600,000	720,000	391,954	790,119	805,274	820,429	835,585	850,740
Site 19	Small Brownfield 10	Generally	Brown	Industrial	600,000	720,000	1,013,652	467,048	742,425	1,013,652	1,280,696	1,544,283
Site 20	Small Brownfield 6	Generally	Brown	Industrial	600,000	720,000	505,119	944,755	966,344	987,934	1,009,339	1,030,511
Site 21	Small Brownfield 4	Generally	Brown	Industrial	600,000	720,000	1,855,807	2,123,563	2,249,510	2,375,457	2,501,365	2,623,764
Site 22	Small Brownfield 2	Generally	Brown	Industrial	600,000	720,000	2,048,518	2,351,789	2,493,362	2,634,935	2,776,508	2,918,080
Site 23	Single Brown	Generally	Brown	Industrial	600,000	720,000	3,466,458	3,825,481	4,058,530	4,291,579	4,524,629	4,757,678
Site 24	Urban Flats	Generally	Brown	Industrial	600,000	720,000	2,327,231	2,696,101	2,856,828	3,017,556	3,178,284	3,339,012
Ripon Area					Alternative Use Value	Viability Threshold	Residual Value					
						BCIS +10.9%	Value -10%	Value -5%	Value No Change	Value +5%	Value +10%	
Site 5	Large Greenfield 500	Generally	Green	Agricultural	20,000	374,000	210,783	392,457	394,857	426,502	399,659	402,059
Site 6	Large Greenfield 225	Generally	Green	Agricultural	20,000	374,000	272,852	493,516	497,157	536,545	504,437	508,078
Site 7	Medium Greenfield 130	Generally	Green	Agricultural	20,000	374,000	-31,653	270,814	257,701	287,364	231,475	218,362
Site 8	Medium Greenfield 75	Generally	Green	Agricultural	20,000	374,000	-27,493	277,082	264,331	294,603	238,829	226,079
Site 9	Medium Greenfield 30	Generally	Green	Agricultural	20,000	374,000	-96,325	293,100	275,538	311,204	239,756	221,685
Site 10	Medium Greenfield 15	Generally	Green	Agricultural	20,000	374,000	-112,029	282,137	263,376	300,546	225,854	207,094
Site 11	Small Greenfield 10	Generally	Green	Paddock	50,000	410,000	121,499	529,631	520,594	571,022	502,231	493,016
Site 12	Small Greenfield 6	Generally	Green	Paddock	50,000	410,000	199,428	597,007	592,339	648,041	583,002	578,334
Site 13	Small Greenfield 4	Generally	Green	Paddock	50,000	410,000	1,832,599	2,072,345	2,193,258	2,381,702	2,430,511	2,548,018
Site 14	Small Greenfield 2	Generally	Green	Paddock	50,000	410,000	1,990,254	2,257,987	2,392,507	2,603,774	2,658,425	2,790,346
Site 15	Single Plot	Generally	Green	Paddock	50,000	410,000	1,921,651	2,193,543	2,329,088	2,544,337	2,600,178	2,735,724
Site 16	Large Brownfield 100	Generally	Brown	Industrial	600,000	720,000	-113,459	259,092	249,892	294,933	231,492	222,293
Site 17	Medium Brownfield 50	Generally	Brown	Industrial	600,000	720,000	-144,431	313,783	303,576	359,851	283,162	272,955
Site 18	Medium Brownfield 20	Generally	Brown	Industrial	600,000	720,000	-232,188	246,640	231,212	285,687	200,357	184,930
Site 19	Small Brownfield 10	Generally	Brown	Industrial	600,000	720,000	289,625	-190,461	49,582	377,064	529,668	768,013
Site 20	Small Brownfield 6	Generally	Brown	Industrial	600,000	720,000	-136,938	366,904	356,390	420,953	335,364	324,850
Site 21	Small Brownfield 4	Generally	Brown	Industrial	600,000	720,000	881,503	1,252,667	1,332,030	1,489,175	1,490,756	1,568,764
Site 22	Small Brownfield 2	Generally	Brown	Industrial	600,000	720,000	963,990	1,375,714	1,463,060	1,636,486	1,637,753	1,725,100
Site 23	Single Brown	Generally	Brown	Industrial	600,000	720,000	1,851,056	2,371,619	2,523,898	2,804,481	2,828,456	2,980,735

Source: HBC Whole Plan and CIL Viability Assessment, July 2016

12.13 The analysis demonstrates that a relatively small increase in build costs will adversely impact on the deliverability of the smaller brownfield sites.

12.14 It is clear, across all sites, that relatively small changes in price and costs can have a significant impact on the Residual Value and that there is sensitivity to changes in prices and costs. This is particularly important when it comes to considering larger sites that will be delivered over many years through multiple phases.

12.15 On larger sites, where developers make a case for a lower affordable housing requirement on the grounds of viability, it is recommended that the Council gives consideration to a review mechanism being incorporated to allow the affordable housing requirements be adjusted over the life of the project.

### *Review*

- 12.16 The direction of the market, as set out in Chapter 4 above, from improved sentiment, is that the economy and property markets are improving. There is however some level of uncertainty. Bearing in mind the Council's wish to develop housing, and the requirements to fund infrastructure, it recommended that the Council keeps viability under review; should the economics of development change significantly it should not hesitate to undertake a limited review of the Plan to adjust the affordable housing requirements or levels of developer contribution.
- 12.17 It is recommended a review is undertaken three yearly or in the event of a 10% change in house prices.

### *Commuted Sums*

- 12.18 The Council's preference is for affordable housing to be delivered on site. Across the country different councils have taken different approaches, sometimes calculating contributions on a site by site basis, other times setting out a predetermined 'commuted sum'.
- 12.19 There are two alternatives open to the Council. The first is to work to a published 'standard commuted sum'. If the Council were to take this option, a £80,000 payment per affordable unit not delivered on site is recommended. The Council is currently preparing a new Local Plan, this document will be long lived so it is recommended that the Council prepares a separate Affordable Housing Supplementary Planning Guidance setting out the amount of the payment and to allow a simple review should viability change.
- 12.20 Alternatively, the Council may prefer to continue to calculate the commuted sum scheme by scheme as it does now. This has the advantage of being an up to date figure, but the disadvantage of a lack of clarity for developers. The methodology used is to assess the Open Market Value of the units that would be affordable units, and then deduct from that the amount that a housing association would pay for those units as affordable units – the difference being the commuted sum.

### *Older People's Housing*

- 12.21 As well as mainstream housing, the sheltered and extracare sectors have been considered separately. Appraisals were run for a range of affordable housing requirements. In practice, extracare housing falls under the definition of residential institutions rather than dwelling houses so is not normally considered to be subject to the Council's affordable housing policies. We have not pursued this further.
- 12.22 The sheltered housing is shown as viable on greenfield and brownfield sites and is able to bear affordable housing at 40% for greenfield sites and 30% for brownfield sites as set out above. On this basis it is not necessary to develop a specific policy with different (from mainstream housing) levels of affordable housing for sheltered housing.

## Non-Residential Appraisal Results

- 12.23 Office and industrial/distribution development are shown as being unviable, however this is not just a Harrogate Borough issue – a finding supported by the fact that such development is only being brought forward to a limited extent on a speculative basis by the development industry. Where development is coming forward, it tends to be from existing businesses for operational reasons – rather than to make a return through property development.
- 12.24 It is notable that, from speaking to agents operating in the local market, that over the last two years or so, that there has been a change in sentiment and an improvement in the market, and that this is expected to continue.
- 12.25 Further, the analysis in this report is carried out in line with the Harman Guidance and in the context of the NPPF and PPG. It assumes that development takes place for its own sake and is a goal in its own right. It assumes that a developer buys land, develops it and then disposes of it, in a series of steps with the sole aim of making a profit from the development. As set out in Chapters 2 and 3 above, the Guidance does not reflect the broad range of business models under which developers and landowners operate. Some developers have owned land for many years and are building a broad income stream over multiple properties over the long term. Such developers are able to release land for development at less than the arms-length value at which it may be released to third parties, and take a long term view as to the direction of the market based on the prospects of an area and wider economic factors. Much of the development coming forward in the Borough is ‘user led’ being brought forward by businesses that will use the eventual space for operational uses, rather than for investment purposes.
- 12.26 It is clear that non-residential development is challenging in the current market, but it is improving. We would urge caution in relation to setting policy requirements for employment uses that would unduly impact on viability.
- 12.27 Larger supermarkets and retail warehouses are both shown as viable, on greenfield sites and brownfield sites, with the Residual Value exceeding the Viability Threshold by a substantial margin (indicating the ability to make developer contributions). The Plan supports the development of retail uses in the town centres and there are limited remaining opportunities within the town centres beyond those being currently pursued. Whilst the Council wishes to see a broad range of retailing in the towns, the Plan directs this towards the town centres.
- 12.28 Smaller supermarkets are shown as unviable, this is not in line with findings elsewhere but is due to the evidence available indicating that rents for such units are slightly lower and construction costs being slightly higher than elsewhere in the country.
- 12.29 Other town centre retailing is shown as viable (by the shop typology that represents typical high street shops). This finding should be treated with caution as town centre development is most likely to be on land that is currently in a retail use and will have higher costs. In the current market such development is unlikely to be viable and it is important to note that there are multiple empty premises in secondary locations around the periphery of the town centres.

- 12.30 The lack of viability is not as a result of the cumulative impact of the Council's policies rendering development unviable through imposing layers of additional costs. The Council has few policies adding to the costs of development in this area. The cumulative impact of the Council's policies does not put employment and retail uses at serious risk, however, employment development has little capacity to bear developer contributions.
- 12.31 Retail uses are shown as being largely viable, on greenfield sites and brownfield sites with the Residual Value exceeding the Viability Threshold by a significant margin indicating the ability to make developer contributions.
- 12.32 The test of soundness of the Plan goes beyond simply demonstrating that the cumulative impact of the Council's policies does not put employment uses at serious risk. As set out in paragraph 174 of the NPPF, it should also 'facilitate development throughout the economic cycle'. The Council is doing much in this regard already, including:
- a. Working closely with the LEP to secure infrastructure funding to support employment uses (amongst other things).
  - b. Recognising the Council's limited supply of employment land and continuing to work with neighbouring authorities to bring forward employment land in appropriate locations.
  - c. Working with North Yorkshire County Council to ensure that the infrastructure to support employment uses is given appropriate priority – for example through co-operation through the CIL Regulation 123 infrastructure list.

## **Conclusions**

- 12.33 Harrogate Borough is situated in a high value and vibrant area with strong house prices that are able to support an active housing market.
- 12.34 In the current market, the analysis in this report is suggesting that delivering affordable housing at 40% may be challenging. It is also necessary to note that the Council is achieving 40% on most sites (greenfield and brownfield). It is recommended that, subject to updated viability modelling once the impact of Starter Homes is known, the Council considers a two tiered affordable housing policy with different requirements on brownfield sites and on the remaining areas.
- 12.35 It is however, not possible to determine those rates at this stage due to the imminent changes to national policy (including Starter Homes). It will be important to set the requirements at levels where residential development is not put at serious risk by the cumulative impact of the Council's policies and can bear reasonable developer contributions without threatening development. The ability to bear developer contributions is likely to be limited at higher rates of affordable housing.
- 12.36 Whilst some non-residential uses are not viable, they are not rendered unviable by the cumulative impact of the Council's policies, rather by the general market conditions. The employment uses (office and industrial), town centre retail and hotel uses are unlikely to be

able to bear additional developer contributions, however retail development is generally able to make significant contributions.



## Appendix 1 – Consultees

<b>Attendees</b>	Janet Entwistle	HBC
	James Langler	HBC
	Simon Drummond Hay	HDH
	Tracey Rathmell	HBC
	Linda Marfitt	HBC
	Mark Rushworth	North Yorkshire County Council
	Ian Stokes	York Council
	Alison Leeder	Adas
	Ben Aspinall	Aspinall/Verdi
	Tim Axe	Barber Titley
	Sarah Mustill	Bellway Homes
	Stuart Vendy	Cunnane Town Planning
	Phill Bamford	Gladmans
	Alexandra Walsh	GVA
	Matthew Good	Home Builders Federation
	Jennifer Winyard	Linden Homes
	Zoe Harrison	Lister Haigh
	James Ryley	Defence Infrastructure Organisation
	Kate McGill	Nathaniel Lichfield and Partners
	Edward Senior	Pegasus Planning
John Kirkham	Persimmon Homes	
Kike Odenkunle	Rural Solutions	
Joshua Franklin	Savills	

<b>Apologies</b>	Richard Clark	Arrowsmith Associates
	David Hand	Scarborough Council
	Justin Wilson	WYCA LEP
	Tom Ridley	Selby Councils
	Christopher Fordy	Fordy Marshall
	Nigel Graham	Guinness Housing
	Sue Cooke	Network Rail
	Andy Rollinson	Rollinson Planning
	Lauren Knox	WYG
	Alex Bartle	Bradford Council
	Morgan Stringer	Wakefield Council
	Andy Gamble	Accent Group
	Garnet Fazackerly	Adactus Housing
	David Boulton	ELG Planning
	Michelle Bath	DPP
	Rachel Ford	Planning Potential
	Jane Fulford	Synergy Housing Solutions
	Steve Mcburney	CEG





## Appendix 2 – Consultation Presentation

THE PAGES IN THIS APPENDIX ARE NOT NUMBERED.





## Local Plan & CIL Viability Study Consultation Event Methodology, Assumptions

28<sup>th</sup> June 2016



## Agenda

NPPF, NPPG and Guidance

Methodology

- Harman Guidance / RICS Guidance / NPPG

Main Assumptions

- Prices
- Costs
- Commercial prices
- Modelling

The Viability Test

Moving Forward



## Key issue

- Will the Local Plan deliver what the Council wants it to deliver (will it work)?
- What is the effect of CIL



## 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 .....

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## 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.

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## 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 strike 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) .....

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## CIL Guidance

The levy is expected to have a positive economic effect on development across a local plan area. When deciding the levy rates, an appropriate balance must be struck between additional investment to support development and the potential effect on the viability of developments.

This balance is at the centre of the charge-setting process. In meeting the regulatory requirements (see Regulation 14(1)), charging authorities should be able to show and explain how their proposed levy rate (or rates) will contribute towards the implementation of their relevant plan and support development across their area. .

As set out in the National Planning Policy Framework in England (paragraphs 173 – 177), 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...



## Positively Prepared

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**.

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



## Viability Tests

### NPPF

Plan deliverability (was PPS3 Paragraph 29)

Duty to co-operate

### CIL Regulation 14

Assess impact of viability on delivery

### SHLAA

Deliverable or developable

### Site Specific

s106 negotiations etc

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

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## Viability Testing - Guidance

### THERE IS NO STATUTORY GUIDANCE

#### NPPF says:

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

#### The CIL guidance says:

*A charging authority must use 'appropriate available evidence' (as defined in the Planning Act 2008 section 211(7A)) to inform their draft charging schedule. The Government recognises that the available data is unlikely to be fully comprehensive. Charging authorities need to demonstrate that their proposed levy rate or rates are informed by 'appropriate available' evidence and consistent with that evidence across their area as a whole.*

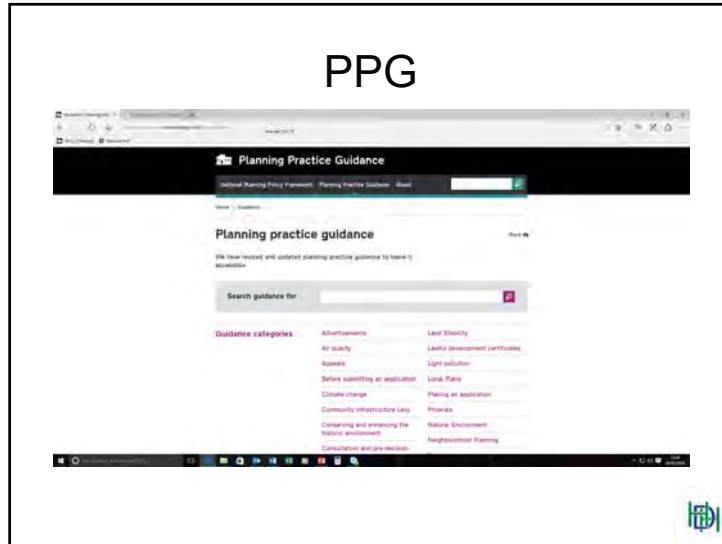


## Harman / RICS



rics.org/standards





## What does the PPF expect on viability?

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.

### What are the underlying principles for understanding viability in planning? 1

- **Evidence based judgement:** assessing viability requires judgements which are informed by the relevant available facts. It requires **a realistic understanding of the costs and the value of development in the local area and an understanding of the operation of the market.**

Understanding past performance, such as in relation to **build rates** and the scale of **historic planning obligations** can be a useful start. Direct engagement with the development sector may be helpful in accessing evidence.

### What are the underlying principles for understanding viability in planning? 2

- **Collaboration:** a collaborative approach involving the local planning authority, business community, developers and landowners will improve understanding of deliverability and viability. **Transparency of evidence is encouraged wherever possible.** Where communities are preparing a neighbourhood plan (or Neighbourhood Development Order), local planning authorities are encouraged to share evidence to ensure that local viability assumptions are clearly understood.

### What are the underlying principles for understanding viability in planning? 3

- **A consistent approach:** LPAs are encouraged to ensure that their evidence base for housing, economic and retail policy is fully supported by a **comprehensive and consistent understanding of viability across their areas**. The NPPF requires LPAs to consider district-wide development costs when Local Plans are formulated, and where possible to plan for infrastructure and prepare development policies in parallel. A masterplan approach can be helpful in creating sustainable locations, identifying cumulative infrastructure requirements of development across the area and assessing the impact on scheme viability...LPAs should align the preparation of their CIL and Local Plans as far as practical.



### Land Value

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:

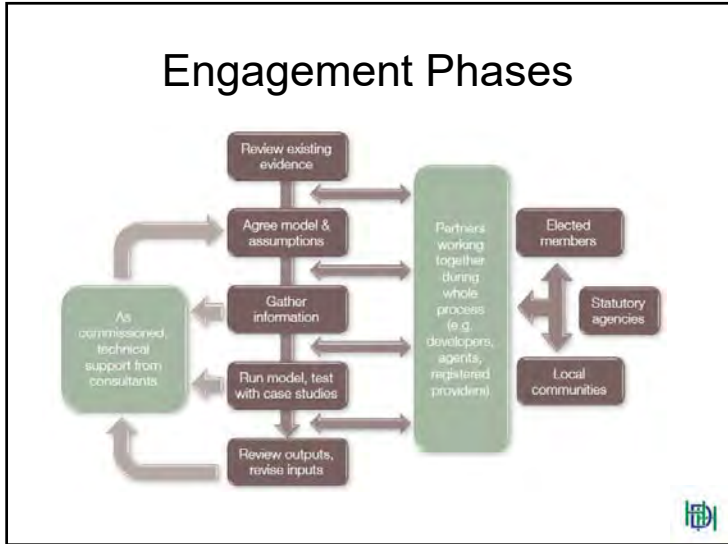
- **reflect emerging policy** requirements and planning obligations and, where applicable, any CIL charge;
- **provide a competitive return** to willing developers and land owners (including equity resulting from self build developments); and
- be informed by comparable, market-based evidence wherever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



### Competitive return to developers and land owners

- 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.





### 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

### Methodology

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### Standard Viability Test

**STEP 1**

**Gross Development Value**  
(The combined value of the complete development)  
LESS  
**Cost of creating the asset, including PROFIT**  
(Construction + fees + finance charges)  
=  
**RESIDUAL VALUE**

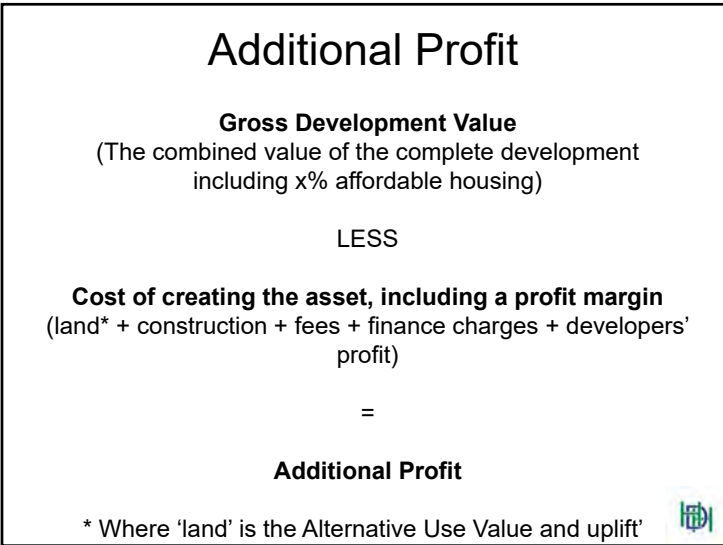
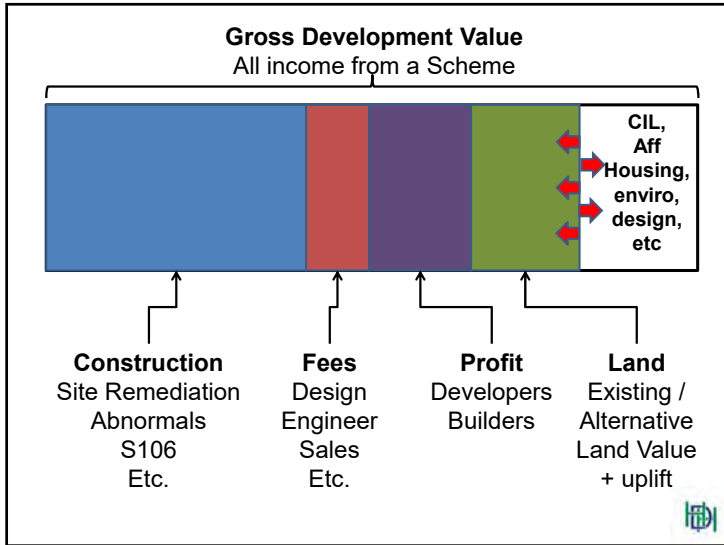
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**STEP 2**

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

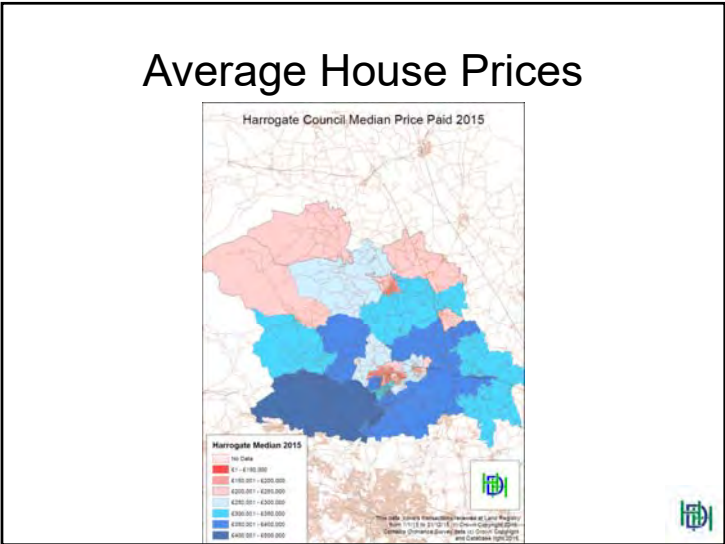
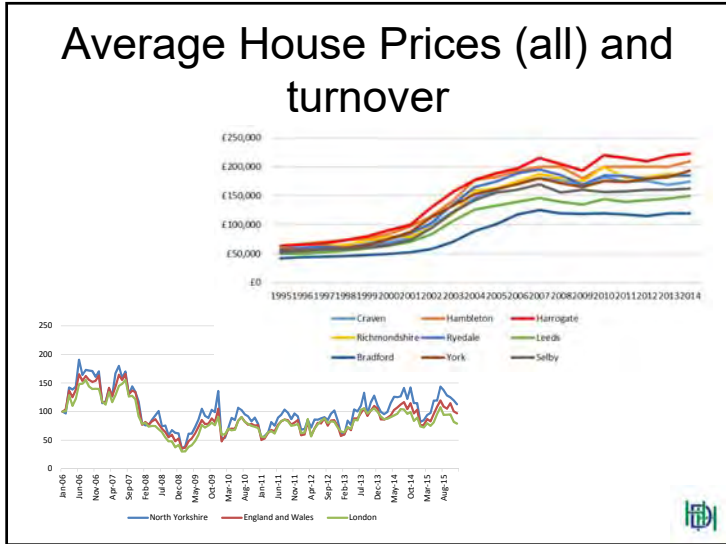
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- ## Evidence
- Affordable Housing Viability Assessment, Adams Integra (2010) which is too old to be of practical use.
  - CIL Economic Viability Assessment, Roger Tym & Partners (March 2013)
  - Affordable Housing Viability – Brief Review (April 2014).
  - Site Specific Viability Appraisals
  - Track record of delivery

## Key Assumptions



### Price Paid Data - 2015

Table 4.2 Average Values by Settlement - £/m<sup>2</sup>

Harrogate					
	Detached	Semi-detached	Terrace	Flat	All
Mean	£3,043	£2,751	£3,124	£2,684	£2,919
Median	£3,008	£2,643	£3,194	£2,684	£2,891
Knaresborough					
Mean	£2,770	£2,700	£2,349	£2,273	£2,654
Median	£2,684	£2,673	£2,349	£2,273	£2,673
Ripon					
Mean	£2,179	£2,511	£2,277	£2,253	£2,281
Median	£2,139	£2,511	£2,186	£2,253	£2,273
Boroughbridge					
Mean	£2,338				£2,338
Median	£2,347				£2,347
Other Areas					
Mean	£2,728	£2,138		£2,742	£2,462
Median	£2,851	£2,189		£2,742	£2,727
HARROGATE DISTRICT					
Mean	£2,692	£2,607	£2,954	£2,666	£2,738
Median	£2,618	£2,649	£2,870	£2,744	£2,714

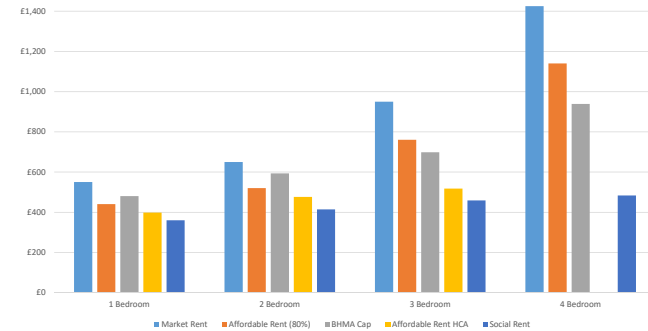
## Price Assumptions

Large Greenfield Sites		£2,650
Medium Greenfield	Ripon	£2,400
	Remaining Areas	£2,750
Small Greenfield Sites		£2,800
Large Brownfield	Generally	£2,650
Smaller Infill	Sites Villages	£2,900
	Generally	£2,650
Urban Flats		£2,650

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## Affordable Rent



## Affordable Housing

- Affordable Rent
  - 80% of Median Rent
  - Management 10%
  - Voids and bad debts 4%
  - Repairs 6%
  - Yield 6% (YP 18)

**£1,260/m<sup>2</sup>**
- Social Rent £990/m<sup>2</sup>
- Intermediate 65% OMV



## Affordable Housing Transfer Prices

*7.5 The flat rate of £1100psm will apply to all other agreed property sizes up to a maximum of 90sm for a 3-bed property or 100sm for a 4-bed property. Where affordable flats are delivered, the transfer price is £1050psm GIA (not including common parts)....*



## Older Peoples Housing

<b>Harrogate</b>	Area (m <sup>2</sup> )	£	£/m <sup>2</sup>
3 bed semi-detached		<b>271,000</b>	
1 bed Sheltered	50	203,250	4,065
2 bed Sheltered	75	254,063	3,388
1 bed Extracare	65	271,000	4,169
2 bed Extracare	80	334,516	4,181
<b>Ripon</b>	Area (m <sup>2</sup> )	£	£/m <sup>2</sup>
3 bed semi-detached		<b>244,000</b>	
1 bed Sheltered	50	183,000	3,660
2 bed Sheltered	75	228,750	3,050
1 bed Extracare	65	244,000	3,754
2 bed Extracare	80	301,188	3,765

£4,000/m<sup>2</sup> for Sheltered in Harrogate based on recent schemes



## Non Residential Prices

		Rent £/m <sup>2</sup> /year	Yield	Capitalised Rent £/m <sup>2</sup>	Appraisal Assumption £/m <sup>2</sup>
Office		150	6.50%	2,308	2,300
Industrial		75	6.50%	1,154	1,150
Retail	Primary Shop	300	7.50%	4,000	4,000
	Secondary Shop	150	8.00%	1,875	2,000
	Supermarkets	180	5.50%	3,273	3,270
	Smaller supermarkets	160	6.00%	2,667	2,670
	Retail warehouses	135	6.50%	2,077	2,100
Hotel					2,960



## Alternative Use Value £/ha

- Residential                   £600,000
- Industrial                     £600,000
- Retail (town centre)   £4,000,000
- Agricultural                 £20,000
- Paddock                     £50,000

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## Development Costs

- Construction           BCIS
  - Building Regs       +1.5%
  - Small sites           +6% and +13%
- Site Costs               10% to 20%
- Brownfield              +5%
- Fees
  - Large Residential   8%
  - Small Residential   10%
  - Non Res               8%

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## Development Costs

- Contingencies
  - Greenfield 2.5%
  - Brownfield 5%
- S106
  - Range from £2,000 to £20,000 / unit
  - Refine in due course

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## Cumulative Impact of Policy

- Flood Risk and Sustainable Drainage
- Type, Mix and Density of New Market Housing Units
  - 10% Accessible and Adaptable on 10 dwellings +
  - Market - as per the SHMA (1 bed 10%, 2 bed 45%, 3 bed 40%, 4+ bed 5%)
  - Affordable – as per HCB Affordable Housing Planning Guidance (November 2015) (1 bed 15%, 2 bed 60%, 3/4 bed 25%)

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## Cumulative Impact of Policy

- Affordable Housing and Starter Homes
  - 40%
  - As per national thresholds 11+ units
  - Commuted sum on sites of 6 to 10
  - Affordable Housing Transfer Prices
- Impact Assessment Thresholds

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## Cumulative Impact of Policy

- Local Distinctiveness
- Parking Provision
- New Sports, Open Space and Recreation Development
- The Design of Housing
  - Space Standard

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## Cumulative Impact of Policy

- Developer Contributions
- Self and Custom Build

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## Modelling

**Table 9.1 SHELAA Sites – Current Use**

	Count		Units		Ha	
Greenfield	388	87.00%	32,041	88.42%	2,899	91.64%
Brownfield	52	11.66%	1,945	5.37%	147	4.63%
Mixed	6	1.35%	2,251	6.21%	118	3.73%
	446	100.00%	36,237	100.00%	3,164	100.00%

**Table 9.2 SHLAA Sites - Capacity**

Site Units	Size	Sites		Capacity	
1 to 5		13	5.24%	57	0.16%
6 to 10		32	12.90%	262	0.72%
11 to 15		19	7.66%	252	0.69%
16 to 20		15	6.05%	259	0.71%
21 to 50		73	29.44%	2,516	6.93%
51 to 100		49	19.76%	3,416	9.41%
101 to 300		26	10.48%	4,222	11.64%
301 to 1,000		13	5.24%	7,231	19.93%
1,000 plus		8	3.23%	18,069	49.80%
		248	100.00%	36,284	100.00%

## SHELAA

**Table 9.4 – Residential Net Developable Areas**

up to 0.4ha	100%
0.4 – 2ha	90%
2 – 5ha	75%
5 – 10 ha	65%
Over 10ha	55%

**Table 9.5 – Residential Development Densities Units/ net ha**

'Other Locations'	30
Urban Areas	30 to 50
Town, city and local urban centres	50+



## Modelling

			Current Use	Units	Area Ha		Density Units/ha		Density m2/ha	
					Gross	Net	Gross	Net		
1	A1 Corridor (2,500)	A1 Corridor	Green	Agricultural	2,500	130.00	71.42	19.23	35.00	2,780
2	A1 Corridor (5,000)	A1 Corridor	Green	Agricultural	5,000	260.00	142.86	19.23	35.00	2,779
3	A1 Corridor (3,700)	A1 Corridor	Green	Agricultural	3,700	158.65	118.00	23.34	31.36	2,490
4	A1 Corridor (2,214)	A1 Corridor	Green	Agricultural	2,214	95.90	63.25	23.23	35.00	2,780
5	Large Greenfield 500	Generally	Green	Agricultural	500	26.00	14.25	19.23	35.00	2,786
6	Large Greenfield 225	Generally	Green	Agricultural	225	9.90	6.40	22.73	35.16	2,793
7	Medium Greenfield 130	Generally	Green	Agricultural	130	4.95	3.70	26.26	35.14	2,784
8	Medium Greenfield 75	Generally	Green	Agricultural	75	2.85	2.14	26.32	35.05	2,772
9	Medium Greenfield 30	Generally	Green	Agricultural	30	0.95	0.85	31.58	35.29	2,774
10	Medium Greenfield 15	Generally	Green	Agricultural	15	0.48	0.43	31.25	34.88	2,716
11	Small Greenfield 10	Generally	Green	Paddock	10	0.33	0.33	30.30	30.30	2,402
12	Small Greenfield 5	Generally	Green	Paddock	5	0.20	0.20	30.00	30.00	2,453
13	Small Greenfield 4	Generally	Green	Paddock	4	0.12	0.12	33.33	33.33	2,750
14	Small Greenfield 2	Generally	Green	Paddock	2	0.07	0.07	28.57	28.57	3,286
15	Single Plot	Generally	Green	Paddock	1	0.03	0.03	33.33	33.33	3,833
16	Large Brownfield 100	Generally	Brown	Industrial	100	3.33	2.50	30.03	40.00	3,176
17	Medium Brownfield 50	Generally	Brown	Industrial	50	1.39	1.25	35.97	40.00	3,177
18	Medium Brownfield 20	Generally	Brown	Industrial	20	0.56	0.50	35.71	40.00	3,226
19	Small Brownfield 10	Generally	Brown	Industrial	10	0.22	0.22	45.45	45.45	3,514
20	Small Brownfield 5	Generally	Brown	Industrial	5	0.15	0.15	40.00	40.00	3,640
21	Small Brownfield 4	Generally	Brown	Industrial	4	0.10	0.10	40.00	40.00	3,300
22	Small Brownfield 2	Generally	Brown	Industrial	2	0.05	0.05	40.00	40.00	3,720
23	Single Brown	Generally	Brown	Industrial	1	0.02	0.02	50.00	50.00	5,750
24	Urban Flats	Generally	Brown	Industrial	20	0.33	0.33	60.61	60.61	4,888



## 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?



## A Pragmatic Viability Test

Existing Use Value

- Plus 20%
- Plus £250,000/ha on greenfield for residential
- Plus £200,000/ha on greenfield for employment



## Early Results

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	A1 Corridor (2,500)	A1 Corridor	Green	Agricultural	130	71.42	2500	377,394	666,939	49,061,167
Site 2	A1 Corridor (5,000)	A1 Corridor	Green	Agricultural	260	142.86	5000	303,727	552,773	78,965,123
Site 3	A1 Corridor (3,700)	A1 Corridor	Green	Agricultural	158.55	118	3700	399,827	537,223	63,362,622
Site 4	A1 Corridor (2,214)	A1 Corridor	Green	Agricultural	95.3	63.25	2214	459,875	692,903	43,826,104
Site 5	Large Greenfield 500	Generally	Green	Agricultural	26	14.25	500	428,761	782,301	11,147,784
Site 6	Large Greenfield 225	Generally	Green	Agricultural	9.9	6.4	225	542,905	839,808	5,374,760
Site 7	Medium Greenfield 130	Generally	Green	Agricultural	4.95	3.7	130	734,653	992,646	3,636,330
Site 8	Medium Greenfield 75	Generally	Green	Agricultural	2.85	2.14	75	851,863	1,134,490	2,427,810
Site 9	Medium Greenfield 30	Generally	Green	Agricultural	0.95	0.85	30	978,549	1,093,672	929,621
Site 10	Medium Greenfield 15	Generally	Green	Agricultural	0.48	0.43	15	1,011,021	1,128,581	486,290
Site 11	Small Greenfield 10	Generally	Green	Paddock	0.33	0.33	10	1,793,705	1,793,705	591,923
Site 12	Small Greenfield 6	Generally	Green	Paddock	0.2	0.2	6	1,937,064	1,937,064	387,413
Site 13	Small Greenfield 4	Generally	Green	Paddock	0.12	0.12	4	2,502,669	2,502,669	300,323
Site 14	Small Greenfield 2	Generally	Green	Paddock	0.07	0.07	2	2,937,218	2,937,218	209,605
Site 15	Single Plot	Generally	Green	Paddock	0.03	0.03	1	3,407,646	3,407,646	102,229
Site 16	Large Brownfield 100	Generally	Brown	Industrial	3.33	2.5	100	648,059	863,215	2,158,038
Site 17	Medium Brownfield 50	Generally	Brown	Industrial	1.39	1.25	50	779,552	868,862	1,083,577
Site 18	Medium Brownfield 20	Generally	Brown	Industrial	0.56	0.5	20	795,634	891,334	445,957
Site 19	Small Brownfield 10	Generally	Brown	Industrial	0.22	0.22	10	4,138,615	4,138,615	910,465
Site 20	Small Brownfield 6	Generally	Brown	Industrial	0.15	0.15	6	2,198,504	2,198,504	329,478
Site 21	Small Brownfield 4	Generally	Brown	Industrial	0.1	0.1	4	2,356,523	2,356,523	235,652
Site 22	Small Brownfield 2	Generally	Brown	Industrial	0.05	0.05	2	2,562,617	2,562,617	128,131
Site 23	Single Brown	Generally	Brown	Industrial	0.02	0.02	1	4,395,061	4,395,061	87,901
Site 24	Urban Flats	Generally	Brown	Industrial	0.33	0.33	20	3,024,656	3,024,656	996,137



## Scenarios

- Affordable % v Developer Contributions
- Affordable housing by floor area v units?
- Starter Homes
- Social Rent / Affordable Rent / Intermediate / 'Transfer Prices'
- Commuted Sums



## Setting CIL

1. Regulation and Guidance
2. Differential Rates
3. CIL v s106
4. 123 List
5. Infrastructure Delivery (RISK)
6. Uncertain Market
7. Neighbouring Authorities
8. S106 History
9. Costs of Infrastructure and Sources of Funding
10. Local communities



## And Now?

- Circulate pre-consultation draft
- Responses by 8<sup>th</sup> July 2016 – to Council
- Draft report a week later

Any Further Questions





## Appendix 3 – Consultation Notes and Responses

Date:	Tuesday 28 June 2016	
Venue:	Committee Room - Crescent Gardens	
1.0	Background	
	The event was presented and facilitated by HDH Planning and Development. Simon Drummond-Hay (SDH) confirmed at the beginning of the event that any comments given during the event (or submitted after the event) would be anonymised for reporting purposes.	
2.0	Discussion points	
	<p>The following discussions have been recorded:</p> <ul style="list-style-type: none"> <li>• A consultee expressed a sense of nervousness about providing detailed viability information to inform the WPVT (Whole Plan Viability Testing) work – there was concern that if the viability evidence suggested a good level of profit on a particular scheme, the Council may choose to increase requirements such as Community Infrastructure Levy (CIL). SDH confirmed that we he does not require detailed evidence at the level of an appraisal submitted to inform development management negotiations and emphasised that the WPV work is not about looking at specific sites but at what is achievable across most sites. At this stage in the process he is looking to agree assumptions which most stakeholders are broadly comfortable with.</li> </ul> <p>SDH also explained that HDH are not instructed to maximise Affordable Housing (AH)/CIL – HDH will carry out an assessment to advise the Council on what level of requirements can be defended at examination.</p> <ul style="list-style-type: none"> <li>• SDH asked whether consultees were comfortable with using the approach of Harman plus Existing Use Value plus an appropriate incentive to sell. One consultee suggested that this approach must also have regard to transactional evidence as set out in the RICS Guidance.</li> </ul> <p>SDH emphasised the importance of reaching common ground on this and also added that he would be referring to market transactions.</p> <ul style="list-style-type: none"> <li>• SDH noted that the data he had reviewed was suggesting that there is no premium for flats above houses within the area – he asked participants whether flats should be more or less valuable than housing.</li> </ul> <p>There was a general consensus that flats should be lower than housing, as suggested by SDH's research.</p> <ul style="list-style-type: none"> <li>• SDH presented price assumptions across site typologies. A consultee asked whether these rates would be used on all sites, regardless of mix? SDH confirmed that these were site wide values. The consultee questioned whether the values took account of the housing mix proposed. SDH confirmed that it did.</li> </ul>	

	<ul style="list-style-type: none"> <li>SDH presented a slide on levels of Affordable Rent and discussed the Council's current approach of fixing an Affordable Housing transfer price. A consultee stated that any transfer price should be set as a minimum level, as it was not the role of the local authority to decide what a housing association should pay. SDH noted this point and confirmed that he would be advising the Council on the result of a range of different approaches. A consultee asked whether SDH would be advising on a transfer price – SDH advised that the transfer price is a material factor in the value of Affordable housing but that HDH are only appointed to advise on the cumulative impact of this.</li> <li>SDH presented the approach that he is intending to take to modelling Starter Homes and asked consultees if they had any comments on his approach. A consultee commented that they thought this was the only possible approach at present.</li> <li>SDH presented a slide covering Alternative Use Values. There appeared to be general agreement with those around the room. SDH asked for any further comment via email.</li> <li>SDH presented a summary of the development costs he intends to use in his modelling and asked for any comment on these. A consultee asked what was included within 'Fees'. SDH confirmed that this covered all professional fees, with the exclusion of statutory planning fees which were calculated separately.</li> <li>SDH discussed developers profit and proposed that he would use 20% on the total cost of the development (equivalent to 17% to 18% on revenue). A consultee responded to say that they would expect 20% on revenue and that this was the case across all areas within Yorkshire that they currently worked in.</li> <li>SDH talked about the mix of property types which he was testing – a consultee questioned whether the SHMA takes account of 'help to buy' as a means of purchasing properties – SDH confirmed that it doesn't. The respondent went on to say that the SHMA does not reflect the current market, where people maximise the amount they spend on a first purchase rather than gradually climbing the ladder as in the past. The consultee also felt that the SHMA reflected a period of time where building rates within the district were incredibly low. SDH confirmed that he would be modelling the SHMA mix along with an alternative mix with more 4/5 bed homes. A consultee stated that flats were hardest to sell, followed by 3 storey properties, 1 bed properties and 2 bed properties. Another consultee commented on the requirement of the market for additional space to meet aspirations and to allow for home working. Comments noted. A consultee commented that the Affordable Housing mix was less contentious but queried whether the mix had been tested with Registered Providers.</li> <li>A consultee asked whether the Council had given any thought to what might be included on the 123 list for CIL and expressed a concern regarding any 'double dipping' with S106 agreements. James Langler</li> </ul>	
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	<p>(JL) (of HBC) stated that the list was likely to be specific and based on the infrastructure delivery plan work currently being undertaken.</p> <p>A further consultee question asked whether the Council would be doing any site specific appraisal work – SDH confirmed that at this stage, as infrastructure costs were not yet known, a broad range of costs would be considered. At a later stage, when costs are known, the Council will consider whether CIL or S106 is the most appropriate route. JL confirmed that all CIL information will be published alongside the draft plan in the autumn for consultation.</p>	
3.0	Closing remarks	
	<p>HDH asked consultees to feedback via email following the event, emphasising the importance of getting the assumptions right at this stage in order to avoid the need for further debate at examination.</p> <p>Consultees are asked to provide comments no later than 8 July.</p>	



## Appendix 4 – New Build Sales, Land Registry PPD and EPC

Date	Price Paid	Type	saon	paon	Street	Locality	town	postcode	EPC M2	£/m2
30/06/2014	£410,000	D	5	RAINES PADDOCK	RAINES ROAD	GIGGLESWICK	SETTLE	BD24 0BY		
30/06/2015	£1,200,000	D		MONTROSE HOUSE	CORNWALL ROAD		HARROGATE	HG1 2NB	381	£3,150
22/08/2014	£179,950	D		12A	ROCHE AVENUE		HARROGATE	HG1 4ES	104	£1,730
19/12/2014	£340,000	D		17	OAK DRIVE		HARROGATE	HG1 4GQ	117	£2,906
22/12/2014	£340,000	D		2	OAK DRIVE		HARROGATE	HG1 4GQ	117	£2,906
24/10/2014	£255,000	D		7	OAK DRIVE		KNARESBOROUGH	HG1 4GQ	95	£2,684
23/10/2015	£390,000	D		1	LAUREL GARDENS		HARROGATE	HG1 4GS	131	£2,977
25/09/2015	£260,000	D		14	LAUREL GARDENS		HARROGATE	HG1 4GS	86	£3,023
23/10/2015	£267,000	D		3	LAUREL GARDENS		HARROGATE	HG1 4GS	95	£2,811
26/06/2015	£430,000	D		28	ROWAN CLOSE		HARROGATE	HG1 4GU	153	£2,810
13/05/2015	£350,000	D		30	ROWAN CLOSE		HARROGATE	HG1 4GU	117	£2,991
25/06/2015	£385,000	D		32	ROWAN CLOSE		HARROGATE	HG1 4GU	128	£3,008
26/06/2015	£385,000	D		34	ROWAN CLOSE		HARROGATE	HG1 4GU	128	£3,008
26/06/2015	£441,200	D		36	ROWAN CLOSE		HARROGATE	HG1 4GU	158	£2,792
16/07/2015	£410,000	D		38	ROWAN CLOSE		HARROGATE	HG1 4GU	135	£3,037
23/10/2015	£499,995	D		42	ROWAN CLOSE		HARROGATE	HG1 4GU	191	£2,618
23/10/2015	£499,995	D		44	ROWAN CLOSE		HARROGATE	HG1 4GU	191	£2,618
25/09/2015	£365,000	D		46	ROWAN CLOSE		HARROGATE	HG1 4GU	117	£3,120
18/09/2015	£370,000	D		48	ROWAN CLOSE		HARROGATE	HG1 4GU	117	£3,162
01/08/2014	£480,000	D		36A	ARTHURS AVENUE		HARROGATE	HG2 0EB	139	£3,453
21/08/2015	£330,000	D		1	PINEWOOD DRIVE		HARROGATE	HG2 0FA	92	£3,587
17/12/2014	£730,000	D		1	MOREL GROVE		HARROGATE	HG2 0FB	211	£3,460
26/06/2015	£730,000	D		3	MOREL GROVE		HARROGATE	HG2 0FB	158	£4,620
07/08/2014	£1,600,000	D		OAK HOUSE, 3	FULWITH DRIVE		HARROGATE	HG2 8HW	481	£3,326
03/12/2014	£420,000	D		40	REDFEARN MEWS		HARROGATE	HG2 9QN	146	£2,877
25/11/2014	£595,000	D		BARN 3	RUDDING LANE	FOLLIFOOT	HARROGATE	HG3 1DQ		
10/06/2015	£830,000	D	THE TITHE BARN	HOME FARM	RUDDING LANE	FOLLIFOOT	HARROGATE	HG3 1DQ		
31/03/2014	£465,000	D		2	IVY CLOSE	FOLLIFOOT	HARROGATE	HG3 1EH	157	£2,962
14/05/2015	£207,500	D		PLOT 2	COPGROVE ROAD	BURTON LEONARD	HARROGATE	HG3 3SJ		
13/11/2014	£357,000	D		1	BLUEBELL CLOSE		RIPON	HG4 1AW	187	£1,909
10/01/2014	£355,000	D		5	BLUEBELL CLOSE		RIPON	HG4 1AW	177	£2,006
24/07/2015	£450,000	D		OAK TREE HOUSE	SHAROW LANE	SHAROW	RIPON	HG4 5BH	178	£2,528
28/08/2015	£350,000	D		1	CHURCH WOOD CLOSE	SKELTON ON URE	RIPON	HG4 5EG	154	£2,273
23/10/2015	£650,000	D		1	MAYTHORPE GARDENS	SHAROW	RIPON	HG4 5FB		
21/07/2015	£560,000	D		3	MAYTHORPE GARDENS	SHAROW	RIPON	HG4 5FB		
06/06/2014	£340,000	D		1	ST ROBERTS CLOSE		KNARESBOROUGH	HG5 0TA	151	£2,252
22/05/2014	£397,000	D		2	ST ROBERTS CLOSE		KNARESBOROUGH	HG5 0TA	167	£2,377
16/05/2014	£422,500	D		4	ST ROBERTS CLOSE		KNARESBOROUGH	HG5 0TA	163	£2,592
30/06/2015	£550,000	D		HAZELHEADS VIEW	THE GREEN	SCRIVEN	KNARESBOROUGH	HG5 9EA	162	£3,395
20/03/2015	£499,999	D		1	PARK CORNER FOLD	SCRIVEN	KNARESBOROUGH	HG5 9EF	158	£3,165
05/05/2015	£950,000	D		4	PARK CORNER FOLD	SCRIVEN	KNARESBOROUGH	HG5 9EF	325	£2,923

26/06/2015	£657,500	D		MEADOW VIEW	CATTAL STREET	CATTAL	YORK	YO26 8DW	234	£2,810
28/07/2014	£422,500	D		7	ALL SAINTS CLOSE	BOROUGHBRIDGE	YORK	YO51 9DW	180	£2,347
15/05/2015	£457,000	D		PASTURE HOUSE	BACK LANE	LANGTHORPE	YORK	YO51 9FE	158	£2,892
27/02/2015	£420,000	D		WHEAT CROFT	BACK LANE	LANGTHORPE	YORK	YO51 9FE	187	£2,246
07/05/2014	£350,000	D		5	CYGNET MEWS	BOROUGHBRIDGE	YORK	YO51 9FH		
14/03/2014	£299,995	D		1	VICTORY ROW	BOROUGHBRIDGE	YORK	YO51 9GH	128	£2,344
03/04/2014	£315,000	D		6	BARNABY WAY	BOROUGHBRIDGE	YORK	YO51 9GJ	138	£2,283
24/07/2014	£425,000	D		8	BARNABY WAY	BOROUGHBRIDGE	YORK	YO51 9GJ	164	£2,591
05/06/2014	£324,995	D		9	BARNABY WAY	BOROUGHBRIDGE	YORK	YO51 9GJ	138	£2,355
19/06/2014	£300,000	D		10	HARCLAY GARTH	BOROUGHBRIDGE	YORK	YO51 9GL	138	£2,174
02/10/2014	£385,161	D		7	HARCLAY GARTH	BOROUGHBRIDGE	YORK	YO51 9GL	164	£2,349
07/08/2014	£312,335	D		1	BATTLE CLOSE	BOROUGHBRIDGE	YORK	YO51 9GN	138	£2,263
11/07/2014	£299,995	D		10	BATTLE CLOSE	BOROUGHBRIDGE	YORK	YO51 9GN	128	£2,344
02/05/2014	£396,195	D		11	BATTLE CLOSE	BOROUGHBRIDGE	YORK	YO51 9GN	164	£2,416
27/06/2014	£324,995	D		13	BATTLE CLOSE	BOROUGHBRIDGE	YORK	YO51 9GN	138	£2,355
28/03/2014	£304,246	D		14	BATTLE CLOSE	BOROUGHBRIDGE	YORK	YO51 9GN	138	£2,205
19/06/2014	£324,995	D		2	BATTLE CLOSE	BOROUGHBRIDGE	YORK	YO51 9GN	138	£2,355
10/04/2014	£409,995	D		3	BATTLE CLOSE	BOROUGHBRIDGE	YORK	YO51 9GN	164	£2,500
18/09/2014	£314,995	D		4	BATTLE CLOSE	BOROUGHBRIDGE	YORK	YO51 9GN	138	£2,283
16/05/2014	£299,995	D		5	BATTLE CLOSE	BOROUGHBRIDGE	YORK	YO51 9GN	128	£2,344
08/05/2014	£409,995	D		6	BATTLE CLOSE	BOROUGHBRIDGE	YORK	YO51 9GN	164	£2,500
30/06/2014	£324,995	D		8	BATTLE CLOSE	BOROUGHBRIDGE	YORK	YO51 9GN	138	£2,355
05/12/2014	£285,000	D		9	BATTLE CLOSE	BOROUGHBRIDGE	YORK	YO51 9GN	138	£2,065
01/12/2014	£384,000	D		FLAXBY FREE SCHOOL	SHORTSILL LANE	FLAXBY	KNARESBOROUGH			
14/03/2014	£275,495	D		7	BATTLE CLOSE	BOROUGHBRIDGE	YORK			
06/07/2015	£115,000	F	APARTMENT 3	4	STATION BRIDGE		HARROGATE	HG1 1SS	37	£3,108
06/07/2015	£115,000	F	APARTMENT 5	4	STATION BRIDGE		HARROGATE	HG1 1SS	37	£3,108
06/07/2015	£125,000	F	APARTMENT 6	4	STATION BRIDGE		HARROGATE	HG1 1SS		
15/09/2015	£499,000	F	APARTMENT 1	40	KINGSLEY COURT, 36 - 40	RIPON ROAD	HARROGATE	HG1 2JJ	255	£1,957
24/01/2014	£285,000	F	FLAT 5		CYGNET COURT, 29A	SWAN ROAD	HARROGATE	HG1 2SW	91	£3,132
27/10/2015	£340,000	F	APARTMENT 1	32	DEVONSHIRE PLACE		HARROGATE	HG1 4AD		
21/11/2014	£170,950	F	APARTMENT 3		WATH HOUSE	GROVE PARK VIEW	HARROGATE	HG1 4BT	69	£2,478
19/12/2014	£225,000	F		8	OAK DRIVE		HARROGATE	HG1 4GQ	82	£2,744
15/07/2014	£110,000	F	FLAT 2	77	SKIPTON ROAD		HARROGATE	HG1 4LF	90	£1,222
13/11/2014	£150,000	F	FLAT 1		MOSS GRANGE, 9	REGENT PARADE	HARROGATE	HG1 5AN	54	£2,778
04/12/2014	£225,000	F	FLAT 3		MOSS GRANGE, 9	REGENT PARADE	HARROGATE	HG1 5AN	90	£2,500
07/07/2014	£227,500	F	FLAT 4		MOSS GRANGE, 9	REGENT PARADE	HARROGATE	HG1 5AN	87	£2,615
12/05/2014	£180,000	F	FLAT 5		MOSS GRANGE, 9	REGENT PARADE	HARROGATE	HG1 5AN	87	£2,069
17/09/2014	£229,000	F	FLAT 6		MOSS GRANGE, 9	REGENT PARADE	HARROGATE	HG1 5AN	87	£2,632
18/09/2015	£155,000	F		14B	HAYWRA STREET		HARROGATE	HG1 5BJ		
18/09/2015	£155,000	F		4C	HAYWRA STREET		HARROGATE	HG1 5BJ	66.84	£2,319
07/05/2014	£159,500	F	FLAT 1	83	MAYFIELD GROVE		HARROGATE	HG1 5HD	71	£2,246
07/05/2014	£159,000	F	FLAT 3	83	MAYFIELD GROVE		HARROGATE	HG1 5HD	55	£2,891
12/02/2015	£333,950	F	10		MARTIN GRANGE, 5	OTLEY ROAD	HARROGATE	HG2 0DL		
27/11/2015	£259,950	F	11		MARTIN GRANGE, 5	OTLEY ROAD	HARROGATE	HG2 0DL		
14/09/2015	£249,950	F	16		MARTIN GRANGE, 5	OTLEY ROAD	HARROGATE	HG2 0DL		

27/04/2015	£265,700	F	19	MARTIN GRANGE, 5	OTLEY ROAD	HARROGATE	HG2 0DL			
07/11/2014	£247,950	F	22	MARTIN GRANGE, 5	OTLEY ROAD	HARROGATE	HG2 0DL			
27/06/2014	£306,950	F	25	MARTIN GRANGE, 5	OTLEY ROAD	HARROGATE	HG2 0DL			
07/07/2014	£217,000	F	FLAT 10	1	GARDEN MEWS	HARROGATE	HG2 0FD	82	£2,646	
18/02/2015	£235,000	F	FLAT 2	1	GARDEN MEWS	HARROGATE	HG2 0FD	78	£3,013	
11/09/2014	£222,500	F	FLAT 3	1	GARDEN MEWS	HARROGATE	HG2 0FD	83	£2,681	
05/08/2014	£220,000	F	FLAT 4	1	GARDEN MEWS	HARROGATE	HG2 0FD	78	£2,821	
29/05/2015	£229,000	F	FLAT 5	1	GARDEN MEWS	HARROGATE	HG2 0FD	70	£3,271	
22/05/2015	£239,950	F	FLAT 7	1	GARDEN MEWS	HARROGATE	HG2 0FD	83	£2,891	
29/08/2014	£220,000	F	FLAT 8	1	GARDEN MEWS	HARROGATE	HG2 0FD	78	£2,821	
23/12/2014	£225,000	F	FLAT 9	1	GARDEN MEWS	HARROGATE	HG2 0FD	70	£3,214	
26/11/2014	£235,000	F	APARTMENT 2	8	GARDEN MEWS	HARROGATE	HG2 0FD	81	£2,901	
22/07/2014	£234,000	F	APARTMENT 3	8	GARDEN MEWS	HARROGATE	HG2 0FD	79	£2,962	
16/10/2015	£235,000	F	APARTMENT 4	8	GARDEN MEWS	HARROGATE	HG2 0FD	81	£2,901	
10/10/2014	£235,000	F	APARTMENT 5	8	GARDEN MEWS	HARROGATE	HG2 0FD	79	£2,975	
11/04/2014	£228,000	F		FLAT 2, 26	BELMONT ROAD	HARROGATE	HG2 0LR	91	£2,505	
28/08/2015	£185,000	F	FLAT 1	20	LEEDS ROAD	HARROGATE	HG2 8AA	72	£2,569	
22/05/2015	£120,000	F	FLAT 3	19	HOOKSTONE ROAD	HARROGATE	HG2 8BT			
21/10/2015	£196,000	F	FLAT 9	PINE VIEW	LOCKER LANE	RIPON	HG4 1SS	87	£2,253	
06/01/2015	£150,000	F		4B	STOCKDALE CLOSE	KNARESBOROUGH	HG5 8EA	66	£2,273	
02/12/2014	£210,000	F	APARTMENT 1	HUBY COURT	HARROGATE ROAD	LEEDS	LS17 0EG	77	£2,727	
23/10/2014	£215,000	F	APARTMENT 2	HUBY COURT	HARROGATE ROAD	LEEDS	LS17 0EG	78	£2,756	
21/01/2014	£290,000	S		8	YORK PLACE MEWS	HARROGATE	HG1 1HL			
08/10/2015	£1,000,000	S		HARROWBY HOUSE	CORNWALL ROAD	HARROGATE	HG1 2NB	329	£3,040	
22/12/2014	£225,000	S		10	OAK DRIVE	HARROGATE	HG1 4GQ	82	£2,744	
19/02/2015	£265,000	S		13	OAK DRIVE	HARROGATE	HG1 4GQ	101	£2,624	
23/01/2015	£265,000	S		15	OAK DRIVE	HARROGATE	HG1 4GQ	101	£2,624	
18/12/2014	£185,000	S		4	OAK DRIVE	HARROGATE	HG1 4GQ	70	£2,643	
19/12/2014	£185,000	S		6	OAK DRIVE	HARROGATE	HG1 4GQ	70	£2,643	
21/11/2014	£265,000	S		9	OAK DRIVE	HARROGATE	HG1 4GQ	101	£2,624	
14/08/2015	£190,000	S		2	LAUREL GARDENS	HARROGATE	HG1 4GS	70	£2,714	
21/08/2015	£190,000	S		4	LAUREL GARDENS	HARROGATE	HG1 4GS	70	£2,714	
21/08/2015	£190,000	S		6	LAUREL GARDENS	HARROGATE	HG1 4GS	70	£2,714	
21/08/2015	£190,000	S		8	LAUREL GARDENS	HARROGATE	HG1 4GS	101	£1,881	
20/08/2015	£275,000	S		3	PINEWOOD DRIVE	HARROGATE	HG2 0FA	77	£3,571	
21/08/2015	£275,000	S		5	PINEWOOD DRIVE	HARROGATE	HG2 0FA	77	£3,571	
11/09/2015	£295,000	S		179	HOOKSTONE CHASE	HARROGATE	HG2 7DD	116	£2,543	
28/07/2015	£302,495	S		1A	HOOKSTONE WAY	HARROGATE	HG2 7DE	116	£2,608	
18/06/2015	£150,000	S	THE OLD MISTAL	BLUE COAT FARM	HOWHILL ROAD	BECKWITHSHAW	HARROGATE	HG3 1QJ		
29/07/2015	£180,000	S		21	THORPE CHASE	RIPON	HG4 1UA	76	£2,368	
14/02/2014	£215,000	S	5	MEWS COURT	WATERMILL LANE	NORTH STAINLEY	RIPON	HG4 3FB	81	£2,654
16/01/2015	£189,995	S		1	ST JOHNS COURT	KNARESBOROUGH	HG5 0FA	71	£2,676	
19/01/2015	£197,500	S		2	ST JOHNS COURT	KNARESBOROUGH	HG5 0FA	71	£2,782	
19/11/2014	£235,000	S		4 MANSE MEWS	MANSE LANE	KNARESBOROUGH	HG5 8LF	88	£2,670	
09/09/2014	£235,000	S		3	MANSE MEWS	KNARESBOROUGH	HG5 8LF	88	£2,670	
05/02/2015	£725,000	S		5	PARK CORNER FOLD	SCRIVEN	HG5 9EF			
21/03/2014	£495,000	S	2	FARRIERS VIEW	RUDGATE	WHIXLEY	YORK	YO26 8AL	202	£2,450

16/03/2015	£245,000	S		BARLEY COTTAGE	BACK LANE	LANGTHORPE	YORK	YO51 9FE	86	£2,849
17/04/2015	£71,500	S		HARVEST COTTAGE	BACK LANE	LANGTHORPE	YORK	YO51 9FE	66	£1,083
08/05/2015	£375,000	S		69	WATERSIDE	LANGTHORPE	YORK	YO51 9GE	177	£2,119
11/09/2015	£387,500	S		71	WATERSIDE	LANGTHORPE	YORK	YO51 9GE	177	£2,189
15/01/2014	£300,000	S	THE GRANARY	MANOR FARM BARN		NORTON LE CLAY	YORK	YO61 2RS		
19/08/2014	£220,000	S		1 MANSE MEWS	MANSE LANE		KNARESBOROUGH			
29/08/2014	£230,000	S		2 MANSE MEWS	MANSE LANE		KNARESBOROUGH			
17/08/2015	£250,000	T		1	ST ROBERTS MEWS		HARROGATE	HG1 1HR	68	£3,676
04/08/2014	£220,000	T		CHERRY COTTAGE, 10	NORTH LODGE		HARROGATE	HG1 3HX	80	£2,750
					AVENUE					
23/03/2015	£175,000	T		38A	GASCOIGNE		HARROGATE	HG1 4AJ	71	£2,465
					CRESCENT					
02/04/2015	£265,000	T		22	ROWAN CLOSE		HARROGATE	HG1 4GU	101	£2,624
24/04/2015	£265,000	T		24	ROWAN CLOSE		HARROGATE	HG1 4GU	101	£2,624
27/03/2015	£265,000	T		26	ROWAN CLOSE		HARROGATE	HG1 4GU	101	£2,624
25/04/2014	£210,000	T		1	OAK BECK PLACE		HARROGATE	HG1 4JT		
25/04/2014	£210,000	T		4	OAK BECK PLACE		HARROGATE	HG1 4JT		
14/03/2014	£165,000	T		2 OAK BECK PLACE	WOODFIELD ROAD		HARROGATE	HG1 4JT		
03/04/2014	£165,000	T		3 OAK BECK PLACE	WOODFIELD ROAD		HARROGATE	HG1 4JT		
13/03/2014	£215,000	T		7 OAK BECK PLACE	WOODFIELD ROAD		HARROGATE	HG1 4JT		
29/04/2014	£318,500	T		1	THE MEWS		HARROGATE	HG1 5AR	138	£2,308
25/03/2014	£240,000	T		3	THE MEWS		HARROGATE	HG1 5AR	93	£2,581
25/03/2014	£323,500	T		4	THE MEWS		HARROGATE	HG1 5AR	145	£2,231
11/08/2014	£324,950	T	1	MORNINGTON VIEW	MORNINGTON		HARROGATE	HG1 5BF	108	£3,009
					TERRACE					
23/06/2014	£344,950	T	2	MORNINGTON VIEW	MORNINGTON		HARROGATE	HG1 5BF	108	£3,194
					TERRACE					
04/08/2014	£344,950	T	4	MORNINGTON VIEW	MORNINGTON		HARROGATE	HG1 5BF	108	£3,194
					TERRACE					
15/09/2014	£344,950	T	5	MORNINGTON VIEW	MORNINGTON		HARROGATE	HG1 5BF	108	£3,194
					TERRACE					
03/10/2014	£310,000	T	6	MORNINGTON VIEW	MORNINGTON		HARROGATE	HG1 5BF	108	£2,870
					TERRACE					
15/10/2014	£310,000	T	7	MORNINGTON VIEW	MORNINGTON		HARROGATE	HG1 5BF	108	£2,870
					TERRACE					
20/02/2015	£265,000	T	8	MORNINGTON VIEW	MORNINGTON		HARROGATE	HG1 5BF	108	£2,454
					TERRACE					
01/10/2014	£325,000	T	9	MORNINGTON VIEW	MORNINGTON		HARROGATE	HG1 5BF	137	£2,372
					TERRACE					
27/03/2015	£550,000	T		11	MOREL GROVE		HARROGATE	HG2 0FB	158	£3,481
26/06/2015	£540,000	T		13	MOREL GROVE		HARROGATE	HG2 0FB	158	£3,418
26/06/2015	£540,000	T		15	MOREL GROVE		HARROGATE	HG2 0FB	158	£3,418
27/03/2015	£620,000	T		17	MOREL GROVE		HARROGATE	HG2 0FB	158	£3,924
26/06/2015	£550,000	T		19	MOREL GROVE		HARROGATE	HG2 0FB	158	£3,481
26/06/2015	£540,000	T		21	MOREL GROVE		HARROGATE	HG2 0FB	158	£3,418
26/06/2015	£540,000	T		23	MOREL GROVE		HARROGATE	HG2 0FB	158	£3,418
26/06/2015	£550,000	T		25	MOREL GROVE		HARROGATE	HG2 0FB	158	£3,481



26/06/2015	£550,000	T		5	MOREL GROVE		HARROGATE	HG2 0FB	158	£3,481
20/02/2015	£540,000	T		7	MOREL GROVE		HARROGATE	HG2 0FB	158	£3,418
23/12/2014	£620,000	T		9	MOREL GROVE		HARROGATE	HG2 0FB	158	£3,924
17/12/2015	£540,000	T		12	BEECH CLOSE		HARROGATE	HG2 0FE	158	£3,418
17/12/2015	£540,000	T		6	BEECH CLOSE		HARROGATE	HG2 0FE	158	£3,418
29/09/2015	£350,000	T		9	ST PETERS SQUARE		HARROGATE	HG2 0NP	85	£4,118
04/08/2015	£210,000	T	3		TOWER COURT		RIPON	HG4 1AD	113	£1,858
18/09/2015	£185,000	T	8		TOWER COURT		RIPON	HG4 1AD	81	£2,284
19/05/2015	£179,950	T		5	CATHEDRAL COURT		RIPON	HG4 1BF	63	£2,856
12/12/2014	£179,950	T		6	CATHEDRAL COURT		RIPON	HG4 1BF	63	£2,856
30/05/2014	£175,000	T	1		LAVERTON HALL COTTAGE	LAVERTON	RIPON	HG4 3SX	102	£1,716
13/02/2014	£165,000	T		23	COLLEGE LANE	MASHAM	RIPON	HG4 4HE	79	£2,089
01/06/2015	£249,995	T		3	ST JOHNS COURT		KNARESBOROUGH	HG5 0FA	91	£2,747
22/10/2014	£160,000	T		12A	BREWERTON STREET		KNARESBOROUGH	HG5 8AZ	82	£1,951
07/02/2014	£250,000	T		1	THE CHERRY ORCHARD	WHIXLEY	YORK	YO26 8BU		
18/06/2015	£177,950	T		4	CATHEDRAL COURT		RIPON			



## Appendix 5 – New Build Asking Prices (April 2016)

Developer / Agent	Scheme	Town	Type	Bedrooms	T/SD/D	Area (m2)		Price	Price (£/m2)	
						Flat	House		Flat	House
Linden Homes	Sussex Court	Harrogate	Ashburton	4	sd		222	£950,000		£4,279
			Skelton	4	sd		293	£1,100,000		£3,754
Hopkinsons	Scriven Park Farm	Knarborough		5	ld		279	£925,000		£3,319
Carter Jonas	Ingmanthorpe Grange	Wetherby	Ingmanthorpe House	5	d		416	£925,000		£2,224
	Ingmanthorpe Grange		5	4	d		200	£595,000		£2,975
	Ingmanthorpe Grange		8	4	d		207	£550,000		£2,657
	Ingmanthorpe Grange		9	4	d		207	£550,000		£2,657
	Ingmanthorpe Grange		3	3	sd		115	£330,000		£2,870
	Old Police Station	Harrogate	6	2	f	101		£675,000	£6,683	
	Old Police Station		3	2	f	100		£525,000	£5,250	
	Old Police Station		12	2	f	80		£450,000	£5,625	
	Old Police Station		14	2	f	80		£450,000	£5,625	
	Old Police Station		8	2	f	88		£375,000	£4,261	
Miller Homes	Harlow Moor Road	Harrogate	Yates	5	d		235	£830,000		£3,532
Dacre Son & Hartley	High Street	Spofforth	Whinbrook	5	d		150	£650,000		£4,333
	High Street	Spofforth	cherrytree	3	d		86	£345,000		£4,012
	Lark Hill Crescent	Ripon		5	d			£525,000		
	Wheatsheaf	Ripon		4	sd		95	£269,950		£2,842
	Wheatsheaf	Ripon		3	t		80	£215,000		£2,688
							80	£205,000		£2,563
							80	£205,000		£2,563
Thomlinsons	Farriers Ct	Rainton	Blacksmiths	5	d		203	£450,000		£2,214
Kebbell Homes	Woodland Place	Ripon		4	sd		108	£425,000		£3,935
				4	sd		108	£420,000		£3,889
Redrow	Devonshire Gdns	Harrogate	Cleveland	4	sd		103	£314,950		£3,046
			Cleveland Grand	5	sd		120	£344,950		£2,876
Strutt & Parker	Coppice Drive	Harroagte		2	f	96		£300,000	£3,125	



## Appendix 6 – Non-residential availability

### Harrogate

#### Office

For RentROA



A range of refurbished 2 storey industrial units ranging in size from 3,960 sq.ft. to 20,490 sq.ft. Available from October, the specification can be tailored to future tenants requirements. Units 4A -4D The Centre, Fourth Avenue, Hornbeam Park, Harrogate HG2 8QT Type: Industrial, Distribution Warehouse, General Industrial, Light Industrial, Warehouse, Storage, Trade Counter, Leisure Property, Retail, Licensed & Leisure

Location: Units 4A - 4D The Centre, Hookstone Road, Hornbeam Park, Harrogate, HG2 8QT

Size: 3960 - 20490 Sq Ft

For RentROA



Outstanding quality offices in an unrivalled location with stunning views across the

Crimple Valley From 2,000 sq.ft. up to 36,600 sq.ft. (3,400 m2) Probably the most prestigious office building in Harrogate in an exceptional landscape garden. Constructed to the highest standards with the highest quality specification as set out below: Gardner House Specification GARDNER HOUSE, HORNBEAM PARK HARROGATE HG2 8XE

Type: Offices, Business park, Office

Location: Gardner House Hornbeam Park, , Harrogate, HG2 8XE

Size: 2000 - 36600 Sq Ft

For Rent£15,000.00 Per Annum



13 Hornbeam Square South is located on the Hornbeam Business Park, situated between the A61 Leeds Road and A661 Wetherby Road, approximately half a mile from Harrogate town centre. The property comprises a modern, mid-terrace, purpose built office building arranged over two floors. The ground floor currently provides open plan office space with WC and kitchenette facilities. The first floor provides two cellular offices and a break-out area, plus WC and kitchenette facilities. The accommodation benefits from double glazing and gas central heating throughout. Allocated parking for 5 vehicles is provided to the front of the property within the landscaped courtyard. The property is available To Let as a whole or alternatively on a floor-by-floor basis on a new FRI lease on terms to be agreed.

13 Hornbeam Square South, Hornbeam Business Park, Harrogate, HG2 8NB

Type: Office, Offices

Location: 13 Hornbeam Square South, Hornbeam Business Park, Harrogate, HG2 8NB

Size: 536 - 1079 Sq Ft

For RentROA



Grade A Offices To Let in Harrogate's Town Centre. Suite of 765 sq ft available June 2016. For further information, please visit:  
The Exchange, Station Parade, Harrogate, HG1 1TS  
Type: Office, Offices  
Location: The Exchange, Station Parade, Harrogate, HG1 1TS  
Size: 765 Sq Ft

For RentROA



Grade A Offices To Let in Harrogate's Town Centre. Suite of 765 sq ft available June 2016. For further information, please visit:  
The Exchange, Station Parade, Harrogate, HG1 1TS  
Type: Office, Offices  
Location: The Exchange, Station Parade, Harrogate, HG1 1TS  
Size: 765 Sq Ft

For SalePOA OR For RentROA



To Let - Good quality self contained office accommodation in an excellent location ( Agency Pilot Software Ref: 14034944 )  
36 Harrogate Business Park, Freemans Way, Harrogate, HG3 1DH  
Type: Office, Offices  
Location: 36 Harrogate Business Park, Freemans Way, Wetherby Road, Harrogate, HG3 1DH  
Size: 1330 - 2897 Sq Ft

[View Property](#)

[For SalePOA OR For Rent£80,000.00 Per Annum](#)



The premises comprise an attractive detached three storey stone built office set within landscaped grounds. The premises benefit from the following specification:  
Kitchen facilities at ground and second floors  
Harlow Court, Otley Road, Harrogate, HG3 1PU  
Type: Office, Offices  
Location: Harlow Court, Otley Road, Beckwithshaw, Harrogate, HG3 1PU  
Size: 7291 Sq Ft

For Rent£13.00 Per Sq Ft



Harrogate is an affluent and popular Yorkshire Spa Town situated some 17 miles north of Leeds and 20 miles west of York. The town benefits from good road and rail communications. Junction 47 of the A1 (M) lies approximately 8 miles to the east of the town. Harrogate is also situated on the Leeds - York commuter line offering regular trains to both destinations. Leeds Bradford Airport lies approximately 14 miles southwest of the town providing both domestic and commercial flights. The Exchange is adjacent to the main bus and rail stations. Town centre shopping facilities, restaurants and hotels are all within close proximity. Harrogate is regarded as one of the most...

The Exchange, Station Parade, HG1 1TS, Harrogate

Type: Office, Offices

Location: The Exchange, Station Parade, Yorkshire & Humberside, Harrogate, HG1 1TS

Size: 947 - 8000 Ft<sup>2</sup>

Images: 1

For Rent£9.50 Per Sq Ft



Copthall Bridge House is located on Station Bridge within Harrogate town centre, with access from East Parade. The property is a short walk from the town's principle shopping area and Harrogate Railway Station, Bus Station and a host of other facilities. Copthall Bridge House comprises a mixed use retail and office building, incorporating retail on the ground floor and three upper floors of offices. The available space is at first floor level. This has until very recently been used by North Yorkshire Council as the Harrogate library. The accommodation has been recently refurbished to include the installation of new suspended...

Copthall Bridge House, Station Bridge, HG1 1SP, Harrogate

Type: Office, Offices

Location: Copthall Bridge House, Station Bridge, Yorkshire & Humberside, Harrogate, HG1 1SP

Size: 3000 - 7106 Ft<sup>2</sup>

For Rent£14.50



To Let - Modern office suites from 1,039 sq ft to 3,696 sq ft with parking in Harrogate. - The available office suites benefit from comfort cooling, suspended ceilings, perimeter trunking and a high car parking ratio. Flexible and competitive rents available upon request. \* Comfort cooling \* Car parking spaces

1 Cardale Park, Beckwith Head Road, Harrogate, HG3 1RZ

Type: Office, Offices

Location: 1 Cardale Park, Beckwith Head Road, Harrogate, , Harrogate, HG3 1RZ

Size: 1039 - 3696 Sq Ft

For RentROA



A refurbished multi use 2 storey building with a range of industrial units of varying sizes with first floor production, studio offices units at first floor. There is a goods lift to the first floor. Some units are traditional portal framed units with roller shutters and others will be accessed from new access doors form the newly created rear courtyard.

The Centre II, Hornbeam Park Harrogate HG2 8QT

Type: Industrial, Offices, General Industrial, Light Industrial, Warehouse, Storage, Trade Counter, Leisure Property, Business park, Retail, Licensed & Leisure

Location: G1 - G10 The Centre II, Hookstone Road, Hornbeam Park, Harrogate, HG2 8QT

Size: 1677 - 4791 Sq Ft

For RentROA



Outstanding quality offices in an unrivalled location with stunning views across the Crimple Valley From 2,000 sq.ft. up to 36,600 sq.ft. (3,400 m2) Probably the most prestigious office building in Harrogate in an exceptional landscape garden. Constructed to the highest standards with the highest quality specification as set out below: Gardner House Specification GARDNER HOUSE, HORNBEAM PARK HARROGATE HG2 8XE

Type: Offices, Business park, Office

Location: Gardner House Hornbeam Park, , Harrogate, HG2 8XE

Size: 2000 - 36600 Sq Ft

For RentROA



Unit 7 is 1200 sq.ft. with suspended ceiling, carpeting heating fluorescent recessed lighting roller shutter mainly open plan with two individual offices. Suitable for a wide range of uses. Claro Court Business Centre. A great space in which to do business Claro Court Business Centre is purpose-designed to provide flexible hassle-free, mixed use business accommodation to commercial organisations of of all types and sizes.

Modern mulit use workspace

Type: Offices, Mixed use, Leisure, Light Industrial, Storage, Leisure Property, Serviced office, Showroom, Other Property Types & Opportunities, Industrial, Licensed & Leisure

Location: 7 Claro Court Business Centre, Claro Road, Claro Court Business Centre, Harrogate, HG1 4BA

Size: 1200

For Rent£10.00 Per Sq Ft



A two storey office building which will be refurbished to provide a range of office suites from 2,000 sq.ft. to 6,500 sq.ft as single floor plate with a total of up to 30,000



sq.ft. in total. The building will provide centrally heated offices with new ceiling and LED lighting, perimeter trunking. There will be a central display exhibition area included within the building. This will provide an opportunity for good quality but economic office space with on site car parking adjacent to the building within Harrogate's premier Business Park. Hornbeam Park has a range of complementary facilities, including a Kindercare creche, Nuffield health club, Whitbread pub and hotel, A number of restaurants and cafes and a range of leisure facilities.

Hookstone Road, Hornbeam Park, Harrogate, HG2 8QT

Type: Office, Business park, Hotel, Leisure, Science Park, Offices, Other Property Types & Opportunities

Location: The Centre, Hookstone Road, Hornbeam Park, Harrogate, HG2 8QT

Size: 1263 - 31451 Sq Ft

For RentROA



DESCRIPTION The building is an end of terrace brick built three storey building, with double glazed windows to the west, south and east elevations. The building is centrally heated via a gas boiler, with suspended ceilings, fluorescent lighting and carpeted throughout. There is a floor trunking system and in some cases perimeter trunking. There are central toilet facilities and a kitchen area To the front and rear of the property there is communal parking area where spaces are allocated on the basis of 1 space per 250 sq.ft.

Hornbeam Square North, Harrogate, HG2 8PB

Type: Business park, Office, Serviced office, Offices

Location: No 4 Sceptre House, Hornbeam Square North, Harrogate, HG2 8PB

Size: 300 - 1375 Sq Ft

For RentROA



Attractive Town Centre Offices To Let. The premises were formerly occupied by Sherringtons Estate Agents and benefit from an A2 use on the ground floor. 520 sq ft ground - 450 sq ft basement 4 Princes Square, Harrogate, HG1 1LX

Type: Office, Offices

Location: 4 Princes Square, Harrogate, HG1 1LX

Size: 520 - 970 Sq Ft

For RentROA



Grade A offices To Let Flexible floor plates Onsite Caf☞ with WIFI Onsite gym & swimming pool Central House Beckwith Knowle, Otley Road, Harrogate, HG3 1UD  
Type: Office, Offices  
Location: Central House Beckwith Knowle, Otley Road, Harrogate, HG3 1UD  
Size: 1800 - 40000 Sq Ft

For RentROA



Fully inclusive workspace available to rent in Harrogate - HG2. Call on 0203 142 8595 now to speak to one of our expert team and arrange a viewing today. This is a busy, vibrant centre offering fully serviced office accommodation with free parking together with an infrastructure of telephony, IT, broadband access and a high level of customer service. Currently the base for over 30 companies, this centre offers excellent networking opportunities. Quality furnished offices are available on flexible three-month rolling licence agreements.  
Hookstone Avenue, Harrogate, HG2 8ER  
Type: Office, Serviced Office, Offices  
Location: Hookstone Avenue, Harrogate, HG2 8ER  
Size: 55 - 1980

For RentROA



The property is situated just off Cornwall Road in attractive landscaped surroundings overlooking the Valley Gardens within a short walk from Harrogate Town Centre. Windsor House provides a total of 77,000 sq ft of office accommodation over seven floors with the building providing efficient and flexible workspace with individual suites ranging from 100 ☞ 5,000 sq ft.

Level 7 - Windsor House, Cornwall Road, Harrogate, HG1 2NE

Type: Office, Offices

Location: Level 7 - Windsor House, Cornwall Road, Harrogate, HG1 2NE

Size: 99 - 1249 Sq Ft

For RentROA



The property is situated just off Cornwall Road in attractive landscaped surroundings overlooking the Valley Gardens within a short walk from Harrogate Town Centre. Windsor House provides a total of 77,000 sq ft of office accommodation over seven floors with the building providing efficient and flexible workspace with individual suites ranging from 100 ☞ 5,000 sq ft.

Level 6 - Windsor House, Cornwall Road, Harrogate, HG1 2NE

Type: Office, Offices  
Location: Level 6 - Windsor House, Cornwall Road, Harrogate, HG1 2NE  
Size: 191 - 217 Sq Ft

For RentROA



The property is situated just off Cornwall Road in attractive landscaped surroundings overlooking the Valley Gardens within a short walk from Harrogate Town Centre. Windsor House provides a total of 77,000 sq ft of office accommodation over seven floors with the building providing efficient and flexible workspace with individual suites ranging from 100 5,000 sq ft.

Level 5 - Windsor House, Cornwall Road, Harrogate, HG1 2NE  
Type: Office, Offices  
Location: Level 5 - Windsor House, Cornwall Road, Harrogate, HG1 2NE  
Size: 95 - 1393 Sq Ft

For RentROA



The property is situated just off Cornwall Road in attractive landscaped surroundings

overlooking the Valley Gardens within a short walk from Harrogate Town Centre. Windsor House provides a total of 77,000 sq ft of office accommodation over seven floors with the building providing efficient and flexible workspace with individual suites ranging from 100 5,000 sq ft.

Level 4 - Windsor House, Cornwall Road, Harrogate, HG1 2NE

Type: Office, Offices  
Location: Level 4 - Windsor House, Cornwall Road, Harrogate, HG1 2NE  
Size: 91 - 3421 Sq Ft

For RentROA



Refurbished offices in town centre location. Copthall Bridge House, Station Bridge, Harrogate, HG1 1SP

Type: Office, Offices  
Location: Copthall Bridge House, Station Bridge, Harrogate, HG1 1SP  
Size: 1500 - 7106 Sq Ft

For RentROA

Windsor House comprises an attractive period office building providing approximately 77,167 sq ft of net office space on basement ground and five upper floors. Originally constructed as a hotel in c. 1900, the building is set in attractive landscaped surroundings and overlooks The Valley Gardens. Internally, the offices are split into various suites, varying from 100 sq ft to 15,000 sq ft. They are fitted out to a good spec incorporating suspended ceilings, integral lighting and some...

Windsor House, Harrogate, HG1 2PW

Type: Office, Offices  
Location: Windsor House, Cornwall Road, North Yorkshire, Harrogate, HG1 2PW  
Size: 100 - 15000 Sq Ft

For RentROA



Outstanding quality offices in an unrivalled location with stunning views across the Crimple Valley From 2,000 sq.ft. up to 36,600 sq.ft. (3,400 m2) Probably the most prestigious office building in Harrogate in an exceptional landscape garden. Constructed to the highest standards with the highest quality specification as set out below: Gardner House Specification GARDNER HOUSE, HORNBEAM PARK HARROGATE HG2 8XE  
Offices, Business park, Office  
Gardner House Hornbeam Park, , Harrogate, HG2 8XE  
2000 - 36600 Sq Ft

[For RentROA](#)  
Featured



A range of refurbished 2 storey industrial units ranging in size from 3,960 sq.ft. to 20,490 sq.ft. Available from October, the specification can be tailored to future tenants requirements.  
Units 4A -4D The Centre, Fourth Avenue, Hornbeam Park, Harrogate HG2 8QT  
Industrial, Distribution Warehouse, General Industrial, Light Industrial, Warehouse, Storage, Trade Counter, Leisure Property, Retail, Licensed & Leisure  
Units 4A - 4D The Centre, Hookstone Road, Hornbeam Park, Harrogate, HG2 8QT  
3960 - 20490 Sq Ft

[For RentROA](#)



Grade A offices To Let Flexible floor plates Onsite Cafe with WIFI Onsite gym & swimming pool Central House Beckwith Knowle, Otley Road, Harrogate, HG3 1UD  
Office, Offices  
Central House Beckwith Knowle, Otley Road, Harrogate, HG3 1UD  
1800 - 40000 Sq Ft

[For RentROA](#)



The property is situated just off Cornwall Road in attractive landscaped surroundings overlooking the Valley Gardens within a short walk from Harrogate Town Centre. Windsor House provides a total of 77,000 sq ft of office accommodation over seven floors with the building providing efficient and flexible workspace with individual suites ranging from 100 5,000 sq ft.  
Level 7 - Windsor House, Cornwall Road, Harrogate, HG1 2NE  
Office, Offices  
Level 7 - Windsor House, Cornwall Road, Harrogate, HG1 2NE  
99 - 1249 Sq Ft

[For RentROA](#)



The property is situated just off Cornwall Road in attractive landscaped surroundings overlooking the Valley Gardens within a short walk from Harrogate Town Centre. Windsor House provides a total of 77,000 sq ft of office accommodation over seven floors with the building providing efficient and flexible workspace with individual suites ranging from 100 5,000 sq ft.

Level 6 - Windsor House, Cornwall Road, Harrogate, HG1 2NE

Office, Offices

Level 6 - Windsor House, Cornwall Road, Harrogate, HG1 2NE

191 - 217 Sq Ft

[For RentROA](#)



The property is situated just off Cornwall Road in attractive landscaped surroundings overlooking the Valley Gardens within a short walk from Harrogate Town Centre. Windsor House provides a total of 77,000 sq ft of office accommodation over seven floors with the building providing efficient and flexible workspace with individual suites ranging from 100 5,000 sq ft.

Level 5 - Windsor House, Cornwall Road, Harrogate, HG1 2NE

Office, Offices

Level 5 - Windsor House, Cornwall Road, Harrogate, HG1 2NE

95 - 1393 Sq Ft

[For RentROA](#)



The property is situated just off Cornwall Road in attractive landscaped surroundings overlooking the Valley Gardens within a short walk from Harrogate Town Centre. Windsor House provides a total of 77,000 sq ft of office accommodation over seven floors with the building providing efficient and flexible workspace with individual suites ranging from 100 5,000 sq ft.

Level 4 - Windsor House, Cornwall Road, Harrogate, HG1 2NE

Office, Offices

Level 4 - Windsor House, Cornwall Road, Harrogate, HG1 2NE

91 - 3421 Sq Ft

[For RentROA](#)



Refurbished offices in town centre location. Copthall Bridge House, Station Bridge, Harrogate, HG1 1SP

Office, Offices

Copthall Bridge House, Station Bridge, Harrogate, HG1 1SP

1500 - 7106 Sq Ft  
**For Rent**ROA

Windsor House comprises an attractive period office building providing approximately 77,167 sq ft of net office space on basement ground and five upper floors. Originally constructed as a hotel in c. 1900, the building is set in attractive landscaped surroundings and overlooks The Valley Gardens. Internally, the offices are split into various suites, varying from 100 sq ft to 15,000 sq ft. They are fitted out to a good spec incorporating suspended ceilings, integral lighting and some...

Windsor House, Harrogate, HG1 2PW

Office, Offices

Windsor House, Cornwall Road, North Yorkshire, Harrogate, HG1 2PW

100 - 15000 Sq Ft

**For Rent**£13.00 Per Sq Ft



TO LET-Belvedere House, Harrogate HG1 1EL Address: Belvedere House Town / City: Harrogate County: North Yorkshire TO LET-Belvedere House, Harrogate HG1 1EL Mixed Use, Office, Other Property Types & Opportunities, Offices  
Belvedere House, Victoria Avenue, HG1 1EL  
303 Sq Ft

**For Rent**£18,000.00 Per Annum



21 Hornbeam Square South, Hornbeam Business Park, Harrogate, North Yorkshire HG2 8NB Ground floor and first floor office suites in an attractive two storey building within the prestigious courtyard complex of Hornbeam Business Park, close to Harrogate town centre.

TO LET-21 Hornbeam Square South, Hornbeam Business Park, Harrogate, North Yorkshire HG2 8NB

Mixed Use, Office, Other, Other Property Types & Opportunities, Offices

21 Hornbeam Square South, HG2 8NB

1340 Sq Ft

**For Rent**£16,000.00 Per Annum



Ashbourne House, 2 South Park Road, Harrogate, North Yorkshire HG1 5QU Office suite comprising the whole of the first floor of a substantial four storey Victorian building in the heart of the professional district of Harrogate town centre. The accommodation is split...

TO LET-OFFICE-Ashbourne House, 2 South Park Road, Harrogate, North Yorkshire HG1 5QU

Mixed Use, Office, Other, Other Property Types & Opportunities, Offices

1 South Park Road, HG1 5QU

1275 Sq Ft

**For Rent**£14.50 Per Sq Ft



Ground floor office suite of 1,087 sq ft plus 4 parking spaces. Fully fitted out and furnished to a very high standard Ready for immediate occupation Easily accessible, sought after business park location The property is located on the prestigious Greengates office development within the popular Cardale Park. This well established commercial location is situated in a semi rural location approximately 1.5 mile west of Harrogate town centre. Unit E3, 5 Greengate, Cardale Park, Harrogate, HG2 1GY  
Office, Business park, Offices  
E3 5 Greengate, Cardale Park, Greengate, Harrogate, HG3 1GY  
1087 Sq Ft

**For Rent**£28,000.00 Per Annum



TO LET Unit 1 is a modern, detached, two storey building providing quality office accommodation in the modern purpose built office park of Grove Park Court in Harrogate, close to the town centre with generous onsite parking. Flexible lease terms and rental incentives are available on request. TO LET Unit 1, Grove Park

Court, Grove Park Terrace, Harrogate HG1 4DP  
Business Park, Mixed Use, Office, Other, Offices, Other Property Types & Opportunities  
2 Grove Park Court, HG1 4DP  
2434 Sq Ft

**For Rent**£67,782.00



The accommodation has a multi-million pound refurbishment which provides a Grade A specification and an excellent working environment over four floors. First Floor accommodation available to let.  
Clarendon House, Victoria Avenue, Harrogate, HG1 1JD  
Office, Offices  
Clarendon House, Victoria Avenue, Harrogate, HG1 1JD  
2500 - 5980 Sq Ft

### *Industrial and Distribution*

**For Rent**ROA



Outstanding quality offices in an unrivalled location with stunning views across the Crimple Valley From 2,000 sq.ft. up to 36,600 sq.ft. (3,400 m2) Probably the most prestigious office building in Harrogate in an exceptional landscape garden. Constructed to the highest standards with the highest quality specification as set out below: Gardner House Specification GARDNER HOUSE, HORNBEAM PARK

HARROGATE HG2 8XE  
Offices, Business park, Office  
Gardner House Hornbeam Park, , Harrogate, HG2 8XE  
2000 - 36600 Sq Ft  
[For RentROA](#)



A range of refurbished 2 storey industrial units ranging in size from 3,960 sq.ft. to 20,490 sq.ft. Available from October, the specification can be tailored to future tenants requirements.

Units 4A -4D The Centre, Fourth Avenue, Hornbeam Park, Harrogate HG2 8QT  
Industrial, Distribution Warehouse, General Industrial, Light Industrial, Warehouse,  
Storage, Trade Counter, Leisure Property, Retail, Licensed & Leisure  
Units 4A - 4D The Centre, Hookstone Road, Hornbeam Park, Harrogate, HG2 8QT  
3960 - 20490 Sq Ft  
[For RentROA](#)



A range of refurbished 2 storey industrial units ranging in size from 3,960 sq.ft. to 20,490 sq.ft. Available from October, the specification can be tailored to future tenants requirements.

Units 4A -4D The Centre, Fourth Avenue, Hornbeam Park, Harrogate HG2 8QT  
Industrial, Distribution Warehouse, General Industrial, Light Industrial, Warehouse,  
Storage, Trade Counter, Leisure Property, Retail, Licensed & Leisure

Units 4A - 4D The Centre, Hookstone Road, Hornbeam Park, Harrogate, HG2 8QT  
3960 - 20490 Sq Ft  
[For RentROA](#)



A refurbished multi use 2 storey building with a range of industrial units of varying sizes with first floor production, studio offices units at first floor. There is a goods lift to the first floor. Some units are traditional portal framed units with roller shutters and others will be accessed from new access doors form the newly created rear courtyard.

The Centre II, Hornbeam Park Harrogate HG2 8QT  
Industrial, Offices, General Industrial, Light Industrial, Warehouse, Storage, Trade Counter, Leisure Property, Business park, Retail, Licensed & Leisure  
G1 - G10 The Centre II, Hookstone Road, Hornbeam Park, Harrogate, HG2 8QT  
1677 - 4791 Sq Ft  
[For RentROA](#)



Unit 7 is 1200 sq.ft. with suspended ceiling, carpeting heating fluorescent recessed lighting roller shutter mainly open plan with two individual offices. Suitable for a wide range of uses. Claro Court Business Centre. A great space in which to do business Claro Court Business Centre is purpose-designed to provide flexible hassle-free, mixed use business accommodation to commercial organisations of of all types and sizes. Modern mulit use workspace



Offices, Mixed use, Leisure, Light Industrial, Storage, Leisure Property, Serviced office, Showroom, Other Property Types & Opportunities, Industrial, Licensed & Leisure  
7 Claro Court Business Centre, Claro Road, Claro Court Business Centre, Harrogate, HG1 4BA  
1200

**For RentROA**



Warehouse/Light Industrial Unit To Let Unit 9 Follifoot Ridge Business Park, Pannal Road, Harrogate, HG3 1DP  
General Industrial, Industrial  
Unit 9 Follifoot Ridge Business Park, Pannal Road, Follifoot, Harrogate, HG3 1DP  
3000 - 15000 Sq Ft

**Retail**

**For RentROA**



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Offices, Business park, Office  
Gardner House Hornbeam Park, , Harrogate, HG2 8XE  
2000 - 36600 Sq Ft

**For RentROA**



A range of refurbished 2 storey industrial units ranging in size from 3,960 sq.ft. to 20,490 sq.ft. Available from October, the specification can be tailored to future tenants requirements.  
Units 4A -4D The Centre, Fourth Avenue, Hornbeam Park, Harrogate HG2 8QT  
Industrial, Distribution Warehouse, General Industrial, Light Industrial, Warehouse, Storage, Trade Counter, Leisure Property, Retail, Licensed & Leisure  
Units 4A - 4D The Centre, Hookstone Road, Hornbeam Park, Harrogate, HG2 8QT  
3960 - 20490 Sq Ft  
**For Rent£6,000.00 Per Annum**



A number of units forming part of the main station building. Units 4 - 7a, Knaresborough Railway Station, Knaresborough, HG5 9AA  
General Retail, Other, Retail, Other Property Types & Opportunities  
Units 4 - 7a, Knaresborough Railway Station, Station Road, Knaresborough, HG5 9AA

0 - 1153.58 Sq Ft

[For RentROA](#)

Must See



A range of refurbished 2 storey industrial units ranging in size from 3,960 sq.ft. to 20,490 sq.ft. Available from October, the specification can be tailored to future tenants requirements.

Units 4A -4D The Centre, Fourth Avenue, Hornbeam Park, Harrogate HG2 8QT  
Industrial, Distribution Warehouse, General Industrial, Light Industrial, Warehouse, Storage, Trade Counter, Leisure Property, Retail, Licensed & Leisure

Units 4A - 4D The Centre, Hookstone Road, Hornbeam Park, Harrogate, HG2 8QT  
3960 - 20490 Sq Ft

[For RentROA](#)



A refurbished multi use 2 storey building with a range of industrial units of varying sizes with first floor production, studio offices units at first floor. There is a goods lift to the first floor. Some units are traditional portal framed units with roller shutters and others will be accessed from new access doors from the newly created rear courtyard.

The Centre II, Hornbeam Park Harrogate HG2 8QT

Industrial, Offices, General Industrial, Light Industrial, Warehouse, Storage, Trade Counter, Leisure Property, Business park, Retail, Licensed & Leisure

G1 - G10 The Centre II, Hookstone Road, Hornbeam Park, Harrogate, HG2 8QT  
1677 - 4791 Sq Ft

[For Rent£55,000.00 Per Annum](#)



TO LET The premises comprise the whole of a ground floor retail unit situated on Oxford Street in the heart of Harrogate town centre. TO LET 13-13a Oxford Street, Harrogate HG1 1PY

General Retail, Mixed Use, Other, Retail - High Street, Retail - Out of Town, Retail Park, Retail, Other Property Types & Opportunities

13 Oxford Street, HG1 1PY  
1682 Sq Ft  
**For Rent**£18,500.00 Per Annum



TO LET A rare opportunity to occupy a very prominent ground floor shop in the prime retail area of Knaresborough town. TO LET 35b High Street, Knaresborough, North Yorkshire HG5 0ET  
General Retail, Mixed Use, Other, Retail - High Street, Retail - Out of Town, Retail Park, Retail, Other Property Types & Opportunities  
35 High Street, HG5 0ET  
725 Sq Ft  
**For Sale**POA **OR For Rent**ROA



Prominent retail block. Ideal for a variety of uses. Good trading position. 46 Tower Street, Harrogate, HG1 1HS  
General Retail, Retail  
46 Tower Street, Harrogate, HG1 1HS  
4079 Sq Ft  
**For Rent**£27,500.00 Per Annum



Situated in Harrogate town centre, the unit has frontages to both Beulah Street and

Station Parade. Beulah Street forms part of the pedestrianised retail core leading to Cambridge Street and Victoria Gardens Shopping Centre. Harrogate Bus and Train Station is opposite Station Parade. Jubilee and East Parade car parks are nearby providing 1,226 spaces. Nearby occupiers include; Cafe Rouge, Specsavers, Blameys Florists, l'Anson Jewellers and Subway. The unit forms a dual fronted retail unit to Beulah Street and Station Parade on ground and basement floors. The unit is available by way of a new effective FRI lease. Rental offers sought in the region of Â£27,500 per annum exclusive.

Beulah Street, HARROGATE, North Yorkshire  
General Retail, Retail - High Street, Retail  
36 Beulah Street Beulah Street, HARROGATE, HG1 1QH  
511 - 1059 Sq Ft

#### For RentROA



The property comprises a 3 storey end terrace building providing 177sqm NIA of ground floor retail accommodation inclusive of 2 small single storey ground floor extensions and the reversionary interest in 2no. self contained upper floor flats. - End terrace property comprising approx 177sqm ground floor retail accommodation. - 0.5 miles north east of Harrogate Town Centre  
Retail Accommodation - Investment Opportunity in Harrogate To Let  
General Retail, Retail  
71-71A Skipton Road Skipton Road, Harrogate, HG1 4LF  
1905 Sq Ft

## Knaresborough

### Office

#### For RentROA



The property is situated on Hambleton Grove and is located approximately 3.5 miles to the west of the A1(M) Motorway with access via the A59 (York Road) which also provides access to Harrogate/ Leeds in the west and York to the east. Description The property extends to a total of 62,912 sq. ft. and comprises a mixture of warehouse and office accommodation over 7 buildings. The premises benefit from external parking provisions...

Hambleton Grove, Knaresborough  
Warehouse, Office, Industrial, Offices  
Hambleton Grove, HG5 0DB  
2231 - 62436 Sq Ft

#### For RentROA



Fully inclusive workspace available to rent in Knaresborough - HG5. Call on 0203 142 8595 now to speak to one of our expert team and arrange a viewing today. This technology park provides high-quality serviced office and manufacturing accommodation for technology-focused companies. Accommodation is arranged

over two floors, ranging from 120 sq ft to 5,500 sq ft in an attractive landscaped setting, ideally situated close to all major transport links. Tenant companies are provided with a comprehensive portfolio of business support services.

Manse Lane, Knaresborough, HG5 8LF  
Office, Serviced Office, Offices  
Manse Lane, Knaresborough, HG5 8LF  
55 - 1980

#### For RentROA



Fully inclusive workspace available to rent in Knaresborough - HG5. Call on 0203 142 8595 now to speak to one of our expert team and arrange a viewing today. Offices available range from small offices suitable for one/two people units to large multi room units. Simple and flexible terms make these units suitable for new companies or companies expecting to grow, as our clients can be accommodated with unit configurations to accommodate businesses needs. This centre is situated within Monkswell Business Park on Manse Lane, a well established business area; these self contained offices are perfect for any size of business. The simple terms make these units suitable for new business or businesses expecting to grow, as we can be flexible with unit configurations to accommodate businesses needs.

#### *Industrial and Distribution*

#### Under OfferFor rent: ROA



To Let - High quality light industrial/warehouse accommodation available from April 2016. The available units comprise two self contained units, one of circa 6,000 sq ft and one of circa 13,000 sq ft. The units are available individually or as a combined entity.

Unit D Knaresborough Technology Park, Manse Lane, Knaresborough, HG5 8LF  
General Industrial, Industrial

Unit D Knaresborough Technology Park, Manse Lane, Knaresborough, HG5 8LF  
12834 Sq Ft

#### Under OfferFor rent: ROA



To Let - High quality light industrial/warehouse accommodation available from April 2016. The available units comprise two self contained units, one of circa 6,000 sq ft and one of circa 13,000 sq ft. The units are available individually or as a combined entity.

Unit C Knaresborough Technology Park, Manse Lane, Knaresborough, HG5 8LF  
General Industrial, Industrial

Unit C Knaresborough Technology Park, Manse Lane, Knaresborough, HG5 8LF

6202 Sq Ft

**For RentROA**



To Let - 5,174 - 21,824 sq ft of Industrial/ warehouse units in Knaresborough. - The remaining accommodation extends to a total of 21,824 sq ft and comprises a mixture of warehouse and office space. Units are available on new Full Repairing and Insuring leases on terms to be agreed. Rent upon application. \* Car parking spaces \* Offices ...

Hambleton Grove, Knaresborough, HG5 0DB  
Distribution Warehouse, General Industrial, Industrial Park, Retail Park, Warehouse, Industrial, Retail  
Hambleton Grove, Knaresborough, , Knaresborough, HG5 0DB  
5174 - 21824 Sq Ft

**For RentROA**



The property is situated on Hambleton Grove and is located approximately 3.5 miles to the west of the A1(M) Motorway with access via the A59 (York Road) which also provides access to Harrogate/ Leeds in the west and York to the east. Description The property extends to a total of 62,912 sq. ft. and comprises a mixture of warehouse and office accommodation over 7 buildings. The premises benefit from external parking provisions...

*Retail*

**For Rent£6,000.00 Per Annum**



A number of units forming part of the main station building. Units 4 - 7a, Knaresborough Railway Station, Knaresborough, HG5 9AA  
General Retail, Other, Retail, Other Property Types & Opportunities  
Units 4 - 7a, Knaresborough Railway Station, Station Road, Knaresborough, HG5 9AA  
0 - 1153.58 Sq Ft

**For RentROA**



To Let - 5,174 - 21,824 sq ft of Industrial/ warehouse units in Knaresborough. - The remaining accommodation extends to a total of 21,824 sq ft and comprises a mixture of warehouse and office space. Units are available on new Full Repairing and Insuring leases on terms to be agreed. Rent upon application. \* Car parking spaces \* Offices ...

Hambleton Grove, Knaresborough, HG5 0DB  
Distribution Warehouse, General Industrial, Industrial Park, Retail Park, Warehouse, Industrial, Retail  
Hambleton Grove, Knaresborough, , Knaresborough, HG5 0DB  
5174 - 21824 Sq Ft

**For Rent£18,500.00 Per Annum**



TO LET A rare opportunity to occupy a very prominent ground floor shop in the prime retail area of Knaresborough town.

## Ripon

Office

For RentROA



To Let - Warehouse, Workshop & Office Accommodation of 3,815 to 17,790 sq ft in Ripon. - The available units provide a variety of warehouse, workshop and office accommodation situated on a site of 3.5 acres. The unit(s) are available to let on a full repairing and insuring lease for a term of years to be agreed. Exceptional competitive occupational costs available.

\* Offices \* Car parking spaces

*Retail Other*





## Appendix 7 – Non-residential CoStar Data

The pages in this appendix are not numbered.



# Lease Comp Summary

Lease Comps Report

Deals

**91**

Asking Rent Per SF

**£12.35**

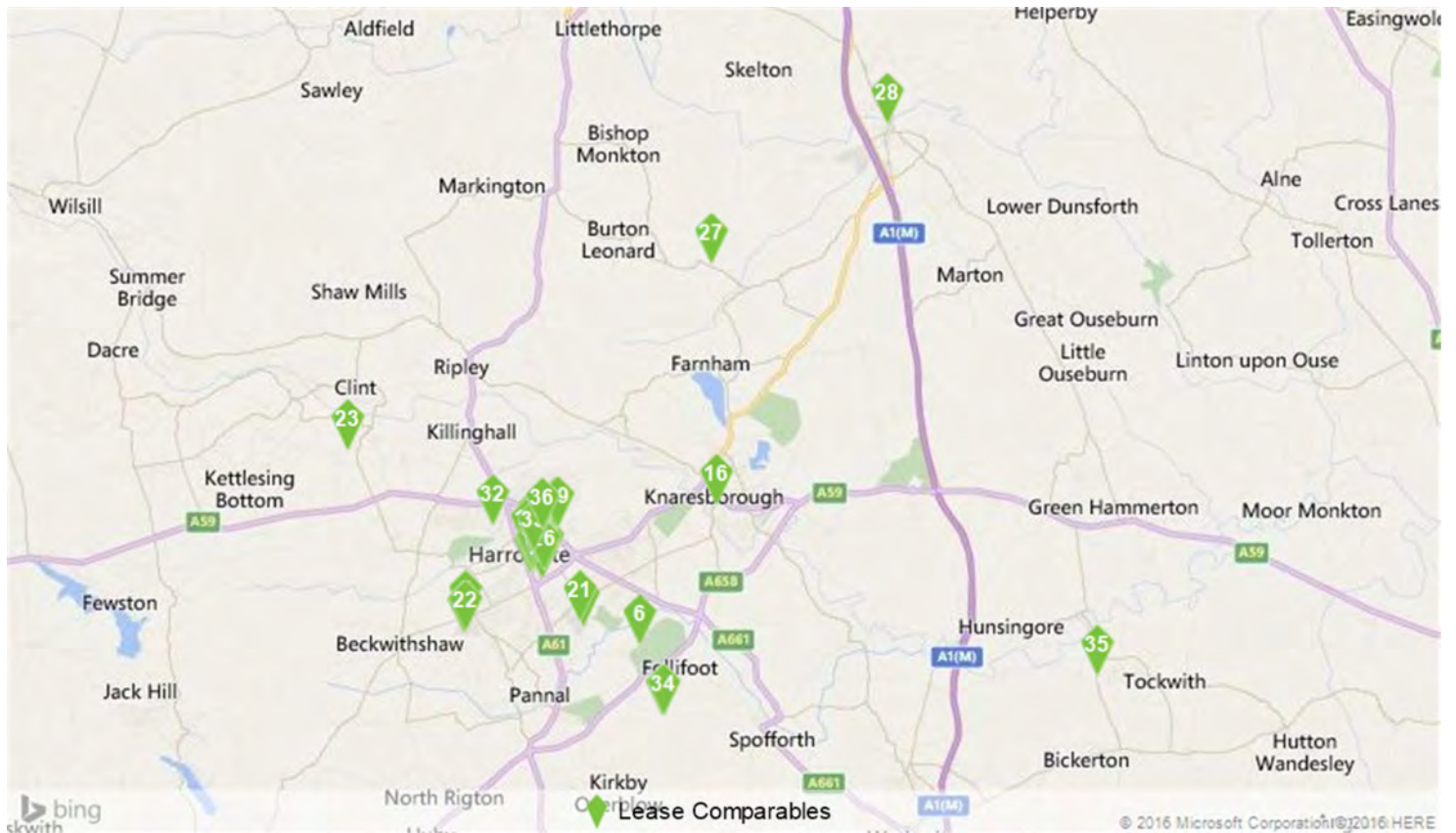
Achieved Rent Per SF

**£12.25**

Avg. Months On Market

**24**

## TOP 50 LEASE COMPARABLES



## SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	75	£4.80	£12.35	£12.50	£35.00
Achieved Rent Per SF	42	£2.62	£12.25	£12.20	£30.00
Net Effective Rent Per SF	32	£3.10	£11.91	£11.91	£28.68
Asking Rent Discount	31	-22.7%	0.2%	0.7%	67.1%
Rent Free Months	11	0	2	1	4

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	78	1	24	14	131
Deal Size	91	65	1,649	856	11,943
Lease Deal in Years	38	1.0	4.5	4.5	10.0
Floor Number	90	LL	GRND	1	5

# Lease Comp Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 2 Victoria Ave	★★★★★	6,227	GRND	01/04/2016	New	£13.50/fri	Asking
2 5 Victoria Ave	★★★★★	163	1st	03/02/2016	New	£24.54	Effective
3 21 Hornbeam Sq S	★★★★★	1,340	GRND	01/02/2016	New	£13.43/fri	Asking
2 5 Victoria Ave	★★★★★	822	GRND	01/02/2016	New	£28.68/fri	Effective
2 5 Victoria Ave	★★★★★	383	1st	01/02/2016	New	£26.77/fri	Effective
4 1 Grove Park Court	★★★★★	2,434	GRND,1	02/01/2016	New	£11.50/fri	Effective
5 Central House Otley Rd	★★★★★	2,546	2nd	01/01/2016	New	£15.00	Asking
5 Central House Otley Rd	★★★★★	2,546	2nd	01/01/2016	New	£15.00	Asking
6 Rudding Holiday Park Rudding Ln	★★★★★	451	GRND	01/01/2016	New	£15.00/fri	Asking
7 Belvedere House Victoria Ave	★★★★★	303	2nd	01/01/2016	New	£14.00/fri	Asking
8 6 Victoria Ave	★★★★★	604	1st	15/12/2015	New	£12.41/fri	Asking
9 High Point House 7 Victoria Ave	★★★★★	1,539	2nd	15/12/2015	New	£11.04/fri	Asking
10 Cardale Park	★★★★★	1,538	GRND	18/11/2015	New	£15.60/fri	Effective
11 Claremont House 25 Victoria Ave	★★★★★	2,500	2nd	18/11/2015	New	£12.85	Achieved
12 6 Princes Sq	★★★★★	675	GRND	15/11/2015	New	£22.22/fri	Asking
13 1-3 Victoria Ave	★★★★★	542	GRND	06/11/2015	New	£9.06/fri	Effective
14 30 Victoria Ave	★★★★★	1,600	1st	01/10/2015	New	£14.00/fri	Effective
15 7 Alexandra Rd	★★★★★	355	1st	01/09/2015	New	£29.50	Asking
16 9A Briggate	★★★★★	820	GRND,1	01/09/2015	New	£7.31/fri	Asking
17 31 East Parade	★★★★★	888	BSMT,G...	01/09/2015	New	£13.51/fri	Asking
18 32 Kings Rd	★★★★★	1,615	GRND,1-2	01/09/2015	New	£11.15/fri	Asking

# Lease Comp Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
19 12 Princes Sq	★★★★★	683	2nd	01/09/2015	New	£7.32/fri	Asking
20 Royal House 110 Station Parade	★★★★★	895	GRND	01/09/2015	New	£13.40/fri	Asking
21 Sceptre House Hornbeam Sq N	★★★★★	496	1st	01/07/2015	New	£6.55/fri	Asking
7 Belvedere House Victoria Ave	★★★★★	487	GRND	01/07/2015	New	£15.00/fri	Asking
22 Crest House Beckwith Head Rd	★★★★★	8,561	GRND,1	01/06/2015	New	£13.50/fri	Asking
23 The Barns Grayston Plain Ln	★★★★★	315	GRND	01/06/2015	New	£13.02/iri	Asking
23 The Barns Grayston Plain Ln	★★★★★	759	GRND	01/06/2015	New	£13.04/iri	Asking
24 2 Grove Park Ct	★★★★★	578	1st	01/06/2015	New	£12.11/iri	Asking
25 The Exchange Station Parade	★★★★★	1,120	2nd	01/06/2015	New	£13.50/fri	Achieved
26 22 Victoria Ave	★★★★★	647	2nd	01/06/2015	New	£12.98/fri	Asking
27 Jubilee House Copgrove	★★★★★	761	GRND	05/05/2015	New	-	-
8 6 Victoria Ave	★★★★★	859	LL	05/05/2015	New	£10.47/fri	Asking
8 6 Victoria Ave	★★★★★	500	GRND	05/05/2015	New	£12.00/fri	Asking
8 6 Victoria Ave	★★★★★	580	GRND	05/05/2015	New	£12.00/fri	Asking
28 Richmond House Horsefair	★★★★★	770	1st	01/05/2015	New	£10.39/fri	Effective
29 7 Grove Park Court	★★★★★	4,367	GRND,1	05/04/2015	New	£10.30/fri	Asking
14 30 Victoria Ave	★★★★★	1,517	1st	01/04/2015	New	£14.22/fri	Effective
30 The Mill Hags Rd	★★★★★	564	GRND	01/12/2014	New	£12.97/fri	Effective
31 The Apple Store Hags Rd	★★★★★	585	GRND	01/12/2014	New	£14.46/fri	Effective
32 Evans Business Centre Hartwith Way	★★★★★	250	GRND	01/12/2014	New	£28.80	Asking
32 Evans Business Centre Hartwith Way	★★★★★	65	1st	01/12/2014	New	-	-

# Lease Comp Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
<b>33</b> Boval House 24 Mount Parade	★ ★ ★ ★ ★	372	1st	01/12/2014	New	£3.10/iri	Effective
<b>26</b> 22 Victoria Ave	★ ★ ★ ★ ★	687	1st	17/11/2014	New	£11.64/iri	Effective
<b>10</b> Cardale Park	★ ★ ★ ★ ★	3,213	1st	03/11/2014	New	£11.70/fri	Effective
<b>34</b> Units 4,5,6,11 & 12 Haggs Rd	★ ★ ★ ★ ★	1,065	GRND,1	01/11/2014	New	£13.04/fri	Asking
<b>21</b> Sceptre House Hornbeam Sq N	★ ★ ★ ★ ★	214	2nd	01/11/2014	New	£10.51/fri	Asking
<b>35</b> Rudgate	★ ★ ★ ★ ★	417	GRND	27/10/2014	New	£4.80/fri	Effective
<b>36</b> The Old School House 37a Grove Rd	★ ★ ★ ★ ★	520	GRND	03/10/2014	New	£12.00	Effective
<b>32</b> Evans Business Centre Hartwith Way	★ ★ ★ ★ ★	180	GRND	01/10/2014	New	£35.00	Asking

# Lease Comparables







	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	2 Victoria Ave Harrogate, HG1 1EL <i>Harrogate Submarket</i>	High Point Estates Ltd	6,227 New Direct	Apr 2016		£1.21/SF	
 	5 Victoria Ave Harrogate, HG1 1ED <i>Harrogate Submarket</i>	Four Corners Contract Natural Gas Ltd	163 New Direct	Feb 2016 2 Years	£24.54/SF £24.54/SF		
 	Hornbeam Sq S Harrogate, HG2 8NB <i>Harrogate Submarket</i>	The Capex Partnership Ltd	1,340 New Direct	Feb 2016		£6.16/SF	
 	5 Victoria Ave Harrogate, HG1 1ED <i>Harrogate Submarket</i>	Bluestone 98 Contract Natural Gas Ltd	822 New Direct	Feb 2016 2 Years	£30.00/SF £28.68/SF	1 Mo at Start	
 	5 Victoria Ave Harrogate, HG1 1ED <i>Harrogate Submarket</i>	Millennia Computer Services Ltd Contract Natural Gas Ltd	383 New Direct	Feb 2016 2 Years	£28.00/SF £26.77/SF	1 Mo at Start	
 	1 Grove Park Court Harrogate, HG1 4DP <i>Harrogate Submarket</i>	Wellington House Properties Ltd	2,434 New Direct	Feb 2016	£11.50/SF £11.50/SF	£5.27/SF	

## Lease Comparables


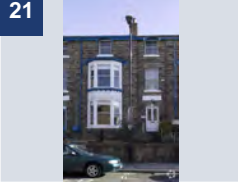


	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
7	 <p><b>Central House</b> Otley Rd Harrogate, HG3 1UF <i>Harrogate Submarket</i></p>	Commercial Estates Group Ltd	2,546 New Direct	Jan 2016		£5.29/SF	
8	 <p><b>Central House</b> Otley Rd Harrogate, HG3 1UF <i>Harrogate Submarket</i></p>	Commercial Estates Group Ltd	2,546 New Direct	Jan 2016		£5.29/SF	
9	 <p><b>Ridding Holiday Park</b> Ridding Ln Harrogate, HG3 1JH <i>Harrogate Submarket</i></p>		451 New Direct	Jan 2016			
10	 <p><b>Belvedere House</b> Victoria Ave Harrogate, HG1 1EL <i>Harrogate Submarket</i></p>	Highpoint Corporation	303 New Direct	Jan 2016			
11	 <p>6-10 Victoria Ave Harrogate, HG1 1ED <i>Harrogate Submarket</i></p>		604 New Direct	Dec 2015			
12	 <p><b>High Point House</b> 7 Victoria Ave Harrogate, HG1 1EQ <i>Harrogate Submarket</i></p>		1,539 New Direct	Dec 2015		£6.82/SF	




## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
<b>13</b>	 Cardale Park Harrogate, HG3 1GY <i>Harrogate Submarket</i>	Henderson Insurance	1,538 New Direct	Nov 2015 5 Years	£15.60/SF £15.60/SF	0 Mos £5.64/SF	
<b>14</b>	 <b>Claremont House</b> 25 Victoria Ave Harrogate, HG1 5QQ <i>Harrogate Submarket</i>	Magpie Ltd	2,500 New Direct	Nov 2015	£12.85/SF		
<b>15</b>	 6 Princes Sq Harrogate, HG1 1LX <i>Harrogate Submarket</i>		675 New Direct	Nov 2015		£5.03/SF	
<b>16</b>	 1-3 Victoria Ave Harrogate, HG1 1EQ <i>Harrogate Submarket</i>	Platinum Advice Ltd	542 New Direct	Nov 2015 3 Years	£9.96/SF £9.06/SF	3 Mos at Start	
<b>17</b>	 30 Victoria Ave Harrogate, HG1 5PR <i>Harrogate Submarket</i>	Harrogate Family Law Bramall & Ogden Ltd	1,600 New Direct	Oct 2015 5 Years	£14.00/SF £14.00/SF		
<b>18</b>	 7 Alexandra Rd Harrogate, HG1 5JS <i>Harrogate Submarket</i>	Mr Douglas Adamson	355 New Sublease	Sep 2015			







## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	 <p>9A Briggate Knaresborough, HG5 8BQ <i>Harrogate Submarket</i></p>		820 New Direct	Sep 2015		£4.59/SF	
20	 <p>31 East Parade Harrogate, HG1 5LQ <i>Harrogate Submarket</i></p>		888 New Direct	Sep 2015		£3.43/SF	
21	 <p>32 Kings Rd Harrogate, HG1 5JW <i>Harrogate Submarket</i></p>		1,615 New Direct	Sep 2015		£3.43/SF	
22	 <p>12 Princes Sq Harrogate, HG1 1LY <i>Harrogate Submarket</i></p>	Barnett Waddingham Trustees Ltd	683 New Direct	Sep 2015		£4.56/SF	
23	 <p><b>Royal House</b> 110 Station Parade Harrogate, HG1 1EP <i>Harrogate Submarket</i></p>		895 New Direct	Sep 2015		£5.66/SF	
24	 <p><b>Sceptre House</b> Hornbeam Sq N Harrogate, HG2 8PB <i>Harrogate Submarket</i></p>		496 New Direct	Jul 2015			

## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	<b>Belvedere House</b> Victoria Ave Harrogate, HG1 1EL <i>Harrogate Submarket</i>	Highpoint Corporation	487 New Direct	Jul 2015			
 	<b>Crest House</b> Beckwith Head Rd Harrogate, HG3 1RY <i>Harrogate Submarket</i>	Bramall Properties Ltd	8,561 New Direct	Jun 2015			
 	<b>The Barns</b> Grayston Plain Ln Harrogate, HG3 2HS <i>Harrogate Submarket</i>		315 New Direct	Jun 2015			
 	<b>The Barns</b> Grayston Plain Ln Harrogate, HG3 2HS <i>Harrogate Submarket</i>		759 New Direct	Jun 2015			
 	2 Grove Park Ct Harrogate, HG1 4DP <i>Harrogate Submarket</i>	The Curzon Corporation Ltd	578 New Direct	Jun 2015			
 	<b>The Exchange</b> Station Parade Harrogate, HG1 1TJ <i>Harrogate Submarket</i>	Authenticate Information Systems Commercial Estates Group Ltd	1,120 New Direct	Jun 2015	£13.50/SF		

## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
31	 22 Victoria Ave Harrogate, HG1 5PR <i>Harrogate Submarket</i>		647 New Direct	Jun 2015			
32	 <b>Jubilee House</b> Copgrove Harrogate, HG3 3TB <i>Harrogate Submarket</i>		761 New Sublease	May 2015			
33	 6-10 Victoria Ave Harrogate, HG1 1ED <i>Harrogate Submarket</i>		859 New Direct	May 2015			
34	 6-10 Victoria Ave Harrogate, HG1 1ED <i>Harrogate Submarket</i>		500 New Direct	May 2015			
35	 6-10 Victoria Ave Harrogate, HG1 1ED <i>Harrogate Submarket</i>		580 New Direct	May 2015			
36	 <b>Richmond House</b> Horseshair York, YO51 9AA <i>Harrogate Submarket</i>	Saynorcare Ltd	770 New Direct	May 2015 1 Year	£10.39/SF £10.39/SF	£3.73/SF	

## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
37	7 Grove Park Court Harrogate, HG1 4DP <i>Harrogate Submarket</i>		4,367 New Direct	May 2015			
38	 30 Victoria Ave Harrogate, HG1 5PR <i>Harrogate Submarket</i>	The Connect Series Ltd	1,517 New Direct	Apr 2015 5 Years	£14.50/SF £14.22/SF	1 Mo at Start	Mar 2017
39	 <b>The Mill</b> Haggs Rd Harrogate, HG3 1EQ <i>Harrogate Submarket</i>	Appollo Endo	564 New Direct	Dec 2014 1 Year	£14.18/SF £12.97/SF	1 Mo at Start	
40	 <b>The Apple Store</b> Haggs Rd Harrogate, HG3 1EQ <i>Harrogate Submarket</i>	Mr Mark Macaness	585 New Direct	Dec 2014 1 Year	£15.81/SF £14.46/SF	1 Mo at Start £7.41/SF	
41	 <b>Evans Business Centre</b> Hartwith Way Harrogate, HG3 2XA <i>Harrogate Submarket</i>	Alzheimer's Society	250 New Direct	Dec 2014			
42	 <b>Evans Business Centre</b> Hartwith Way Harrogate, HG3 2XA <i>Harrogate Submarket</i>	Guy Harmer Ltd	65 New Direct	Dec 2014			






## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	<b>Boval House</b> 24 Mount Parade Harrogate, HG1 1BX <i>Harrogate Submarket</i>	Harrogate Weight Loss Centre Mr Phil Peas	372 New Direct	Dec 2014 2 Years	£3.10/SF £3.10/SF		
 	22 Victoria Ave Harrogate, HG1 5PR <i>Harrogate Submarket</i>	Homes Together Limited	687 New Direct	Nov 2014 5 Years	£11.64/SF £11.64/SF	£6.17/SF	
	Cardale Park Harrogate, HG3 1GY <i>Harrogate Submarket</i>	Linley & Simpson	3,213 New Direct	Nov 2014 10 Years	£10.89/SF £11.70/SF	3 Mos at Start £5.40/SF	Nov 2019 Nov 2019
 	<b>Units 4,5,6,11 &amp; 12</b> Haggs Rd Harrogate, HG3 1EQ <i>Harrogate Submarket</i>	Mr Mark Macaness	1,065 New Direct	Nov 2014			
 	<b>Sceptre House</b> Hornbeam Sq N Harrogate, HG2 8PB <i>Harrogate Submarket</i>		214 New Direct	Nov 2014		£4.22/SF	
 	Rudgate York, YO26 7QF <i>Harrogate Submarket</i>	Laurelton Limited & Quatrola Limi...	417 New Direct	Oct 2014 1 Year	£4.80/SF £4.80/SF		

## Lease Comparables













	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	<b>The Old School House</b> 37a Grove Rd Harrogate, HG1 5EW <i>Harrogate Submarket</i>	Magpie	520 New Direct	Oct 2014 1 Year	£12.00/SF £12.00/SF		
 	<b>Evans Business Centre</b> Hartwith Way Harrogate, HG3 2XA <i>Harrogate Submarket</i>	City Appliance Testing Ltd Digital Dynamics	180 New Direct	Oct 2014			
 	<b>The Exchange</b> Station Parade Harrogate, HG1 1TJ <i>Harrogate Submarket</i>	Hempsons Commercial Estates Group Ltd	2,620 Direct	Oct 2014 5 Years	£13.00/SF £13.00/SF		
 	<b>The Exchange</b> Station Parade Harrogate, HG1 1TJ <i>Harrogate Submarket</i>	Smith Smalley Architects Limited Commercial Estates Group Ltd	3,250 New Direct	Oct 2014			
 	<b>Central House</b> Otley Rd Harrogate, HG3 1UF <i>Harrogate Submarket</i>	Prosperitas Financial Solutions Lim... Commercial Estates Group Ltd	1,800 New Direct	Oct 2014			
 	2 Victoria Ave Harrogate, HG1 1EL <i>Harrogate Submarket</i>	Contract Natural Gas Limited	9,809 New Direct	Sep 2014	£13.50/SF		

## Lease Comparables












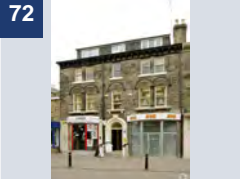
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	<b>Knaresborough House</b> High St Knaresborough, HG5 0HW <i>Harrogate Submarket</i>	Harrogate Borough Council	236 New Direct	Aug 2014			
 	Station Parade Harrogate, HG1 1JD <i>Harrogate Submarket</i>	Adler & Allan Yorkshire Regional Health Authority	1,194 New Direct	Sep 2014 10 Years	£15.00/SF £15.00/SF		
 	<b>Simpson House</b> Windsor Ct Harrogate, HG1 2PE <i>Harrogate Submarket</i>	The Nostrum Group Limited St Martins Property Corporation Ltd	3,378 New Direct	Aug 2014 9 Years	£14.00/SF		
 	<b>Central House</b> Otley Rd Harrogate, HG3 1UF <i>Harrogate Submarket</i>	North Yorkshire Police Commercial Estates Group Ltd	11,943 New Direct	Oct 2014			
 	<b>Evans Business Centre</b> Hartwith Way Harrogate, HG3 2XA <i>Harrogate Submarket</i>	DCM Graphics Ltd Welcom Software	150 New Sublease	Jul 2014			
 	5 Leyburn Rd Ripon, HG4 4ER <i>Harrogate Submarket</i>		810 New Direct	Jul 2014			















## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Grove Park Ct Harrogate, HG1 4DP <i>Harrogate Submarket</i>	Sparkling Bright UK Limited	3,472 New Direct	Jun 2014			
 	11-13 Beulah St Harrogate, HG1 1QQ <i>Harrogate Submarket</i>		2,859 New Direct	Jun 2014 3 Years	£2.62/SF £3.45/SF	£6.42/SF	May 2015
 	<b>The Apple Store</b> Haggs Rd Harrogate, HG3 1EQ <i>Harrogate Submarket</i>	Mr Mark Macaness	541 New Direct	Jun 2014			
 	<b>The Exchange</b> Station Parade Harrogate, HG1 1TJ <i>Harrogate Submarket</i>	IDG Communications Ltd Reliable Properties plc	1,000 New Direct	Apr 2014 3 Years	£13.25/SF £13.25/SF		
 	6 Princes Sq Harrogate, HG1 1LX <i>Harrogate Submarket</i>	Sherringtons Estate Agents Ltd	1,859 New Direct	Apr 2014 10 Years	£10.75/SF £10.75/SF	£4.22/SF	Apr 2019 Apr 2019
 	<b>Royal House</b> 110 Station Parade Harrogate, HG1 1EP <i>Harrogate Submarket</i>		4,936 New Direct	Apr 2014			












## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	30 Victoria Ave Harrogate, HG1 5PR <i>Harrogate Submarket</i>	CCF Accountancy Limited	1,335 New Direct	Mar 2014 10 Years	£13.11/SF £13.66/SF	Spread Over -	
 	<b>Crown House</b> Hornbeam Sq N Harrogate, HG2 8PB <i>Harrogate Submarket</i>	Insight Healthcare Ltd Cardio Solutions	3,001 New Direct	Feb 2014 2 Years 3 Months	£12.00/SF £10.11/SF	Spread Over £5.49/SF	
 	<b>Knarborough House</b> High St Knarborough, HG5 0HW <i>Harrogate Submarket</i>	Harrogate Borough Council	180 New Direct	Feb 2014	£6.66/SF		
 	<b>Office Premises</b> Fishergreen Ripon, HG4 1NL <i>Harrogate Submarket</i>	James Boyce	600 New Direct	Feb 2014 1 Year	£6.66/SF £6.66/SF		
 	<b>Raglan House</b> Raglan St Harrogate, HG1 1LE <i>Harrogate Submarket</i>	Walsh Taylor Ltd	885 New Direct	Feb 2014 5 Years	£10.50/SF £11.06/SF	£5.85/SF	Feb 2017...
 	22-22A Oxford St Harrogate, HG1 1PU <i>Harrogate Submarket</i>		387 New Direct	Feb 2014		£3.41/SF	

## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	<b>The Exchange</b> Station Parade Harrogate, HG1 1TJ <i>Harrogate Submarket</i>	JSC International Ltd Reliable Properties plc	5,400 New Direct	Feb 2014 10 Years	£13.00/SF £13.00/SF		Jan 2019
 	<b>The Old Village Hall</b> Farnley Park Otley, LS21 2QF <i>Harrogate Submarket</i>		444 New Direct	Jan 2014			
 	<b>The Hall</b> Park Ave Knaresborough, HG5 9ET <i>Harrogate Submarket</i>	Chris Jones Martial Arts School	1,376 New Direct	Jan 2014 10 Years	£8.72/SF £9.89/SF		
 	<b>Hornbeam Business Park</b> Hornbeam Park Oval Harrogate, HG2 8RB <i>Harrogate Submarket</i>	Hunter Human Capital Hornbeam Park Developments Ltd	1,640 New Direct	Mar 2014 5 Years	£13.41/SF £13.41/SF		
 	<b>New York Mills Industrial Estate</b> Summerbridge Harrogate, HG3 4LA <i>Harrogate Submarket</i>	A Marketing Vocation Ltd Harrogate Borough Council	1,030 New Direct	Feb 2014 3 Years	£7.76/SF £7.76/SF		Aug 2015
 	<b>Town Centre House</b> 17-19 Cheltenham Parade Harrogate, HG1 1DD <i>Harrogate Submarket</i>	Acceleris Marketing Communicatio...	3,904 New	Dec 2013 5 Years	£10.50/SF £10.50/SF		


## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	<b>Cardale Park</b> Harrogate, HG3 1GY <i>Harrogate Submarket</i>	Grosvenor Facilities Management	3,037 Renewal Direct	Dec 2013 5 Years	£12.39/SF		
 	<b>Osborne House</b> 20 Victoria Ave Harrogate, HG1 5QY <i>Harrogate Submarket</i>	Cubic Interactive Limited	856 New Direct	Dec 2013 4 Years	£14.89/SF £16.83/SF	£3.58/SF	Dec 2015
 	<b>Evans Business Centre</b> Hartwith Way Harrogate, HG3 2XA <i>Harrogate Submarket</i>	Robotas Technologies Ltd Digital Dynamics	240 New Direct	Dec 2013			
 	<b>York House</b> Wetherby Rd York, YO26 7NH <i>Harrogate Submarket</i>		980 New Direct	Nov 2013			
 	<b>83-83A Leeds Rd</b> Harrogate, HG2 8BE <i>Harrogate Submarket</i>	Howard Conrad Limited Brampton Property Holdings Ltd	1,012 New Direct	Oct 2013 6 Years	£9.88/SF		Oct 2015...
 	<b>10-10A Montpellier St</b> Harrogate, HG1 2TQ <i>Harrogate Submarket</i>	Montpellier Property Consultants L...	445 New Direct	Oct 2013 3 Years	£12.58/SF	Spread Over £5.14/SF	Apr 2015

# Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	<b>Distribution Centre</b> Beckwith Head Rd Harrogate, HG3 1RY <i>Harrogate Submarket</i>	Quaypoint	6,000 New Direct	Oct 2013			
 	6-10 Victoria Ave Harrogate, HG1 1ED <i>Harrogate Submarket</i>	E N Weerasinghe	604 New Direct	Sep 2013 6 Years	£11.82/SF £11.82/SF		
 	7 Alexandra Rd Harrogate, HG1 5JS <i>Harrogate Submarket</i>		149 New Direct	Aug 2013			
 	<b>Units 4,5,6,11 &amp; 12</b> Haggs Rd Harrogate, HG3 1EQ <i>Harrogate Submarket</i>	Mr Mark Macaness	622 New Direct	Jul 2013		£6.29/SF	
 	12 Granby Rd Harrogate, HG1 4ST <i>Harrogate Submarket</i>	North Yorkshire Police	2,321 New Direct	Jul 2013 5 Years	£12.00/SF		
 	1 Prospect Cres Harrogate, HG1 1RH <i>Harrogate Submarket</i>	Vortex Commerce	1,054 New Direct	Aug 2013 4 Years	£10.44/SF	£11.61/SF	Aug 2015

# Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	<b>Claremont House</b> 25 Victoria Ave Harrogate, HG1 5QQ <i>Harrogate Submarket</i>		823 New Direct	Jun 2013			

Asking Rent Per SF

**£12.35**

Achieved Rent Per SF

**£12.25**

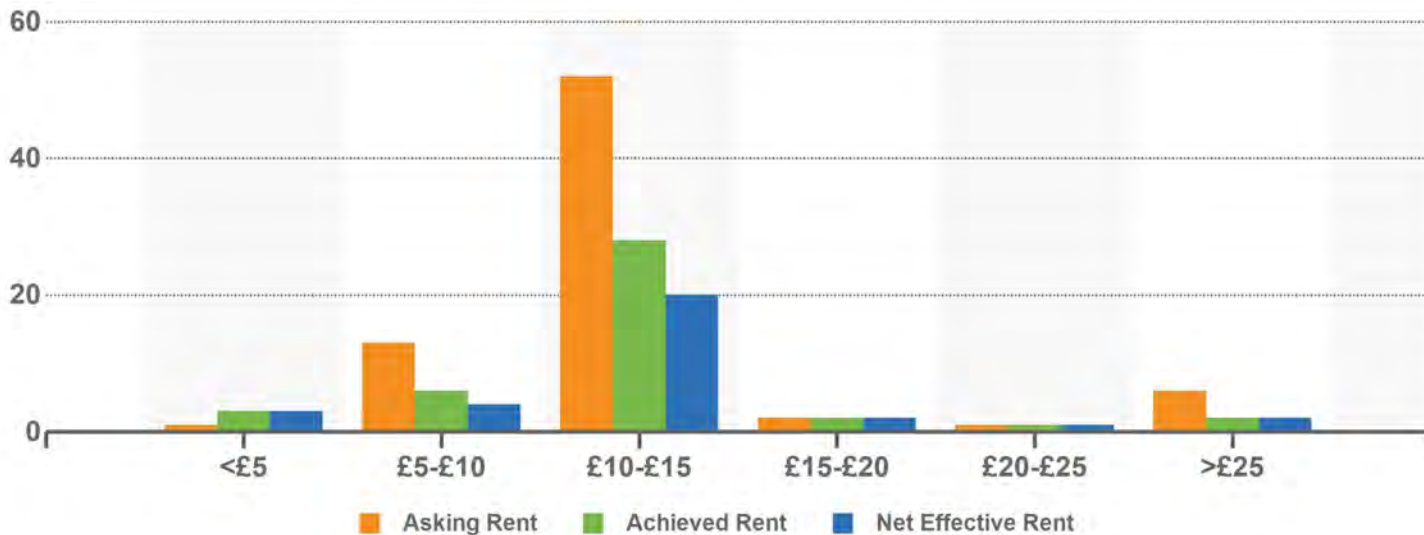
Net Effective Rent Per SF

**£11.91**

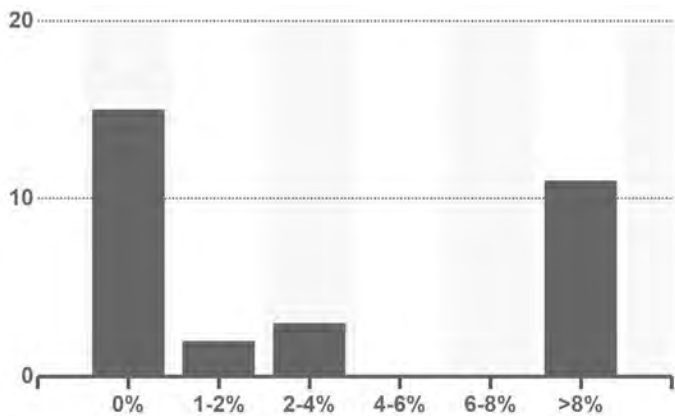
Avg. Rent Free Months

**1.9**

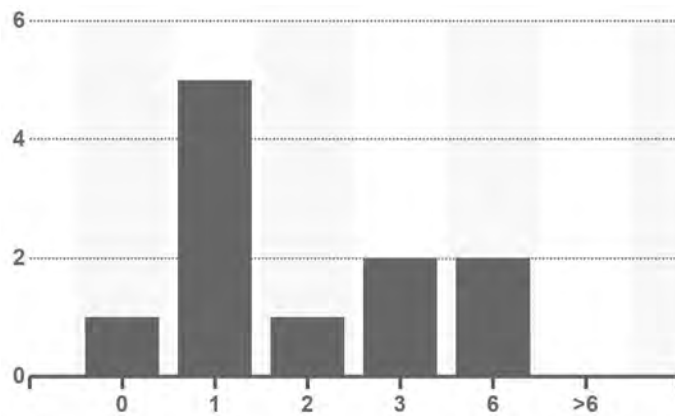
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT

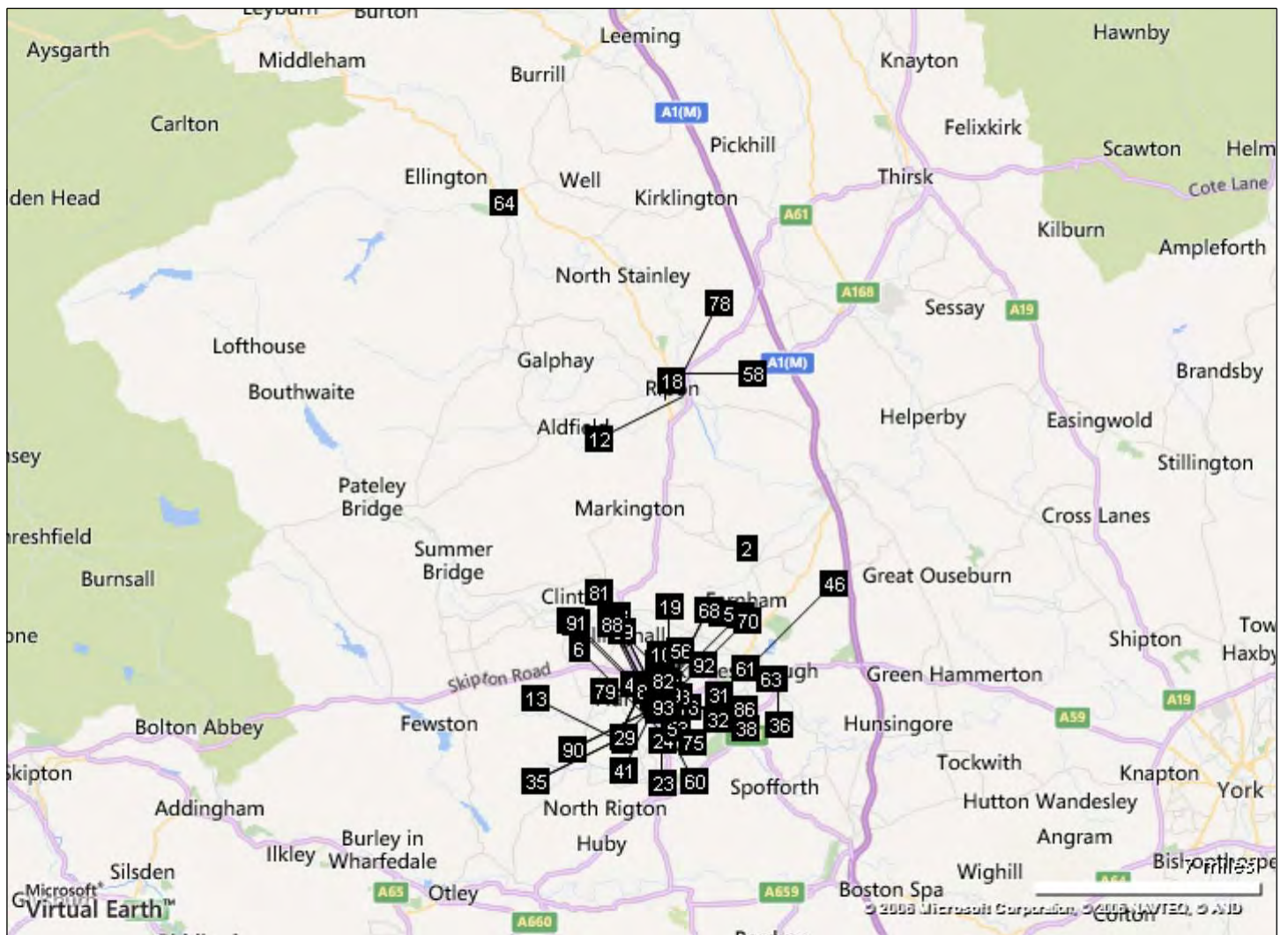


DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS





	Address	City	Property Info	Sale Info
1	5 Greengate	Harrogate	3,126 SF Office	Multi-Property Sale: -
2	Jubilee House, Copgrove (2 units)	Harrogate	2,000 SF in 2 Units	Units Sold: -
3	Regent House, Albert St	Harrogate	11,961 SF Office	Sold: -
4	Regent House, Albert St	Harrogate	11,961 SF Office	Sold: -
5	14 Albert St	Harrogate	3,654 SF Office	Sold: -
6	1 Back Gladstone St	Harrogate	581 SF Office	Sold: -
7	Cardale Court, Beckwith Head Rd	Harrogate	25,000 SF Office	Sold: -
8	Cardale Court, Beckwith Head Rd	Harrogate	25,000 SF Office	Sold: -
9	Cardale Court, Beckwith Head Rd	Harrogate	25,000 SF Office	Sold: -
10	Cardale Court, Beckwith Head Rd	Harrogate	25,000 SF Office	Sold: -
11	31 Beulah St	Harrogate	1,022 SF Office	Sold: -
12	17 Bondgate Green	Ripon	1,268 SF Office	Sold: £125,000 (£98.58/SF)
13	Cardale Park	Harrogate	6,107 SF Office	Sold: £895,000 (£146.55/SF)
14	2 Cheltenham Mount	Harrogate	1,742 SF Office	Sold: £225,000 (£129.16/SF)
15	2 Cheltenham Mount	Harrogate	1,742 SF Office	Sold: -



16	Montpellier House, 4 Cold Bath Rd	Harrogate	9,400 SF Office	Sold: -
17	Premier House, College Rd	Ripon	2,916 SF Office	Sold: £225,000 (£77.16/SF)
18	Premier House, College Rd	Ripon	2,916 SF Office	Sold: -
19	Rear Of, 6 Devonshire Pl	Harrogate	1,108 SF Office	Sold: £135,000 (£121.84/SF)
20	Tattersall House, East Para	Harrogate	3,112 SF Office	Sold: £305,000 (£98.01/SF)
21	Tattersall House, East Para	Harrogate	3,112 SF Office	Sold: -
22	Former Church Hall / Community Premises, 1 East Para	Harrogate	2,684 SF Office	Sold: -
23	8 East Para	Harrogate	4,000 SF Office	Sold: £250,000 (£62.50/SF)
24	10 East Para	Harrogate	2,085 SF Office	Sold: £215,000 (£103.12/SF)
25	35-37 East Para	Harrogate	3,925 SF Office	Sold: -
26	41 East Para	Harrogate	1,995 SF Office	Sold: -
27	41 East Para	Harrogate	1,995 SF Office	Sold: -
28	51-53 East Para	Harrogate	3,234 SF Office	Sold: -
29	52 East Para	Harrogate	6,500 SF Office	Sold: -
30	Westmorland House, 60 East Para	Harrogate	2,816 SF Office	Sold: £375,000 (£133.17/SF)
31	The Stables And Barns, 193 Forest Ln	Harrogate	2,880 SF Office	Sold: £300,000 (£104.17/SF)
32	28-30 Freemans Way	Harrogate	5,070 SF Office	Sold: £200,000 (£39.45/SF)
33	12 Granby Rd	Harrogate	5,046 SF Office	Sold: -
34	The Studio, Greengate	Harrogate	3,853 SF Office	Sold: £666,360 (£172.95/SF)
35	The Studio, Greengate	Harrogate	3,853 SF Office	Sold: £600,000 (£155.72/SF)
36	Hexagon House, Grimbald Crag Clos	Knaresborough	22,979 SF Office	Sold: £3,700,000 (£161.02/SF)
37	Former Methodist Church, Grove Rd	Harrogate	6,510 SF Office	Sold: £300,000 (£46.08/SF)
38	Former Methodist Church, Grove Rd	Harrogate	6,510 SF Office	Sold: -
39	55-57 Grove Rd	Harrogate	4,610 SF Office	Sold: £500,000 (£108.46/SF)
40	Grove Park Ct	Harrogate	3,472 SF Office	Sold: £476,280 (£137.18/SF)
41	2 Grove Park Ct	Harrogate	3,410 SF Office	Sold: -
42	Grove Park Court, 4 Grove Park Ter	Harrogate	2,437 SF Office	Sold: £475,000 (£194.91/SF)
43	Grove Park Court, 4 Grove Park Ter	Harrogate	2,437 SF Office	Sold: -
44	Evans Business Centre, Hartwith Way	Harrogate	7,704 SF Office	Sold: £1,800,000 (£233.64/SF)
45	10-12 Haywra St	Harrogate	3,004 SF Office	Sold: £235,000 (£78.23/SF)
46	50 High St	Knaresborough	1,538 SF Office	Sold: £210,000 (£136.54/SF)
47	Hornbeam Park General, Hookstone Rd	Harrogate	43,500 SF Office	Sold: -
48	Hornbeam Park General, Hookstone Rd	Harrogate	43,500 SF Office	Sold: -
49	Hornbeam Park General, Hookstone Rd	Harrogate	43,500 SF Office	Sold: -

50	Hornbeam Park General, Hookstone Rd	Harrogate	43,500 SF Office	Sold: -
51	Hornbeam Park General, Hookstone Rd	Harrogate	43,500 SF Office	Sold: -
52	Hornbeam Park General, Hookstone Rd	Harrogate	43,500 SF Office	Sold: £1,900,000 (£43.68/SF)
53	Hornbeam Park General, Hookstone Rd	Harrogate	43,500 SF Office	Sold: -
54	Hornbeam Sq S	Harrogate	16,651 SF Office	Sold: -
55	Hornbeam Sq S	Harrogate	16,651 SF Office	Sold: £238,000 (£14.29/SF)
56	Hornbeam Sq S	Harrogate	16,651 SF Office	Sold: £190,000 (£11.41/SF)
57	Highfield Business Park, Kearsley Rd	Ripon	6,218 SF Office	Sold: £215,000 (£34.58/SF)
58	Highfield Business Park, Kearsley Rd	Ripon	1,250 SF Office	Sold: £190,000 (£152/SF)
59	66 King Edwards Dr	Harrogate	394 SF Office	Sold: £73,000 (£185.28/SF)
60	26 Kings Rd	Harrogate	1,234 SF Office/Office/Residential	Sold: £291,000 (£235.82/SF)
61	14 Kirkgate	Knaresborough	514 SF Office	Sold: -
62	Monkswell House, Manse Ln	Knaresborough	11,295 SF Office	Sold: -
63	Whitfield Business Park, Manse Ln	Knaresborough	13,479 SF Office	Sold: £250,000 (£18.55/SF)
64	24 Market Pl	Ripon	1,530 SF Office	Sold: -
65	Firecrest House, Market Flat Ln	Knaresborough	6,029 SF Office	Sold: £350,000 (£58.05/SF)
66	14 Mount Para	Harrogate	1,209 SF Office	Sold: £182,000 (£150.54/SF)
67	Mowbray House, Mowbray Sq	Harrogate	8,342 SF Office	Sold: -
68	Mowbray House, Mowbray Sq	Harrogate	8,342 SF Office	Sold: -
69	1 Myrtle Sq	Harrogate	855 SF Office	Sold: £305,000 (£356.73/SF)
70	8 North Park Rd	Harrogate	2,369 SF Office	Sold: -
71	12 North Park Rd	Harrogate	2,500 SF Office	Sold: £300,000 (£120/SF)
72	Harrogate House, Parliament St	Harrogate	23,500 SF Office	Sold: -
73	Harrogate House, Parliament St	Harrogate	23,500 SF Office	Sold: -
74	Harrogate House, Parliament St	Harrogate	23,500 SF Office	Sold: -
75	Harrogate House, Parliament St	Harrogate	23,500 SF Office	Sold: £18,250,000 (£776.60/SF)
76	11-11A Princes Sq	Harrogate	7,500 SF Office	Sold: £815,000 (£108.67/SF)
77	2-2A Prospect Cres	Harrogate	3,661 SF Office	Sold: -
78	11 Queen St	Ripon	619 SF Office	Sold: -
79	4 Ripon Rd	Harrogate	6,612 SF Office	Sold: £850,000 (£128.55/SF)
80	6 Ripon Rd	Harrogate	4,801 SF Office	Sold: £820,000 (£170.80/SF)
81	Adam House, Ripon Way	Harrogate	8,075 SF Office	Sold: -
82	National Milk Records, Skipton Rd	Harrogate	14,693 SF Office	Sold: -
83	The Exchange, Station Para	Harrogate	53,393 SF Office	Sold: -
84	The Exchange, Station Para	Harrogate	53,393 SF Office	Sold: -

85	The Exchange, Station Para	Harrogate	53,393 SF Office	Sold: -
86	86 Station Para	Harrogate	2,482 SF Office	Sold: £410,000 (£165.19/SF)
87	108 Station Para	Harrogate	15,228 SF Office	Sold: -
88	Belvedere House, Victoria Ave	Harrogate	6,332 SF Office	Sold: £3,495,000 (£551.96/SF)
89	6-10 Victoria Ave	Harrogate	7,459 SF Office	Sold: -
90	6-10 Victoria Ave	Harrogate	7,459 SF Office	Sold: -
91	Osborne House, 20 Victoria Ave	Harrogate	3,907 SF Office	Sold: -
92	28 Victoria Ave	Harrogate	2,032 SF Office	Sold: £490,000 (£241.14/SF)
93	30 Victoria Ave	Harrogate	9,589 SF Office	Sold: £825,000 (£86.04/SF)

## Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
<b>Office</b>					
Sale Price	£73,000	£1,040,284	£305,000	£18,250,000	41
NIA	394 SF	11,466 SF	5,058 SF	53,393 SF	92
Price per SF	£11.41	£160.42	£128.55	£776.60	41
Net Initial Yield	7.00%	8.43%	8.43%	9.86%	2
Days on Market	7	387	227	2,271	25
Sale Price to Asking Price Ratio	40.00%	91.10%	94.38%	136.67%	30
<b>Industrial</b>					
Sale Price	-	-	-	-	-
NIA	2,000 SF	2,000 SF	2,000 SF	2,000 SF	1
Price per SF	-	-	-	-	-
Net Initial Yield	-	-	-	-	-
Days on Market	368	368	368	368	1
Sale Price to Asking Price Ratio	-	-	-	-	-
<b>Totals</b>					
Sold Transactions	Total Sales Volume:	£42,651,640	Total Sales Transactions:		93
<b>Survey Criteria</b>					
<p>basic criteria: Type of Property - Office; Sale Status - Under Offer, Sold</p> <p>geography criteria: Submarket - Harrogate (York)</p> <p>additional criteria: - * This result set has been amended with criteria to add and/or remove records.</p>					

## Sale Distribution by Price

3Q13: 01/07/2013-30/09/2013				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	100.0%	£225,000	100.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£225,000	100.0%
4Q13: 01/10/2013-31/12/2013				
No Data				
1Q14: 01/01/2014-31/03/2014				
No Data				
2Q14: 01/04/2014-30/06/2014				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	2	100.0%	£1,495,000	100.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	2	100.0%	£1,495,000	100.0%
3Q14: 01/07/2014-30/09/2014				
No Data				
4Q14: 01/10/2014-31/12/2014				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	50.0%	£190,000	18.3%
£500k - £1.49M	1	50.0%	£850,000	81.7%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	2	100.0%	£1,040,000	100.0%

## Sale Distribution by Price

1Q15: 01/01/2015-31/03/2015				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	33.3%	£490,000	2.5%
£500k - £1.49M	1	33.3%	£820,000	4.2%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	1	33.3%	£18,250,000	93.3%
Totals	3	100.0%	£19,560,000	100.0%
2Q15: 01/04/2015-30/06/2015				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	100.0%	£350,000	100.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£350,000	100.0%
3Q15: 01/07/2015-30/09/2015				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	1	100.0%	£3,700,000	100.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£3,700,000	100.0%
4Q15: 01/10/2015-31/12/2015				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	100.0%	£500,000	100.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£500,000	100.0%
Total				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	4	36.4%	£1,255,000	4.7%
£500k - £1.49M	5	45.5%	£3,665,000	13.6%
£1.5M - £4.9M	1	9.1%	£3,700,000	13.8%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	1	9.1%	£18,250,000	67.9%
Totals	11	100.0%	£26,870,000	100.0%
Survey Criteria				

## Sale Distribution by Price

basic criteria: Type of Property - Office; Sale Status - Under Offer, Sold

geography criteria: Submarket - Harrogate (York)

additional criteria: - \* This result set has been amended with criteria to add and/or remove records.

# Lease Comp Summary

Lease Comps Report

Deals

45

Asking Rent Per SF

£5.56

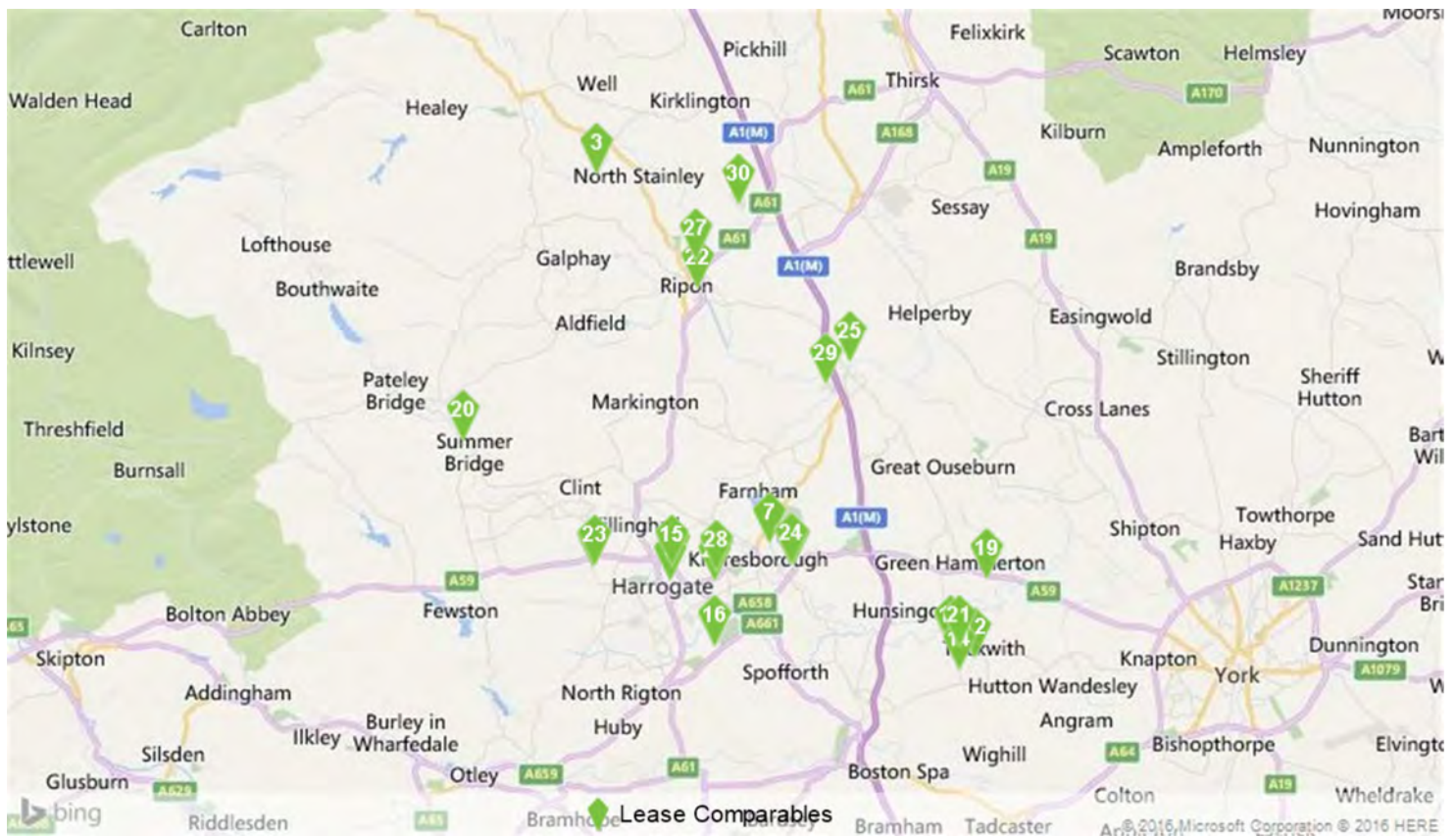
Achieved Rent Per SF

£5.70

Avg. Months On Market

16

## LEASE COMPARABLES



## SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	39	£3.00	£5.56	£7.00	£12.09
Achieved Rent Per SF	29	£3.18	£5.70	£6.51	£8.61
Net Effective Rent Per SF	15	£2.65	£5.33	£5.71	£7.19
Asking Rent Discount	25	-66.9%	11.8%	6.3%	39.4%
Rent Free Months	13	1	3	3	4

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	38	2	16	10	48
Deal Size	45	471	3,291	1,868	27,180
Lease Deal in Years	24	1.0	5.6	4.5	20.0
Floor Number	45	GRND	GRND	GRND	MEZZ



# Lease Comp Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 Pannal Rd	★★★★★	2,100	GRND	15/02/2016	New	£6.79/fri	Effective
2 St James Business Park St James Business Park	★★★★★	1,685	GRND	01/12/2015	New	£8.00/fri	Asking
3 Old Sleningford Farm Railer Bank	★★★★★	6,200	GRND,1	01/12/2015	New	-	-
2 St James Business Park St James Business Park	★★★★★	1,685	GRND	15/10/2015	New	£8.00/fri	Achieved
4 Kindon Court Camwal Rd	★★★★★	1,286	GRND	01/09/2015	New	£6.60/fri	Asking
5 27 Camwal Rd	★★★★★	2,685	GRND	01/09/2015	New	£4.47/fri	Effective
6 Westpark Interiors 15 Chatsworth Ter	★★★★★	3,932	GRND,M	01/09/2015	New	£4.95/fri	Asking
7 Wharfdale Park Halfpenny Ln	★★★★★	1,861	GRND,M	01/09/2015	New	£11.82	Asking
8 6 Strawberry Dale	★★★★★	703	GRND	01/09/2015	New	£12.09/fri	Asking
1 Pannal Rd	★★★★★	1,946	GRND	18/05/2015	New	£7.19/fri	Effective
9 Pannal Rd	★★★★★	1,868	GRND	05/04/2015	New	£6.68/fri	Achieved
10 Marston Business Park	★★★★★	1,255	GRND	01/02/2015	New	£4.38/fri	Effective
11 Rudgate	★★★★★	625	GRND	28/11/2014	New	£4.00/fri	Achieved
12 Sections 1-3 Southfield Ln	★★★★★	14,081	GRND,M	03/11/2014	New	-	-
13 Pannal Rd	★★★★★	2,426	GRND	01/09/2014	New	£6.44/fri	Effective
14 Warehouse/Industrial Unit Southfield Ln	★★★★★	27,180	GRND	25/08/2014	New	£3.00/fri	Asking
15 The Old Stables Skipton Rd	★★★★★	724	GRND	01/08/2014	New	£3.78/iro	Effective
16 Pannal Rd	★★★★★	2,500	GRND	06/07/2014	New	£6.53/fri	Effective
17 Premium Point Grimbald Crag Close	★★★★★	1,103	GRND	02/07/2014	New	£8.00	Asking
18 Burley Bank Rd	★★★★★	2,268	GRND	18/06/2014	New	£5.29/fri	Achieved
19 Kirk Hammerton Busines... Station Rd	★★★★★	7,046	GRND	02/06/2014	New	£6.42/fri	Asking

# Lease Comp Summary

## Lease Comps Report












Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
20 New York Mills Industrial ... Summerbridge	★★★★★	1,981	GRND	01/06/2014	New	£4.85/fri	Effective
21 Rudgate	★★★★★	1,122	GRND	23/05/2014	New	£2.65/fri	Effective
22 Phoenix Business Centre Low Mill Rd	★★★★★	710	GRND	01/05/2014	New	£7.32/iri	Achieved
2 St James Business Park St James Business Park	★★★★★	1,685	GRND	01/05/2014	New	£7.00/fri	Asking
21 Marston Business Park	★★★★★	1,400	GRND	17/04/2014	New	£3.57/fri	Achieved
2 St James Business Park St James Business Park	★★★★★	1,678	GRND	15/04/2014	New	£7.50/fri	Achieved
22 Phoenix Business Centre Low Mill Rd	★★★★★	570	GRND	02/04/2014	New	£5.77/iri	Effective
2 St James Business Park St James Business Park	★★★★★	4,165	GRND	02/04/2014	New	£7.00/fri	Achieved
2 St James Business Park St James Business Park	★★★★★	1,710	GRND	01/04/2014	New	£7.00/fri	Asking
23 Burley Bank Rd	★★★★★	4,377	GRND	01/02/2014	New	£5.71/fri	Effective
24 Stoneacre Grimbald Crag Close	★★★★★	4,650	GRND,1	30/01/2014	New	£5.38/fri	Effective
25 Milby Ln	★★★★★	4,437	GRND	02/12/2013	New	£4.50/fri	Asking
17 Premium Point Grimbald Crag Close	★★★★★	5,200	GRND	01/12/2013	New	£6.73	Achieved
2 St James Business Park Marrtree	★★★★★	5,374	GRND	01/12/2013	New	£7.00	Achieved
2 St James Business Park Marrtree	★★★★★	1,779	GRND	01/12/2013	New	£7.00	Achieved
17 Premium Point Grimbald Crag Close	★★★★★	1,103	GRND	01/11/2013	New	£8.61/fri	Achieved
15 The Old Stables Skipton Rd	★★★★★	471	GRND	16/08/2013	New	£5.52/iro	Achieved
26 Warehouse Unit Stonefall Mews	★★★★★	762	GRND	02/07/2013	New	£8.53/fri	Asking
27 Ebor Concrete Works Ure Bank Top	★★★★★	2,302	GRND	01/07/2013	New	£3.52	Asking
28 Camwal Rd	★★★★★	6,791	GRND	03/06/2013	New	£3.83/fri	Achieved
29 Brickyard Rd	★★★★★	1,001	GRND	01/06/2013	New	£5.92/fri	Effective

# Lease Comp Summary






## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
29 Brickyard Rd	★★★★☆	1,986	GRND	01/06/2013	New	£6.18/fri	Effective
27 Ebor Concrete Works Ure Bank Top	★★★☆☆	1,417	GRND	01/06/2013	New	£3.53	Asking
30 Melmerby Green Ln	★★★★☆	6,284	GRND,1	13/05/2013	New	£4.04/fri	Effective

# Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Pannal Rd Harrogate, HG3 1DP Harrogate Submarket	Yorkshire Design Associates	2,100 New Direct	Feb 2016 10 Years	£6.79/SF £6.79/SF	4 Mos at Start	Feb 2020 Feb 2020
 	St James Business Park Marrtree Knaresborough, HG5 8QD Harrogate Submarket	Marrtree Investments Ltd	1,685 New Direct	Dec 2015			
 	Old Sleningford Farm Railer Bank Ripon, HG4 3JB Harrogate Submarket		6,200 New Direct	Dec 2015		£2.66/SF	
 	St James Business Park Marrtree Knaresborough, HG5 8QD Harrogate Submarket	Mr Terry Dickson Marrtree Investments Ltd	1,685 New Direct	Oct 2015	£8.00/SF		
 	27 Camwal Rd Harrogate, HG1 4PT Harrogate Submarket		2,685 New Direct	Sep 2015	£4.47/SF £4.47/SF		
 	Kindon Court Camwal Rd Harrogate, HG1 4PT Harrogate Submarket		1,286 New Direct	Sep 2015			







## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Westpark Interiors Chatsworth Ter Harrogate, HG1 5HT Harrogate Submarket		3,932 New Direct	Sep 2015		£2.07/SF	
 	Wharfdale Park Halfpenny Ln Knaresborough, HG5 0SL Harrogate Submarket		1,861 New Direct	Sep 2015		£4.17/SF	
 	6 Strawberry Dale Harrogate, HG1 5EF Harrogate Submarket	Blueline (Cars) Ltd	703 New Direct	Sep 2015			
 	Pannal Rd Harrogate, HG3 1DP Harrogate Submarket	TG Brokers Ltd	1,946 New Direct	May 2015 10 Years	£7.19/SF £7.19/SF		May 2020 May 2020
 	Pannal Rd Harrogate, HG3 1DP Harrogate Submarket		1,868 New Direct	May 2015	£6.68/SF	£2.71/SF	
 	Marston Business Park York, YO26 7RD Harrogate Submarket	Harrogate Handyman Services	1,255 New Direct	Feb 2015 3 Years	£4.38/SF £4.38/SF		







## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Rudgate York, YO26 7QF Harrogate Submarket	Laurelton Limited & Quatrola Limi...	625 New Direct	Nov 2014 2 Years	£4.00/SF	4 Mos at Start £2.04/SF	
 	Sections 1-3 Southfield Ln York, YO26 7QP Harrogate Submarket		14,081 New Direct	Feb 2015		£1.44/SF	
 	Pannal Rd Harrogate, HG3 1DP Harrogate Submarket	Midas Motion Ltd	2,426 New Direct	Sep 2014 10 Years	£6.66/SF £6.44/SF	3 Mos at Start	Aug 2019 Aug 2019
 	Warehouse/Industrial Unit Southfield Ln York, YO26 7QP Harrogate Submarket		27,180 New Direct	Aug 2014			
 	The Old Stables Skipton Rd Harrogate, HG1 2LZ Harrogate Submarket	Australian Bodycare UK Limited	724 New Direct	Aug 2014 2 Years	£3.59/SF £3.78/SF	1 Mo at Start	
 	Pannal Rd Harrogate, HG3 1DP Harrogate Submarket	Harrogate Jaguar Specialists Limit...	2,500 New Direct	Jul 2014 10 Years	£6.75/SF £6.53/SF	3 Mos at Start £2.59/SF	Jul 2019

## Lease Comparables











	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	19 Premium Point Grimbald Crag Close Knaresborough, HG5 8QB Harrogate Submarket	Martree Investments Ltd	1,103 New Direct	Jul 2014			
	20 Burley Bank Rd Harrogate, HG3 2BX Harrogate Submarket	Beer Hawk Limited	2,268 New Direct	Jun 2014 3 Years	£5.29/SF	Spread Over £2.44/SF	
	21 Kirk Hammerton Business Park Station Rd York, YO26 8DQ Harrogate Submarket		7,046 New Direct	Aug 2014		£1.01/SF	
	22 New York Mills Industrial Estate Summerbridge Harrogate, HG3 4LA Harrogate Submarket	Harrogate Borough Council	1,981 New Direct	Jun 2014 3 Years	£4.54/SF £4.85/SF	Spread Over	May 2015
	23 Rudgate York, YO26 7QF Harrogate Submarket	Miss Kathryn Harper	1,122 New Direct	May 2014 1 Year	£4.01/SF £2.65/SF	Spread Over £2.14/SF	
	24 Phoenix Business Centre Low Mill Rd Ripon, HG4 1NS Harrogate Submarket	Harrogate Borough Council	710 New Direct	May 2014 3 Years	£7.32/SF	Spread Over	Oct 2015

## Lease Comparables







	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
25	 St James Business Park Marrtree Knaresborough, HG5 8QD Harrogate Submarket	Marrtree Investments Ltd	1,685 New Direct	May 2014			
26	 Rudgate York, YO26 7QF Harrogate Submarket	Mr George Wood	1,400 New Direct	Apr 2014 1 Year	£3.57/SF		Oct 2014
27	 St James Business Park Marrtree Knaresborough, HG5 8QD Harrogate Submarket	Redline Specialist Cars Limited Marrtree Investments Ltd	1,678 New Direct	Apr 2014 5 Years	£7.50/SF		
28	 Phoenix Business Centre Low Mill Rd Ripon, HG4 1NS Harrogate Submarket	Rural Development Commission	570 New Direct	Apr 2014 3 Years	£6.14/SF £5.77/SF	Spread Over	Oct 2015
29	 St James Business Park Marrtree Knaresborough, HG5 8QD Harrogate Submarket	Marrtree Investments Ltd	4,165 New Direct	Apr 2014 5 Years	£7.00/SF		
30	 St James Business Park Marrtree Knaresborough, HG5 8QD Harrogate Submarket	Marrtree Investments Ltd	1,710 New Direct	Apr 2014			




## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Burley Bank Rd Harrogate, HG3 2BX Harrogate Submarket	Pets Perfect Company Ltd	4,377 New Direct	Feb 2014 5 Years	£5.71/SF £5.71/SF	£0.77/SF	
 	Stoneacre Grimbald Crag Close Knaresborough, HG5 8PJ Harrogate Submarket	Pure Lotus Limited Business Homes	4,650 New Direct	Jan 2014 5 Years	£5.38/SF £5.38/SF	£4.78/SF	Jan 2017
 	Milby Ln York, YO51 9BL Harrogate Submarket		4,437 New Direct	Jan 2014			
 	Premium Point Grimbald Crag Close Knaresborough, HG5 8QB Harrogate Submarket	Red Cape Ltd Marrtree Investments Ltd	5,200 New Direct	Dec 2013 10 Years	£6.73/SF		Nov 2018
 	St James Business Park Marrtree Knaresborough, HG5 8QD Harrogate Submarket		5,374 New Direct	Dec 2013	£7.00/SF		
 	St James Business Park Marrtree Knaresborough, HG5 8QD Harrogate Submarket		1,779 New Direct	Dec 2013	£7.00/SF		

## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	37 Premium Point Gimbald Crag Close Knaresborough, HG5 8QB Harrogate Submarket	Enterprise Rent-A-Car UK Limited Marrtree Investments Ltd	1,103 New Direct	Nov 2013 20 Years	£8.61/SF		Nov 2015...
	38 The Old Stables Skipton Rd Harrogate, HG1 2LZ Harrogate Submarket	Joy McMillan	471 New Direct	Aug 2013 1 Year	£5.52/SF		
	39 Warehouse Unit Stonefall Mews Harrogate, HG2 7PS Harrogate Submarket		762 New Direct	Jul 2013			
	40 Ebor Concrete Works Ure Bank Top Ripon, HG4 1JD Harrogate Submarket		2,302 New Direct	Jul 2013			
	41 Camwal Rd Harrogate, HG1 4PT Harrogate Submarket	Practical Car & Van Rental BK Bachelor	6,791 New Direct	Jun 2013 10 Years	£3.83/SF	Spread Over	
	42 Brickyard Rd York, YO51 9NS Harrogate Submarket	Ventbrook Events Limited	1,001 New Direct	Jun 2013 3 Years	£6.51/SF £5.92/SF	Spread Over £2.40/SF	May 2014

## Lease Comparables

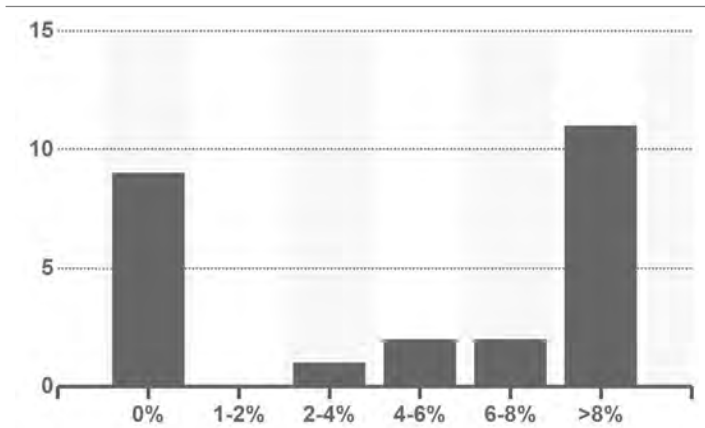
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
43	 Brickyard Rd York, YO51 9NS Harrogate Submarket	Boogie Shoes Limited	1,986 New Direct	Jun 2013 5 Years	£6.56/SF £6.18/SF	Spread Over £2.28/SF	
44	 Ebor Concrete Works Ure Bank Top Ripon, HG4 1JD Harrogate Submarket		1,417 New Direct	Jul 2013			
45	 Melmerby Green Ln Ripon, HG4 5NB Harrogate Submarket	Evans International Ltd	6,284 New Direct	May 2013 4 Years	£3.18/SF £4.04/SF		May 2015

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
<b>£5.56</b>	<b>£5.70</b>	<b>£5.33</b>	<b>2.8</b>

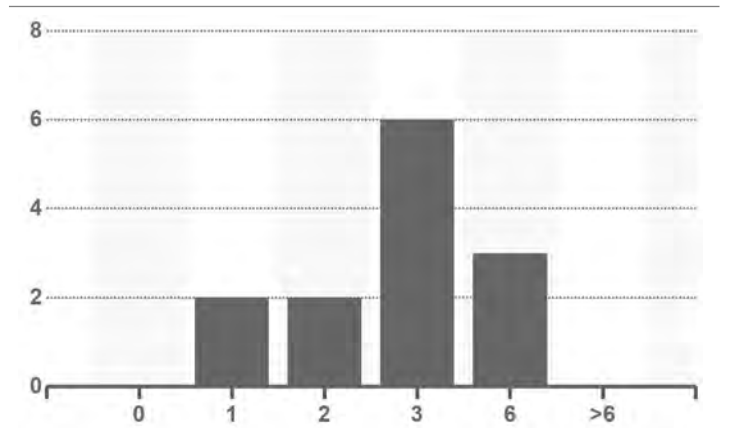
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT

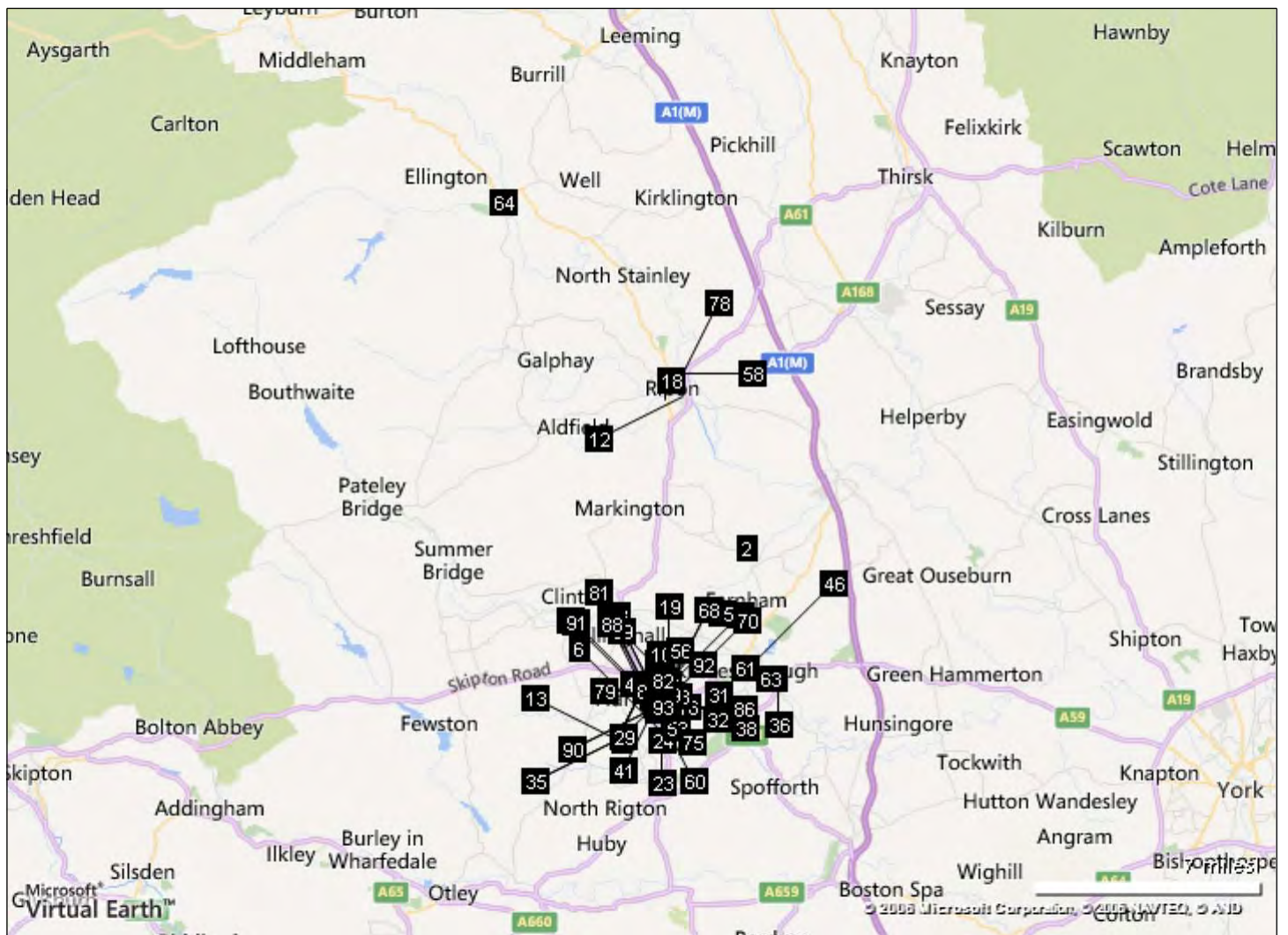


DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS





	Address	City	Property Info	Sale Info
1	5 Greengate	Harrogate	3,126 SF Office	Multi-Property Sale: -
2	Jubilee House, Copgrove (2 units)	Harrogate	2,000 SF in 2 Units	Units Sold: -
3	Regent House, Albert St	Harrogate	11,961 SF Office	Sold: -
4	Regent House, Albert St	Harrogate	11,961 SF Office	Sold: -
5	14 Albert St	Harrogate	3,654 SF Office	Sold: -
6	1 Back Gladstone St	Harrogate	581 SF Office	Sold: -
7	Cardale Court, Beckwith Head Rd	Harrogate	25,000 SF Office	Sold: -
8	Cardale Court, Beckwith Head Rd	Harrogate	25,000 SF Office	Sold: -
9	Cardale Court, Beckwith Head Rd	Harrogate	25,000 SF Office	Sold: -
10	Cardale Court, Beckwith Head Rd	Harrogate	25,000 SF Office	Sold: -
11	31 Beulah St	Harrogate	1,022 SF Office	Sold: -
12	17 Bondgate Green	Ripon	1,268 SF Office	Sold: £125,000 (£98.58/SF)
13	Cardale Park	Harrogate	6,107 SF Office	Sold: £895,000 (£146.55/SF)
14	2 Cheltenham Mount	Harrogate	1,742 SF Office	Sold: £225,000 (£129.16/SF)
15	2 Cheltenham Mount	Harrogate	1,742 SF Office	Sold: -

16	Montpellier House, 4 Cold Bath Rd	Harrogate	9,400 SF Office	Sold: -
17	Premier House, College Rd	Ripon	2,916 SF Office	Sold: £225,000 (£77.16/SF)
18	Premier House, College Rd	Ripon	2,916 SF Office	Sold: -
19	Rear Of, 6 Devonshire Pl	Harrogate	1,108 SF Office	Sold: £135,000 (£121.84/SF)
20	Tattersall House, East Para	Harrogate	3,112 SF Office	Sold: £305,000 (£98.01/SF)
21	Tattersall House, East Para	Harrogate	3,112 SF Office	Sold: -
22	Former Church Hall / Community Premises, 1 East Para	Harrogate	2,684 SF Office	Sold: -
23	8 East Para	Harrogate	4,000 SF Office	Sold: £250,000 (£62.50/SF)
24	10 East Para	Harrogate	2,085 SF Office	Sold: £215,000 (£103.12/SF)
25	35-37 East Para	Harrogate	3,925 SF Office	Sold: -
26	41 East Para	Harrogate	1,995 SF Office	Sold: -
27	41 East Para	Harrogate	1,995 SF Office	Sold: -
28	51-53 East Para	Harrogate	3,234 SF Office	Sold: -
29	52 East Para	Harrogate	6,500 SF Office	Sold: -
30	Westmorland House, 60 East Para	Harrogate	2,816 SF Office	Sold: £375,000 (£133.17/SF)
31	The Stables And Barns, 193 Forest Ln	Harrogate	2,880 SF Office	Sold: £300,000 (£104.17/SF)
32	28-30 Freemans Way	Harrogate	5,070 SF Office	Sold: £200,000 (£39.45/SF)
33	12 Granby Rd	Harrogate	5,046 SF Office	Sold: -
34	The Studio, Greengate	Harrogate	3,853 SF Office	Sold: £666,360 (£172.95/SF)
35	The Studio, Greengate	Harrogate	3,853 SF Office	Sold: £600,000 (£155.72/SF)
36	Hexagon House, Grimbald Crag Clos	Knaresborough	22,979 SF Office	Sold: £3,700,000 (£161.02/SF)
37	Former Methodist Church, Grove Rd	Harrogate	6,510 SF Office	Sold: £300,000 (£46.08/SF)
38	Former Methodist Church, Grove Rd	Harrogate	6,510 SF Office	Sold: -
39	55-57 Grove Rd	Harrogate	4,610 SF Office	Sold: £500,000 (£108.46/SF)
40	Grove Park Ct	Harrogate	3,472 SF Office	Sold: £476,280 (£137.18/SF)
41	2 Grove Park Ct	Harrogate	3,410 SF Office	Sold: -
42	Grove Park Court, 4 Grove Park Ter	Harrogate	2,437 SF Office	Sold: £475,000 (£194.91/SF)
43	Grove Park Court, 4 Grove Park Ter	Harrogate	2,437 SF Office	Sold: -
44	Evans Business Centre, Hartwith Way	Harrogate	7,704 SF Office	Sold: £1,800,000 (£233.64/SF)
45	10-12 Haywra St	Harrogate	3,004 SF Office	Sold: £235,000 (£78.23/SF)
46	50 High St	Knaresborough	1,538 SF Office	Sold: £210,000 (£136.54/SF)
47	Hornbeam Park General, Hookstone Rd	Harrogate	43,500 SF Office	Sold: -
48	Hornbeam Park General, Hookstone Rd	Harrogate	43,500 SF Office	Sold: -
49	Hornbeam Park General, Hookstone Rd	Harrogate	43,500 SF Office	Sold: -

50	Hornbeam Park General, Hookstone Rd	Harrogate	43,500 SF Office	Sold: -
51	Hornbeam Park General, Hookstone Rd	Harrogate	43,500 SF Office	Sold: -
52	Hornbeam Park General, Hookstone Rd	Harrogate	43,500 SF Office	Sold: £1,900,000 (£43.68/SF)
53	Hornbeam Park General, Hookstone Rd	Harrogate	43,500 SF Office	Sold: -
54	Hornbeam Sq S	Harrogate	16,651 SF Office	Sold: -
55	Hornbeam Sq S	Harrogate	16,651 SF Office	Sold: £238,000 (£14.29/SF)
56	Hornbeam Sq S	Harrogate	16,651 SF Office	Sold: £190,000 (£11.41/SF)
57	Highfield Business Park, Kearsley Rd	Ripon	6,218 SF Office	Sold: £215,000 (£34.58/SF)
58	Highfield Business Park, Kearsley Rd	Ripon	1,250 SF Office	Sold: £190,000 (£152/SF)
59	66 King Edwards Dr	Harrogate	394 SF Office	Sold: £73,000 (£185.28/SF)
60	26 Kings Rd	Harrogate	1,234 SF Office/Office/Residential	Sold: £291,000 (£235.82/SF)
61	14 Kirkgate	Knaresborough	514 SF Office	Sold: -
62	Monkswell House, Manse Ln	Knaresborough	11,295 SF Office	Sold: -
63	Whitfield Business Park, Manse Ln	Knaresborough	13,479 SF Office	Sold: £250,000 (£18.55/SF)
64	24 Market Pl	Ripon	1,530 SF Office	Sold: -
65	Firecrest House, Market Flat Ln	Knaresborough	6,029 SF Office	Sold: £350,000 (£58.05/SF)
66	14 Mount Para	Harrogate	1,209 SF Office	Sold: £182,000 (£150.54/SF)
67	Mowbray House, Mowbray Sq	Harrogate	8,342 SF Office	Sold: -
68	Mowbray House, Mowbray Sq	Harrogate	8,342 SF Office	Sold: -
69	1 Myrtle Sq	Harrogate	855 SF Office	Sold: £305,000 (£356.73/SF)
70	8 North Park Rd	Harrogate	2,369 SF Office	Sold: -
71	12 North Park Rd	Harrogate	2,500 SF Office	Sold: £300,000 (£120/SF)
72	Harrogate House, Parliament St	Harrogate	23,500 SF Office	Sold: -
73	Harrogate House, Parliament St	Harrogate	23,500 SF Office	Sold: -
74	Harrogate House, Parliament St	Harrogate	23,500 SF Office	Sold: -
75	Harrogate House, Parliament St	Harrogate	23,500 SF Office	Sold: £18,250,000 (£776.60/SF)
76	11-11A Princes Sq	Harrogate	7,500 SF Office	Sold: £815,000 (£108.67/SF)
77	2-2A Prospect Cres	Harrogate	3,661 SF Office	Sold: -
78	11 Queen St	Ripon	619 SF Office	Sold: -
79	4 Ripon Rd	Harrogate	6,612 SF Office	Sold: £850,000 (£128.55/SF)
80	6 Ripon Rd	Harrogate	4,801 SF Office	Sold: £820,000 (£170.80/SF)
81	Adam House, Ripon Way	Harrogate	8,075 SF Office	Sold: -
82	National Milk Records, Skipton Rd	Harrogate	14,693 SF Office	Sold: -
83	The Exchange, Station Para	Harrogate	53,393 SF Office	Sold: -
84	The Exchange, Station Para	Harrogate	53,393 SF Office	Sold: -

85	The Exchange, Station Para	Harrogate	53,393 SF Office	Sold: -
86	86 Station Para	Harrogate	2,482 SF Office	Sold: £410,000 (£165.19/SF)
87	108 Station Para	Harrogate	15,228 SF Office	Sold: -
88	Belvedere House, Victoria Ave	Harrogate	6,332 SF Office	Sold: £3,495,000 (£551.96/SF)
89	6-10 Victoria Ave	Harrogate	7,459 SF Office	Sold: -
90	6-10 Victoria Ave	Harrogate	7,459 SF Office	Sold: -
91	Osborne House, 20 Victoria Ave	Harrogate	3,907 SF Office	Sold: -
92	28 Victoria Ave	Harrogate	2,032 SF Office	Sold: £490,000 (£241.14/SF)
93	30 Victoria Ave	Harrogate	9,589 SF Office	Sold: £825,000 (£86.04/SF)



## Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
<b>Office</b>					
Sale Price	£73,000	£1,040,284	£305,000	£18,250,000	41
NIA	394 SF	11,466 SF	5,058 SF	53,393 SF	92
Price per SF	£11.41	£160.42	£128.55	£776.60	41
Net Initial Yield	7.00%	8.43%	8.43%	9.86%	2
Days on Market	7	387	227	2,271	25
Sale Price to Asking Price Ratio	40.00%	91.10%	94.38%	136.67%	30
<b>Industrial</b>					
Sale Price	-	-	-	-	-
NIA	2,000 SF	2,000 SF	2,000 SF	2,000 SF	1
Price per SF	-	-	-	-	-
Net Initial Yield	-	-	-	-	-
Days on Market	368	368	368	368	1
Sale Price to Asking Price Ratio	-	-	-	-	-
<b>Totals</b>					
Sold Transactions	Total Sales Volume:	£42,651,640	Total Sales Transactions:		93
<b>Survey Criteria</b>					
<p>basic criteria: Type of Property - Office; Sale Status - Under Offer, Sold</p> <p>geography criteria: Submarket - Harrogate (York)</p> <p>additional criteria: - * This result set has been amended with criteria to add and/or remove records.</p>					

## Sale Distribution by Price

3Q13: 01/07/2013-30/09/2013				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	100.0%	£225,000	100.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£225,000	100.0%
4Q13: 01/10/2013-31/12/2013				
No Data				
1Q14: 01/01/2014-31/03/2014				
No Data				
2Q14: 01/04/2014-30/06/2014				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	2	100.0%	£1,495,000	100.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	2	100.0%	£1,495,000	100.0%
3Q14: 01/07/2014-30/09/2014				
No Data				
4Q14: 01/10/2014-31/12/2014				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	50.0%	£190,000	18.3%
£500k - £1.49M	1	50.0%	£850,000	81.7%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	2	100.0%	£1,040,000	100.0%

## Sale Distribution by Price

1Q15: 01/01/2015-31/03/2015				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	33.3%	£490,000	2.5%
£500k - £1.49M	1	33.3%	£820,000	4.2%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	1	33.3%	£18,250,000	93.3%
Totals	3	100.0%	£19,560,000	100.0%
2Q15: 01/04/2015-30/06/2015				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	100.0%	£350,000	100.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£350,000	100.0%
3Q15: 01/07/2015-30/09/2015				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	1	100.0%	£3,700,000	100.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£3,700,000	100.0%
4Q15: 01/10/2015-31/12/2015				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	100.0%	£500,000	100.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£500,000	100.0%
Total				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	4	36.4%	£1,255,000	4.7%
£500k - £1.49M	5	45.5%	£3,665,000	13.6%
£1.5M - £4.9M	1	9.1%	£3,700,000	13.8%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	1	9.1%	£18,250,000	67.9%
Totals	11	100.0%	£26,870,000	100.0%
Survey Criteria				

## Sale Distribution by Price

basic criteria: Type of Property - Office; Sale Status - Under Offer, Sold

geography criteria: Submarket - Harrogate (York)

additional criteria: - \* This result set has been amended with criteria to add and/or remove records.

# Lease Comp Summary

Lease Comps Report

Deals

99

Asking Rent Per SF

£18.56

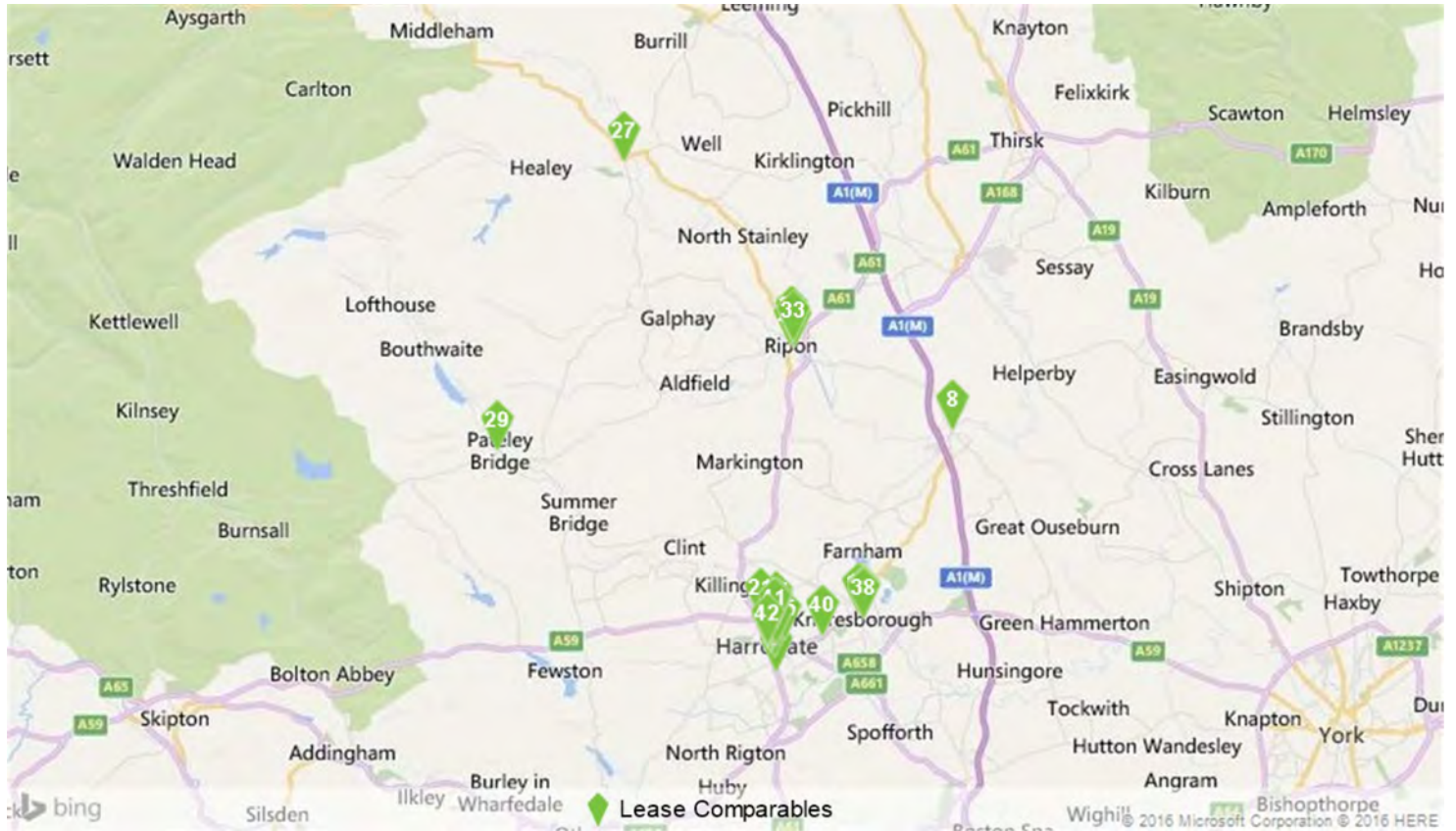
Achieved Rent Per SF

£20.01

Avg. Months On Market

13

## TOP 50 LEASE COMPARABLES



## SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	83	£5.89	£18.56	£19.36	£106.87
Achieved Rent Per SF	49	£3.87	£20.01	£16.78	£65.91
Net Effective Rent Per SF	5	£10.19	£15.94	£12.18	£24.96
Asking Rent Discount	34	-50.3%	5.6%	4.6%	28.0%
Rent Free Months	17	0	4	4	8

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	84	0	13	13	49
Deal Size	99	155	1,182	695	10,000
Lease Deal in Years	50	2.4	7.1	6.0	15.0
Floor Number	99	LL	LBBY	GRND	MEZZ

# Lease Comp Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 35A High St	★★★★★	600	GRND	01/02/2016	New	£23.33/fri	Asking
2 53 High St	★★★★★	424	BSMT,G...	01/02/2016	New	£22.41/fri	Asking
3 34a Parliament St	★★★★★	842	BSMT,G...	19/01/2016	New	£23.75/fri	Effective
4 1A James St	★★★★★	2,684	GRND,1-2	07/12/2015	New	£24.96/fri	Effective
5 Victoria Centre Victoria Centre	★★★★★	655	GRND	01/12/2015	New	£106.87	Asking
5 Victoria Centre Victoria Centre	★★★★★	167	GRND	01/12/2015	New	£89.82	Asking
5 Victoria Centre Victoria Centre	★★★★★	456	GRND	01/12/2015	New	£54.82	Asking
5 Victoria Centre Victoria Centre	★★★★★	691	GRND	01/12/2015	New	£79.59	Asking
6 16 Commercial St	★★★★★	1,389	GRND,1-2	30/11/2015	New	£10.19/fri	Effective
7 Oxford Buildings Cheltenham Parade	★★★★★	2,633	GRND	01/11/2015	New	£13.29/fri	Asking
8 6 Fishergate	★★★★★	156	GRND	01/11/2015	New	£41.67/iri	Asking
9 34C Leeds Rd	★★★★★	828	BSMT,G...	01/11/2015	New	£13.89/fri	Asking
5 Victoria Centre Victoria Shopping Centre	★★★★★	1,399	GRND	01/11/2015	New	-	-
10 21-29 Beulah St	★★★★★	4,105	GRND,1	19/10/2015	New	£12.18/fri	Effective
11 3 John St	★★★★★	789	GRND,1	06/10/2015	New	£20.91/fri	Asking
12 86 High St	★★★★★	460	GRND,1	01/10/2015	New	£15.22	Achieved
13 90-92 High St	★★★★★	1,017	GRND,1-2	01/10/2015	New	£12.78	Achieved
13 90-92 High St	★★★★★	670	GRND,1	01/10/2015	New	£12.09	Achieved
14 Knaresborough Station 7-7a Station Rd	★★★★★	310	GRND	09/09/2015	New	£3.87/iro	Achieved
15 25 Haywra St	★★★★★	667	GRND	01/09/2015	New	£14.99/fri	Asking
16 Starbeck 36A High St	★★★★★	493	GRND	01/09/2015	New	£24.34	Asking

# Lease Comp Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
17 11 King Edwards Dr	★★★★★	516	GRND	01/09/2015	New	£25.19/fri	Asking
18 154 Kings Rd	★★★★★	1,338	BSMT,G...	01/09/2015	New	£7.10/fri	Achieved
19 5 Kirkgate	★★★★★	1,035	GRND,1	01/09/2015	New	£9.18/fri	Asking
20 12 Montpellier St	★★★★★	695	BSMT,G...	01/09/2015	New	£25.18/fri	Asking
21 302 Skipton Rd	★★★★★	765	GRND,1	01/09/2015	New	£15.69/fri	Asking
22 60 Tower St	★★★★★	904	GRND	01/09/2015	New	£11.06/iri	Asking
23 28 Westgate	★★★★★	627	BSMT,G...	01/09/2015	New	£11.96/fri	Asking
24 29-30 Kirkgate	★★★★★	767	GRND	25/08/2015	New	£11.73/fri	Achieved
25 Regent House 13-15 Albert St	★★★★★	1,747	GRND	14/08/2015	New	£24.33/fri	Asking
26 Castle Courtyard 5 Castle Ct	★★★★★	300	GRND	01/08/2015	New	£31.00	Asking
27 6 Park St	★★★★★	2,548	GRND	01/08/2015	New	£5.89/fri	Asking
28 24 Cambridge St	★★★★★	4,671	BSMT,G...	01/07/2015	New	£28.90/fri	Asking
29 1 High St	★★★★★	1,015	GRND	26/06/2015	New	£15.76/fri	Asking
25 Regent House 4 John St	★★★★★	1,127	GRND	08/06/2015	New	£14.20/fri	Achieved
30 4 Commercial St	★★★★★	225	GRND	01/06/2015	New	£53.33/iro	Asking
31 12 Mayfield Grove	★★★★★	723	GRND	01/06/2015	New	£19.36/fri	Asking
32 30 North St	★★★★★	1,519	GRND	01/06/2015	New	£11.08/fri	Effective
33 7 Queen St	★★★★★	610	GRND	01/06/2015	New	£22.95/fri	Asking
34 Baines House Station Parade	★★★★★	661	GRND	01/06/2015	New	£18.15/iri	Asking
35 5A Westmoreland St	★★★★★	374	GRND	01/06/2015	New	£17.38/fri	Asking
36 3 Commercial St	★★★★★	664	GRND	05/05/2015	New	£21.08/fri	Asking








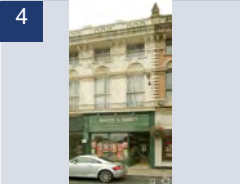




# Lease Comp Summary

## Lease Comps Report



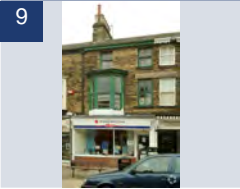



Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
37 3 Bower St	★★★★☆	441	GRND	04/05/2015	New	£11.97	Achieved
38 3 Castlegate	★★★☆☆	176	GRND	01/05/2015	New	£33.98/fri	Asking
39 174 Kings Rd	★★★☆☆	498	GRND	01/05/2015	New	£14.46	Achieved
14 Knaresborough Station Station Rd	★★★☆☆	445	GRND	16/04/2015	New	£11.24/iro	Achieved
5 Victoria Centre Victoria Centre	★★★★☆	508	GRND	01/04/2015	New	£38.39	Achieved
40 40 High St	★★★☆☆	585	GRND	01/03/2015	New	£17.78	Asking
41 148 Kings Rd	★★★☆☆	426	GRND	01/02/2015	New	£28.17/fri	Achieved
42 10 Kings Rd	★★★☆☆	611	GRND,1	01/01/2015	New	£22.91/fri	Achieved








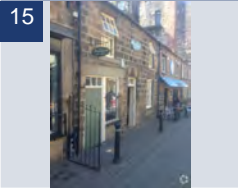






# Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	35 High St Knaresborough, HG5 0ET Harrogate Submarket		600 New Direct	Feb 2016			
 	53 High St Knaresborough, HG5 0HB Harrogate Submarket	Temple Oak Properties Ltd	424 New Direct	Feb 2016			
 	34-34a Parliament St Harrogate, HG1 2RL Harrogate Submarket	Mr Smithers Appleton Estates Ltd	842 New Direct	Jan 2016 10 Years	£20,000 PA £19,998 PA	£7,888 PA	Jan 2021 Jan 2021
 	1A James St Harrogate, HG1 1QS Harrogate Submarket	DeMontfort Art	2,684 New Direct	Dec 2015 6 Years	£67,000 PA £66,993 PA	£30,813 PA	
 	Victoria Centre Victoria Centre Harrogate, HG1 1AE Harrogate Submarket	LaSalle Investment Management L...	655 New Direct	Dec 2015		£29,161 PA	
 	Victoria Centre Victoria Centre Harrogate, HG1 1AE Harrogate Submarket	LaSalle Investment Management L...	167 New Direct	Dec 2015		£7,712 PA	






## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	Victoria Centre Victoria Centre Harrogate, HG1 1AE Harrogate Submarket	LaSalle Investment Management L...	456 New Direct	Dec 2015		£12,364 PA	
	Victoria Centre Victoria Centre Harrogate, HG1 1AE Harrogate Submarket	LaSalle Investment Management L...	691 New Direct	Dec 2015		£21,208 PA	
	16 Commercial St Harrogate, HG1 1TY Harrogate Submarket	Mrs H Dooler	1,389 New Direct	Nov 2015 3 Years	£15,000 PA £14,147 PA	Spread Over	Nov 2016
	Oxford Buildings Cheltenham Parade Harrogate, HG1 1DA Harrogate Submarket	North Bar Ltd	2,633 New Direct	Nov 2015			
	6 Fishergate York, YO51 9AL Harrogate Submarket		156 New Direct	Nov 2015		£1,229 PA	
	34C Leeds Rd Harrogate, HG2 8BQ Harrogate Submarket		828 New Direct	Nov 2015		£3,845 PA	






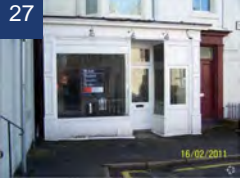



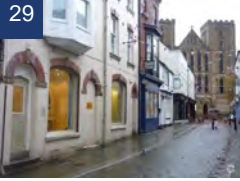

## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Victoria Centre Victoria Centre Harrogate, HG1 1AE Harrogate Submarket	LaSalle Investment Management L...	1,399 New Direct	Dec 2015		£12,246 PA	
 	21-27 Beulah St Harrogate, HG1 1QH Harrogate Submarket	British Red Cross Legal & General Ventures Ltd	4,105 New Direct	Oct 2015 10 Years	£50,000 PA £50,001 PA	£30,848 PA	Oct 2020 Oct 2020
 	3 John St Harrogate, HG1 1JZ Harrogate Submarket	Cordwell Leisure Developments Ltd	789 New Direct	Oct 2015 10 Years		£5,280 PA	Oct 2020 Oct 2020
 	86 High St Knaresborough, HG5 0EA Harrogate Submarket	Serenity	460 New Direct	Oct 2015 4 Years	£7,000 PA		
 	90-92 High St Knaresborough, HG5 0EA Harrogate Submarket	Greenwoods Solicitors	1,017 New Direct	Oct 2015 9 Years	£13,000 PA		Oct 2020 Oct 2020
 	90-92 High St Knaresborough, HG5 0EA Harrogate Submarket	Tico Tico Takeaway	670 New Direct	Oct 2015 9 Years	£8,100 PA		Oct 2020













## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	 Knaresborough Station Station Rd Knaresborough, HG5 9AA Harrogate Submarket	Clarie Strickland & Stephen Russell Northern Rail Ltd	310 New Direct	Sep 2015 4 Years	£1,200 PA		Sep 2017
20	 25 Haywra St Harrogate, HG1 5BJ Harrogate Submarket		667 New Direct	Sep 2015		£3,344 PA	
21	 Starbeck 36A High St Harrogate, HG2 7LR Harrogate Submarket	Totally Wicked	493 New Direct	Sep 2015			
22	 11-11A King Edwards Dr Harrogate, HG1 4HA Harrogate Submarket	Rococo Hair and Beauty Remnant House (Harrogate) Ltd	516 New Direct	Sep 2015		£2,120 PA	
23	 154 Kings Rd Harrogate, HG1 5HY Harrogate Submarket	Lloyds Pharmacy	1,338 New Direct	Sep 2015 7 Years 2 Months	£9,500 PA	£3,768 PA	
24	 5-6 Kirkgate Ripon, HG4 1PA Harrogate Submarket		1,035 New Direct	Sep 2015		£2,056 PA	






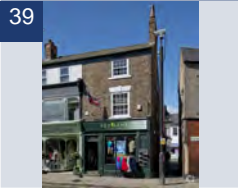





## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	12 Montpellier St Harrogate, HG1 2TQ Harrogate Submarket		695 New Direct	Sep 2015		£8,243 PA	
 	302 Skipton Rd Harrogate, HG1 3HE Harrogate Submarket		765 New Direct	Sep 2015		£3,862 PA	
 	60 Tower St Harrogate, HG1 1HS Harrogate Submarket		904 New Direct	Sep 2015		£3,014 PA	
 	28 Westgate Ripon, HG4 2BQ Harrogate Submarket	Gianni's Gelato	627 New Direct	Sep 2015		£4,242 PA	
 	29-30 Kirkgate Ripon, HG4 1PB Harrogate Submarket	Nidderdale Inns Ltd Leeds Federated Housing Associat...	767 New Direct	Aug 2015 5 Years	£9,000 PA	£3,252 PA	
 	Regent House Albert St Harrogate, HG1 1JX Harrogate Submarket	Mowlem & Co Freemarket	1,747 New Direct	Aug 2015		£14,297 PA	




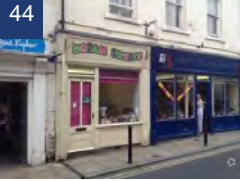

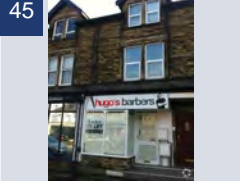





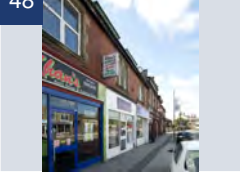
## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Castle Courtyard 5 Castle Ct Knaresborough, HG5 8AE Harrogate Submarket		300 New Direct	Aug 2015		£3,533 PA	
 	6 Park St Ripon, HG4 4HN Harrogate Submarket		2,548 New Direct	Aug 2015			
 	24 Cambridge St Harrogate, HG1 1RX Harrogate Submarket	Holland & Barrett	4,671 New Direct	Jul 2015 15 Years		£69,020 PA	
 	1 High St Harrogate, HG3 5AP Harrogate Submarket		1,015 New Direct	Jun 2015		£3,552 PA	
 	Regent House Albert St Harrogate, HG1 1JX Harrogate Submarket	The Caulfield Conservatory Comp... Freemarket	1,127 New Direct	Jul 2015 10 Years	£16,000 PA	6 Mos at Start £9,038 PA	Jul 2020
 	4 Commercial St Harrogate, HG1 1TY Harrogate Submarket		225 New Direct	Jun 2015		£2,920 PA	

## Lease Comparables

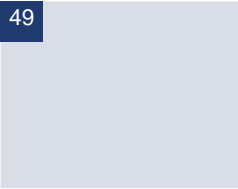


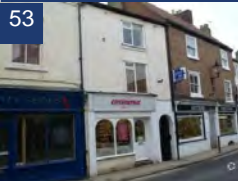
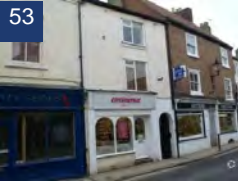

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	8-12 Mayfield Grove Harrogate, HG1 5HB Harrogate Submarket	Neargold Ltd	723 New Direct	Jun 2015		£4,333 PA	
 	30 North St Ripon, HG4 1HJ Harrogate Submarket	Pets Corner (UK) Ltd Majestic Wine Warehouses Ltd	1,519 New Direct	Jul 2015 10 Years	£18,000 PA £16,831 PA	6 Mos at Start £1,602 PA	
 	7 Queen St Ripon, HG4 1ED Harrogate Submarket	Donington Investments Ltd	610 New Direct	Jun 2015		£5,770 PA	
 	Baines House Station Parade Harrogate, HG1 1UF Harrogate Submarket	Hw Baines Ltd	661 New Direct	Jun 2015		£7,901 PA	
 	5A Westmoreland St Harrogate, HG1 5AY Harrogate Submarket		374 New Direct	Jun 2015		£2,748 PA	
	3 Commercial St Harrogate, HG1 1UB Harrogate Submarket		664 New Direct	May 2015			

## Lease Comparables












	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	3 Bower St Harrogate, HG1 5BQ Harrogate Submarket	Blue Sky Cleaners Ltd	441 New Direct	May 2015 3 Years	£5,280 PA	3 Mos at Start	May 2016...
 	3 Castlegate Knaresborough, HG5 8AR Harrogate Submarket	The Trading Post	176 New Direct	May 2015		£1,837 PA	
 	174 Kings Rd Harrogate, HG1 5JG Harrogate Submarket	Magic Meat	498 New Direct	May 2015 5 Years	£7,200 PA	£2,458 PA	Apr 2018
 	Knaresborough Station Station Rd Knaresborough, HG5 9AA Harrogate Submarket	Amy Hodgson Northern Rail Ltd	445 New Direct	Apr 2015 6 Years	£5,000 PA	£2,496 PA	Apr 2018
 	Victoria Centre Victoria Centre Harrogate, HG1 1AE Harrogate Submarket	Eurochange LaSalle Investment Management L...	508 New Direct	Apr 2015 10 Years	£19,500 PA	Spread Over -	Apr 2020 Apr 2020
 	40 High St Harrogate, HG2 7LQ Harrogate Submarket	YMCA	585 New Direct	Mar 2015		£4,286 PA	




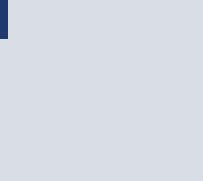




## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
49		148 Kings Rd Harrogate, HG1 5HY Harrogate Submarket	La Bella Bottega	426 New	Feb 2015	£12,000 PA	0 Mos
50		10 Kings Rd Harrogate, HG1 1BT Harrogate Submarket	Boss Burgers Ltd	611 New Sublease	Jan 2015 10 Years	£14,000 PA	4 Mos at Start Jan 2020
51		30-32 Commercial St Harrogate, HG1 1TY Harrogate Submarket	MYDY Limited	1,402 New Direct	Jan 2015 5 Years	£15,000 PA	3 Mos at Start £8,085 PA Jan 2016
52		Castle Courtyard Knaresborough, HG5 8AL Harrogate Submarket	The Beanery Ltd	357 New Direct	Dec 2014	£3,567 PA	
53		5 Castlegate Knaresborough, HG5 8AR Harrogate Submarket	Perfect 10 Nails	593 New Direct	Dec 2014	£2,355 PA	
54		47-47a High St Knaresborough, HG5 0HB Harrogate Submarket	Miss Emma Walsh	362 New Direct	Dec 2014 3 Years	£7,600 PA	£8,478 PA







## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	18 Fishergate Ripon, HG4 1DY Harrogate Submarket	Specsavers Property Portfolio Glasgow Ltd	1,375 New Direct	Nov 2014 5 Years	£22,500 PA		
 	Copthall Bridge House Station Brg Harrogate, HG1 1SP Harrogate Submarket	David Saxby Tailoring Commercial Estates Group Ltd	718 New Direct	Nov 2014 5 Years	£14,000 PA	4 Mos at Start £5,196 PA	
	18-18A Kings Rd Harrogate, HG1 1BT Harrogate Submarket		523 New Direct	Nov 2014		£4,508 PA	
 	67-67b High St Harrogate, HG2 7LH Harrogate Submarket	Fitzmaurice Lettings	680 New Direct	Oct 2014 10 Years	£10,000 PA		
 	1A Oxford St Harrogate, HG1 1PY Harrogate Submarket		805 New Direct	Oct 2014 6 Years	£7,000 PA	£3,419 PA	Oct 2017
 	3 Prospect Cres Harrogate, HG1 1RH Harrogate Submarket	Jo Malone Ltd	1,660 New Direct	Oct 2014 8 Years 4 Months	£77,500 PA	£37,916 PA	

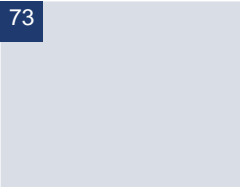


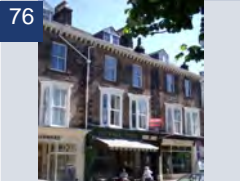

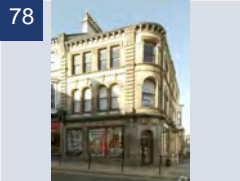
## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
61	 Hoopers Department Store 28-32 James St Harrogate, HG1 1RF Harrogate Submarket	Hugh Rice Limited	2,500 New Direct	Sep 2014	£140,000 PA		
62		11-12 Market Place East Ripon, HG4 1BP Harrogate Submarket	Dorothy Perkins Limited	2,000 Renewal Direct	Sep 2014	£51,750 PA	
63	 Parliament St Harrogate, HG1 2RN Harrogate Submarket	Mr Smithers	349 New Direct	Aug 2014 10 Years	£20,000 PA	£7,352 PA	
64	 15 Castlegate Knaresborough, HG5 8AR Harrogate Submarket		910 New Direct	Aug 2014 3 Years	£8,500 PA	£4,569 PA	
65	 27-29 Fishergate York, YO51 9AL Harrogate Submarket	YMCA	1,292 New Direct	Aug 2014		£6,947 PA	
66	 3B Castlegate Knaresborough, HG5 8AR Harrogate Submarket	Practical Magick	247 New Direct	Jul 2014		£2,214 PA	




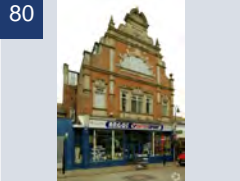





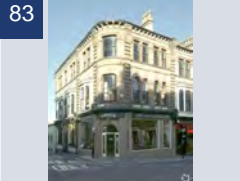


## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
67	 45 High St Knaresborough, HG5 0HB Harrogate Submarket	Hawfield Shoes TSB Group plc	320 New Direct	Jun 2014 4 Years	£6,500 PA		
68	 The Wine Warehouse Blossomgate Ripon, HG4 2AJ Harrogate Submarket		2,418 New Direct	May 2014			
69	 13 Castlegate Knaresborough, HG5 8AR Harrogate Submarket	The Brew Cafe	335 New Direct	May 2014 3 Years	£6,600 PA	£3,250 PA	
70	 City House Haywra Cres Harrogate, HG1 5BG Harrogate Submarket	Smart Schoolwear Ltd	2,924 Direct	May 2014 10 Years	£22,000 PA		May 2019 May 2019
71	 100 Knaresborough Rd Harrogate, HG2 7NN Harrogate Submarket	Gentry of Harrogate Ltd	924 New Direct	May 2014 6 Years	£12,500 PA	Spread Over £4,946 PA	May 2017 May 2017
72	 49-51 High St Knaresborough, HG5 0HB Harrogate Submarket	Box Properties Limited	687 New Direct	May 2014		£4,408 PA	


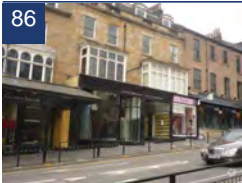



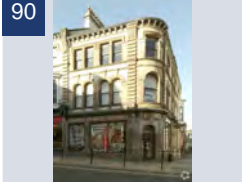
## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	73 8 Kirkgate Knaresborough, HG5 8AD Harrogate Submarket		568 New Direct	May 2014		£3,014 PA	
	74 14 Castle Courtyard Knaresborough, HG5 8AL Harrogate Submarket		155 New Direct	Apr 2014		£1,808 PA	
	75 The Harrow Knaresborough Rd Harrogate, HG2 7LU Harrogate Submarket	Morrison Supermarkets PLC	2,644 New Direct	May 2014 15 Years	£52,000 PA		
	76 17-18 Montpellier Parade Harrogate, HG1 2TG Harrogate Submarket		611 New Direct	Apr 2014 6 Years		£2,590 PA	
	77 31 Montpellier Parade Harrogate, HG1 2TG Harrogate Submarket	H2K Limited	1,490 New Direct	May 2014 6 Years	£25,000 PA		May 2017
	78 23 Parliament St Harrogate, HG1 2QU Harrogate Submarket	Montpellier Lofts Ltd	2,667 Renewal Direct	Apr 2014		£23,786 PA	







## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Ripon Rd Harrogate, HG1 2BF Harrogate Submarket	Chevin Cycles	2,463 New Direct	Apr 2014 6 Years	£45,000 PA	3 Mos at Start £13,424 PA	
 	11-13 Beulah St Harrogate, HG1 1QQ Harrogate Submarket	Costa Coffee Limited	3,784 New Direct	Oct 2013 10 Years	£60,000 PA	Spread Over £41,449 PA	Oct 2019 Oct 2018
 	46 High St Knaresborough, HG5 0EQ Harrogate Submarket	Castlegate Stationers Knaresboro...	405 New Sublease	Oct 2013 2 Years 5 Months	£7,800 PA	£3,510 PA	
 	18-24 Bower Rd Harrogate, HG1 5BW Harrogate Submarket	Hajduk	193 New Direct	Oct 2013 7 Years	£7,000 PA		
 	17 Parliament St Harrogate, HG1 2QU Harrogate Submarket	H2K Ltd	2,721 New Direct	Oct 2013		£17,096 PA	
 	4-5 Coppice Gate Harrogate, HG1 2DR Harrogate Submarket	The Design Studio Harrogate Ltd	1,671 New Direct	Sep 2013 6 Years	£17,000 PA	£6,830 PA	Sep 2016

## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
85	 Grosvenor Buildings Crescent Rd Harrogate, HG1 2RT Harrogate Submarket	Wesley Barrell (Witney) Ltd Essencevale Ltd	1,473 New Direct	Sep 2013 10 Years	£35,000 PA	Spread Over £14,130 PA	Sep 2018 Sep 2018
86	 50-52 Parliament St Harrogate, HG1 2RL Harrogate Submarket	Hoxton North Coffee Ltd	443 New Direct	Oct 2013 5 Years	£17,000 PA	Spread Over £6,359 PA	Sep 2016
87	 79 Leeds Rd Harrogate, HG2 8BE Harrogate Submarket	Subway	1,880 New Direct	Aug 2013		£8,015 PA	
88	 1 Royal Parade Harrogate, HG1 2SZ Harrogate Submarket		560 New Direct	Aug 2013	£19,000 PA	£5,820 PA	
89	 44 Parliament St Harrogate, HG1 2RL Harrogate Submarket	American Art	3,159 New Direct	Jul 2013		£16,932 PA	
90	 23 Parliament St Harrogate, HG1 2QU Harrogate Submarket	April & Mae Ltd	1,489 New Direct	Jul 2013		£25,190 PA	

## Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
91	 53 Tower St Harrogate, HG1 1HS Harrogate Submarket	Housewarmers of Harrogate	470 New Direct	Jul 2013 3 Years		£3,681 PA	
92	 Victoria Centre Victoria Centre Harrogate, HG1 1AE Harrogate Submarket	Poundworld Ltd LaSalle Investment Management L...	10,000 New Direct	Jun 2013 10 Years		£30,686 PA	Jun 2018 Jun 2018
93	 6 Fishergate York, YO51 9AL Harrogate Submarket	Amanda De Winter	156 New Direct	Jun 2013 5 Years	£6,000 PA	Spread Over £1,201 PA	Dec 2014
94	 4 Fishergate Ripon, HG4 1DY Harrogate Submarket	Costa Coffee	2,087 New Direct	Jun 2013 10 Years	£42,000 PA	Spread Over £18,100 PA	
95	 138 Skipton Rd Harrogate, HG1 4LL Harrogate Submarket	Ladbrokes Plc	677 New	Jun 2013 10 Years	£13,000 PA	£4,145 PA	
96	 Copthall Bridge House Station Brg Harrogate, HG1 1SP Harrogate Submarket	Thomas Hardy Commercial Estates Group Ltd	1,428 New Direct	Jun 2013 10 Years	£13,000 PA		

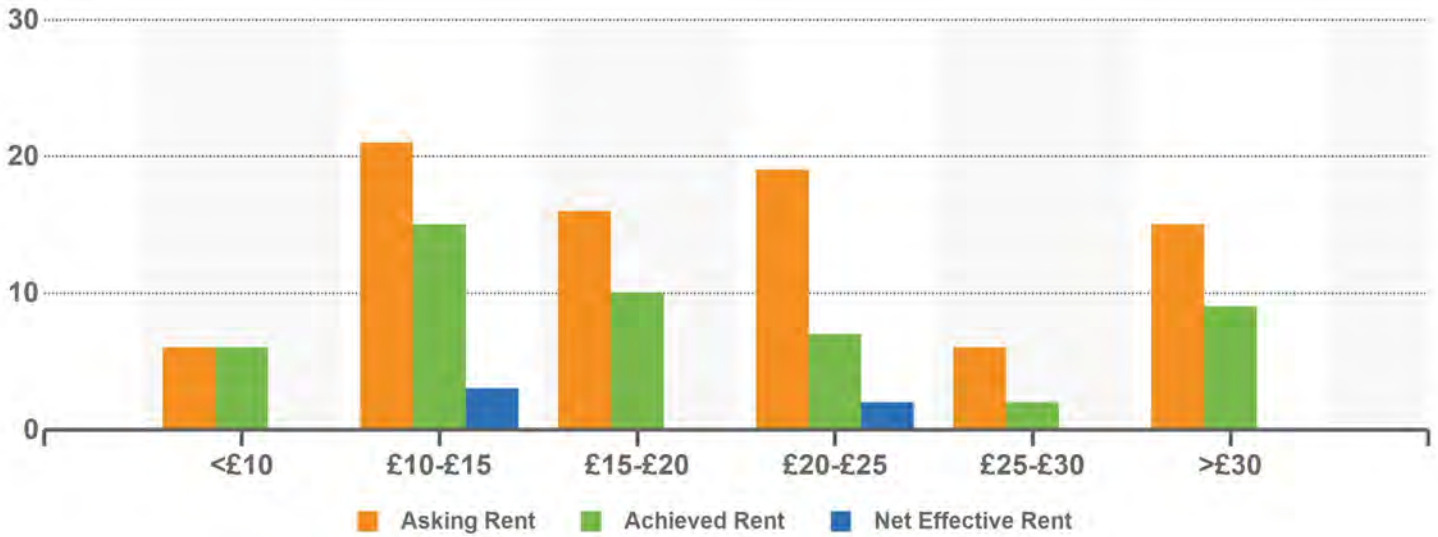


## Lease Comparables

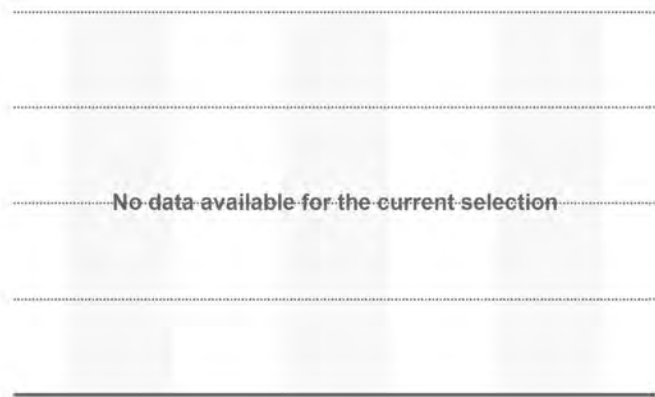
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
97	 3 Devonshire Pl Harrogate, HG1 4AA Harrogate Submarket	Yorkshire Rose Beauty Skipton Rod Properties	791 New Direct	Jun 2013 5 Years	£8,350 PA	£2,428 PA	May 2014...
98	 51-65 Knaresborough Rd Harrogate, HG2 7LT Harrogate Submarket		675 New Direct	May 2013		£2,680 PA	
99	 Victoria Centre Victoria Centre Harrogate, HG1 1AE Harrogate Submarket	Jessops LaSalle Investment Management L...	1,062 New Direct	Jun 2013 5 Years	£70,000 PA	Spread Over £36,627 PA	Jan 2015

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
<b>£18.56</b>	<b>£20.01</b>	<b>£15.94</b>	<b>4.1</b>

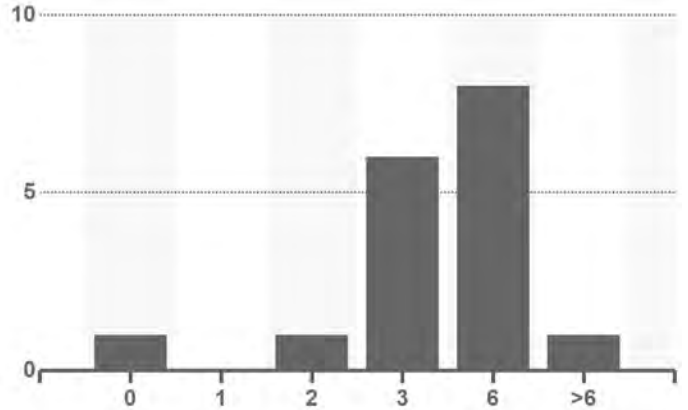
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT

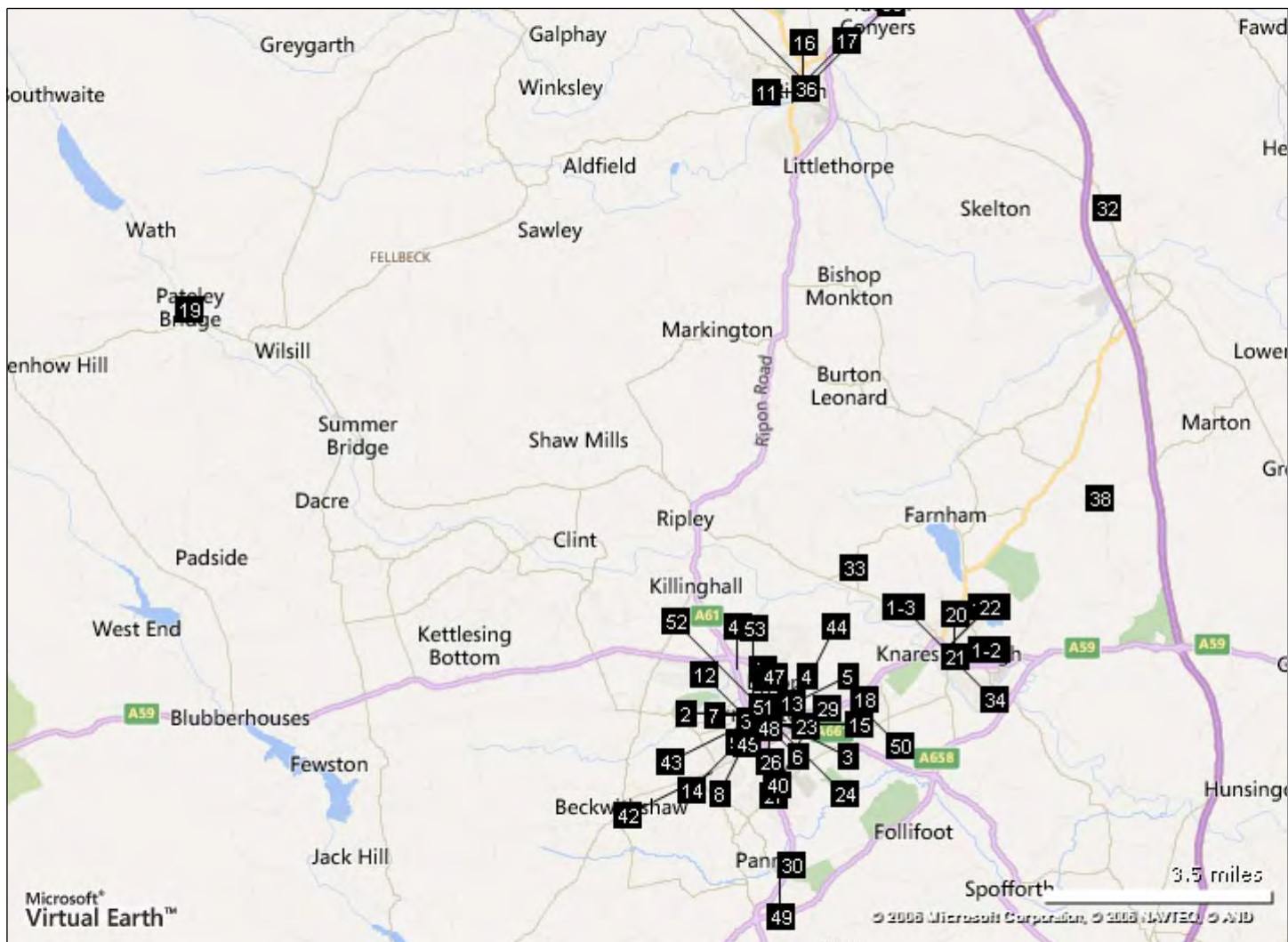


DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS





	Address	City	Property Info	Sale Info
1-1	86 High St	Knareborough	460 SF General Retail/Storefront	Portfolio Pending: w/Asking Price of £280,000 (£118.39/SF)
1-2	88 High St	Knareborough	218 SF General Retail/Storefront	Portfolio Pending: w/Asking Price of £280,000 (£118.39/SF)
1-3	90-92 High St	Knareborough	1,687 SF General Retail/Storefront	Portfolio Pending: w/Asking Price of £280,000 (£118.39/SF)
2	City House, Haywra Cres (3 units)	Harrogate	4,564 SF in 3 Units	Units Sold: £985,000 (£215.82/SF)
3	Oxford Buildings, Cheltenham Para (2 units)	Harrogate	3,847 SF in 2 Units	Units Sold: £250,000 (£64.99/SF)
4	2-6 Beulah St	Harrogate	5,584 SF General Retail/Storefront	Sold: -
5	32-34 Cambridge St	Harrogate	3,385 SF General Retail/Storefront	Sold: £2,500,000 (£738.55/SF)
6	15 Cheltenham Cres	Harrogate	2,079 SF General Retail/Storefront	Sold: £225,000 (£108.23/SF)
7	Town Centre House, 17-19 Cheltenham Para	Harrogate	11,422 SF General Retail/Storefront	Sold: £2,200,000 (£192.61/SF)
8	Baines House, 2A Cheltenham Mount	Harrogate	6,071 SF General Retail/Storefront Retail/Residential	Sold: £460,000 (£75.77/SF)
9	44A Cold Bath Rd	Harrogate	1,520 SF General Retail/Storefront Retail/Residential	Sold: £815,000 (£536.18/SF)
10	11 Commercial St	Harrogate	1,641 SF General Retail/Storefront	Sold: £120,000 (£73.13/SF)
11	The Warehouse, Court Ter	Ripon	2,454 SF General Retail/Storefront	Sold: £126,000 (£51.34/SF)

12	Grosvenor Buildings, Crescent Rd	Harrogate	12,028 SF General Retail/Storefront Retail/Residential	Sold: £340,000 (£28.27/SF)
13	19 Devonshire Pl	Harrogate	630 SF General Retail	Sold: -
14	4-4A Dragon Rd	Harrogate	1,148 SF General Retail/Storefront Retail/Residential	Sold: £112,500 (£98/SF)
15	Odeon, East Para	Harrogate	27,876 SF General Retail/Movie Theatre	Sold: £8,220,000 (£294.88/SF)
16	11 Fishergate	Ripon	1,299 SF General Retail/Storefront	Sold: -
17	18 Fishergate	Ripon	1,375 SF General Retail/Storefront	Sold: £287,000 (£208.73/SF)
18	Henry Peacock, High St	Harrogate	5,347 SF General Retail/Bar	Sold: £250,000 (£46.76/SF)
19	6 High St	Harrogate	1,414 SF General Retail	Sold: £232,000 (£164.07/SF)
20	14 High St	Knaresborough	460 SF General Retail/Storefront Retail/Residential	Sold: -
21	20 High St	Knaresborough	1,133 SF General Retail/Storefront	Sold: -
22	86 High St	Knaresborough	460 SF General Retail/Storefront	Pending: w/Asking Price of £75,000 (£163.04/SF)
23	15 James St	Harrogate	7,184 SF General Retail/Storefront	Sold: £3,045,000 (£423.86/SF)
24	46B Kings Rd	Harrogate	814 SF General Retail/Storefront Retail/Residential	Sold: £275,000 (£337.84/SF)
25	172 Kings Rd	Harrogate	627 SF General Retail/Storefront Retail/Residential	Sold: £195,000 (£311/SF)
26	190 Kings Rd	Harrogate	807 SF General Retail/Storefront	Sold: £195,000 (£241.64/SF)
27	13-15 Knaresborough Rd	Harrogate	3,687 SF General Retail	Sold: £410,798 (£111.42/SF)
28	51-65 Knaresborough Rd	Harrogate	12,234 SF General Retail/Storefront Retail/Residential	Sold: £250,000 (£20.43/SF)
29	51-65 Knaresborough Rd	Harrogate	3,000 SF General Retail/Storefront Retail/Residential	Sold: £425,000 (£141.67/SF)
30	BP Service Station, Leeds Rd	Harrogate	2,275 SF General Retail/Service Station	Sold: £3,400,000 (£1,494.51/SF)
31	55 Leeds Rd	Harrogate	5,078 SF General Retail/Storefront	Sold: £1,220,000 (£240.25/SF)
32	Blue Bell Inn, Leeming Ln	Kirkby Hill	2,188 SF General Retail	Sold: £200,000 (£91.41/SF)
33	Guy Fawkes Arms, Main St	Knaresborough	2,747 SF General Retail	Sold: £230,000 (£83.73/SF)
34	8-10 Market Pl	Knaresborough	3,263 SF General Retail/Storefront	Sold: £695,000 (£212.99/SF)
35	13 Market Pl	Ripon	3,312 SF General Retail	Sold: £654,000 (£197.46/SF)
36	4 Market Pl E	Ripon	4,466 SF General Retail/Storefront	Sold: £355,000 (£79.49/SF)
37	2 Montpellier St	Harrogate	1,391 SF General Retail	Sold: £370,000 (£266/SF)
38	Blue Bell Inn, Moor Ln	Knaresborough	2,974 SF General Retail/Bar	Sold: £275,000 (£92.47/SF)
39	10-12 Mount St	Harrogate	819 SF General Retail/Storefront	Sold: -
40	10-12 Mount St	Harrogate	819 SF General Retail/Storefront	Sold: £169,000 (£206.35/SF)
41	12 North St	Ripon	504 SF General Retail/Storefront Retail/Residential	Sold: £150,000 (£297.62/SF)
42	137 Otley Rd	Harrogate	811 SF General Retail/Storefront Retail/Residential	Sold: -
43	39 Oxford St	Harrogate	1,269 SF General Retail/Storefront	Sold: £475,000 (£374.31/SF)
44	29 Park Para	Harrogate	1,620 SF General Retail/Storefront Retail/Residential	Sold: -

45	23 Regent Para	Harrogate	1,043 SF General Retail/Storefront	Sold: -
46	Magnet, Ripon Rd	Harrogate	10,896 SF General Retail/Freestanding	Sold: £1,545,000 (£141.80/SF)
47	91A Skipton Rd	Harrogate	2,459 SF General Retail/Storefront	Sold: -
48	73 Station Para	Harrogate	2,159 SF General Retail/Storefront	Sold: -
49	The Harwood, Station Rd	Harrogate	8,454 SF General Retail/Storefront	Sold: -
50	1 Stonefall Ave	Harrogate	1,592 SF General Retail/Storefront	Sold: £135,000 (£84.80/SF)
51	6-8 Strawberry Dale Ave	Harrogate	905 SF General Retail/Storefront Retail/Residential	Sold: -
52	12 Strawberry Dale Ave	Harrogate	329 SF General Retail/Storefront Retail/Residential	Sold: £220,000 (£668.69/SF)
53	Former Zoso, 62A Union St	Harrogate	2,250 SF General Retail/Bar	Sold: £300,000 (£133.33/SF)

## Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
<b>Price</b>					
For Sale & UC/Pending	£75,000	£177,500	£177,500	£280,000	2
Sold Transactions	£112,500	£850,297	£293,500	£8,220,000	38
<b>Centre Size</b>					
For Sale & UC/Pending	460 SF	1,412 SF	1,412 SF	2,365 SF	2
Sold Transactions	329 SF	3,672 SF	2,188 SF	27,876 SF	51
<b>Price per SF</b>					
For Sale & UC/Pending	£118.39	£125.66	£140.72	£163.04	2
Sold Transactions	£20.43	£202.10	£178.34	£1,494.51	38
<b>Net Initial Yield</b>					
For Sale & UC/Pending	7.50%	8.40%	8.40%	9.30%	2
Sold Transactions	4.50%	6.27%	5.86%	8.75%	14
<b>Days on Market</b>					
For Sale & UC/Pending	179	179	179	179	2
Sold Transactions	6	299	191	1,454	40
<b>Sale Price to Asking Price Ratio</b>					
Sold Transactions	50.00%	96.46%	92.00%	163.00%	29
<b>Totals</b>					
For Sale & UC/Pending	Asking Price Total:	£355,000	Total For Sale Transactions:		2
Sold Transactions	Total Sales Volume:	£32,311,298	Total Sales Transactions:		51
	Total Included in Analysis:	£32,666,298	Total Included in Analysis:		53
<b>Survey Criteria</b>					
<p>basic criteria: Type of Property - Retail; Sale Date - from 01/01/2012; Sale Status - Under Offer, Sold</p> <p>geography criteria: Submarket - Harrogate (York)</p> <p>additional criteria: - * This result set has been amended with criteria to add and/or remove records.</p>					

## Sale Distribution by Price

2Q13: 01/04/2013-30/06/2013				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	2	100.0%	£340,000	100.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	2	100.0%	£340,000	100.0%
3Q13: 01/07/2013-30/09/2013				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	2	100.0%	£342,500	100.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	2	100.0%	£342,500	100.0%
4Q13: 01/10/2013-31/12/2013				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	3	50.0%	£745,000	6.1%
£500k - £1.49M	1	16.7%	£695,000	5.7%
£1.5M - £4.9M	1	16.7%	£2,500,000	20.6%
£5M - £9.9M	1	16.7%	£8,220,000	67.6%
£10M and above	0	0.0%	£0	0.0%
Totals	6	100.0%	£12,160,000	100.0%
1Q14: 01/01/2014-31/03/2014				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	50.0%	£195,000	23.0%
£500k - £1.49M	1	50.0%	£654,000	77.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	2	100.0%	£849,000	100.0%
2Q14: 01/04/2014-30/06/2014				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	2	66.7%	£507,000	38.4%
£500k - £1.49M	1	33.3%	£815,000	61.6%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	3	100.0%	£1,322,000	100.0%

## Sale Distribution by Price

3Q14: 01/07/2014-30/09/2014				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	100.0%	£370,000	100.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£370,000	100.0%

4Q14: 01/10/2014-31/12/2014				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	50.0%	£126,000	5.4%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	1	50.0%	£2,200,000	94.6%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	2	100.0%	£2,326,000	100.0%

1Q15: 01/01/2015-31/03/2015				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	3	75.0%	£905,000	21.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	1	25.0%	£3,400,000	79.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	4	100.0%	£4,305,000	100.0%

2Q15: 01/04/2015-30/06/2015				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	100.0%	£425,000	100.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£425,000	100.0%

3Q15: 01/07/2015-30/09/2015				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	3	60.0%	£779,798	16.2%
£500k - £1.49M	1	20.0%	£985,000	20.5%
£1.5M - £4.9M	1	20.0%	£3,045,000	63.3%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	5	100.0%	£4,809,798	100.0%



## Sale Distribution by Price

4Q15: 01/10/2015-31/12/2015				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	2	100.0%	£355,000	100.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	2	100.0%	£355,000	100.0%

1Q16: 01/01/2016-31/03/2016				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	3	100.0%	£1,012,000	100.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	3	100.0%	£1,012,000	100.0%







Total				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	24	72.7%	£6,102,298	21.3%
£500k - £1.49M	4	12.1%	£3,149,000	11.0%
£1.5M - £4.9M	4	12.1%	£11,145,000	38.9%
£5M - £9.9M	1	3.0%	£8,220,000	28.7%
£10M and above	0	0.0%	£0	0.0%
Totals	33	100.0%	£28,616,298	100.0%







### Survey Criteria







basic criteria: Type of Property - Retail; Sale Date - from 01/01/2012; Sale Status - Under Offer, Sold







geography criteria: Submarket - Harrogate (York)

additional criteria: - \* This result set has been amended with criteria to add and/or remove records.

<b>1</b>	<b>Multi-Property</b>	<b>SOLD</b>
2 Retail buildings in Selby, NYK, having total size of 76,490 SF.		
Sale Date: 01/11/2015	# Properties: 2	
Sale Price: £14,000,000 - Confirmed	Total Size: 76,490 SF	
Price/SF: £183.03	Total Land Area: -	
Reversionary Yield: -	Sale Conditions: -	
Comp ID: 3508487		
Research Status: Confirmed		
<b>2</b>	<b>Abbey Walk Shopping Centre - Abbey Walk</b>	<b>SOLD</b>
Selby, YO8 4DZ	North Yorkshire County	
Sale Date: 14/08/2002	Bldg Type: RetailSupermarket	
Sale Price: £7,750,000 - Confirmed	Year Built/Age: Built 1998 Age: 4	
Price/SF: £131.81	NIA: 58,798 SF	
Reversionary Yield: -	Sale Conditions: -	
Net Initial Yield: 7.50%		
Comp ID: 2320572		
Research Status: Confirmed		
<b>3</b>	<b>630 Anlaby Rd</b>	<b>SOLD</b>
Hull, HU3 6UU	North Humberside County	
Sale Date: 20/02/1992	Bldg Type: RetailSupermarket	
Sale Price: £815,000 - Confirmed	Year Built/Age: Built 1978 Age: 14	
Price/SF: £46.66	NIA: 17,466 SF	
Reversionary Yield: -	Sale Conditions: -	
Net Initial Yield: -		
Comp ID: 2467110		
Research Status: Confirmed		
<b>4</b>	<b>19-20 Blenheim Ter</b>	<b>SOLD</b>
Leeds, LS2 9HD	West Yorkshire County	
Sale Date: 26/02/2010	Bldg Type: RetailSupermarket	
Sale Price: £1,700,000 - Confirmed	Year Built/Age: Built 1887 Renov 2009 Age: 122	
Price/SF: £286.48	NIA: 5,934 SF	
Reversionary Yield: -	Sale Conditions: -	
Net Initial Yield: 4.50%		
Comp ID: 2320486		
Research Status: Confirmed		
<b>5</b>	<b>11 Bondgate</b>	<b>SOLD</b>
Otley, LS21 3AB	West Yorkshire County	
Sale Date: 20/04/2010	Bldg Type: RetailSupermarket	
Sale Price: £31,400,000 - Confirmed	Year Built/Age: Built 2008 Age: 1	
Price/SF: £867.21	NIA: 36,208 SF	
Reversionary Yield: -	Sale Conditions: -	
Net Initial Yield: 4.50%		
Comp ID: 2332439		
Research Status: Confirmed		
<b>6</b>	<b>102 Burley Rd</b>	<b>SOLD</b>
Leeds, LS3 1JP	West Yorkshire County	
Sale Date: 14/02/2013 (136 days on mkt)	Bldg Type: RetailSupermarket	
Sale Price: -	Year Built/Age: Built 1900 Age: 113	
Price/SF: -	NIA: 3,723 SF	
Reversionary Yield: -	Sale Conditions: Auction Sale	
Net Initial Yield: 7.50%		
Comp ID: 2677256		
Research Status: Research Complete		

<b>7</b>	<b>25-31 Butcher Row</b>			<b>SOLD</b>
Beverley, HU17 0AA		North Humberside County		
Sale Date:	04/10/1996	Bldg Type:	RetailSupermarket	
Sale Price:	-	Year Built/Age:	-	
Price/SF:	-	NIA:	19,716 SF	
Reversionary Yield:	-	Sale Conditions: -		
Net Initial Yield:	7.80%			
Comp ID:	2352008			
Research Status:	Confirmed			
<b>8</b>	<b>25-31 Butcher Row</b>			<b>SOLD</b>
Beverley, HU17 0AA		North Humberside County		
Sale Date:	15/08/1997	Bldg Type:	RetailSupermarket	
Sale Price:	-	Year Built/Age:	-	
Price/SF:	-	NIA:	19,716 SF	
Reversionary Yield:	-	Sale Conditions: -		
Net Initial Yield:	7.50%			
Comp ID:	2358492			
Research Status:	Confirmed			
<b>9</b>	<b>25-31 Butcher Row</b>			<b>SOLD</b>
Beverley, HU17 0AA		North Humberside County		
Sale Date:	03/08/1995	Bldg Type:	RetailSupermarket	
Sale Price:	-	Year Built/Age:	-	
Price/SF:	-	NIA:	19,716 SF	
Reversionary Yield:	-	Sale Conditions: -		
Net Initial Yield:	8.10%			
Comp ID:	2396244			
Research Status:	Confirmed			
<b>10</b>	<b>161 Chanterlands Ave</b>			<b>SOLD</b>
Hull, HU5 3TJ		North Humberside County		
Sale Date:	29/02/1988	Bldg Type:	RetailSupermarket	
Sale Price:	-	Year Built/Age:	-	
Price/SF:	-	NIA:	1,919 SF	
Reversionary Yield:	-	Sale Conditions: -		
Net Initial Yield:	-			
Comp ID:	2429585			
Research Status:	Confirmed			
<b>11</b>	<b>13 Crossley St</b>			<b>SOLD</b>
Wetherby, LS22 6RT		West Yorkshire County		
Sale Date:	06/04/1995	Bldg Type:	RetailSupermarket	
Sale Price:	-	Year Built/Age:	Built 1980 Age: 15	
Price/SF:	-	NIA:	5,102 SF	
Reversionary Yield:	-	Sale Conditions: -		
Net Initial Yield:	-			
Comp ID:	2405434			
Research Status:	Confirmed			
<b>12</b>	<b>Waitrose - Foss Islands Rd</b>			<b>SOLD</b>
York, YO31 7UL		North Yorkshire County		
Sale Date:	23/12/2010	Bldg Type:	RetailSupermarket	
Sale Price:	£11,935,000 - Confirmed	Year Built/Age:	Built 1998 Renov 2010 Age: 12	
Price/SF:	£335.22	NIA:	35,604 SF	
Reversionary Yield:	-	Sale Conditions: -		
Net Initial Yield:	4.45%			
Comp ID:	2455011			
Research Status:	Confirmed			

<b>13</b>	<b>4 Front St</b>			<b>SOLD</b>
York, YO24 3BZ		North Yorkshire County		
Sale Date: 26/04/1986		Bldg Type: RetailSupermarket		
Sale Price: -		Year Built/Age: Built 1981 Age: 5		
Price/SF: -		NIA: 38,106 SF		
Reversionary Yield: -		Sale Conditions: -		
Net Initial Yield: -				
Comp ID: 2379843				
Research Status: Confirmed				
<b>14</b>	<b>2-4 Grimsby Rd</b>			<b>SOLD</b>
Cleethorpes, DN35 7AB		South Humberside County		
Sale Date: 21/05/1992		Bldg Type: RetailSupermarket		
Sale Price: -		Year Built/Age: -		
Price/SF: -		NIA: 5,171 SF		
Reversionary Yield: -		Sale Conditions: -		
Net Initial Yield: -				
Comp ID: 2340943				
Research Status: Confirmed				
<b>15</b>	<b>464 Laceby Rd</b>			<b>SOLD</b>
Grimsby, DN34 5NU		South Humberside County		
Sale Date: 08/02/2016 (19 days on mkt)		Bldg Type: RetailSupermarket		
Sale Price: £715,000 - Confirmed		Year Built/Age: -		
Price/SF: £93.67		NIA: 7,633 SF		
Reversionary Yield: -		Sale Conditions: Auction Sale		
Net Initial Yield: 6.85%				
Comp ID: 3526648				
Research Status: Confirmed				
<b>16</b>	<b>9-11 Low Ousegate</b>			<b>SOLD</b>
York, YO1 9QX		North Yorkshire County		
Sale Date: 20/09/2000		Bldg Type: RetailSupermarket		
Sale Price: £915,000 - Confirmed		Year Built/Age: Built 1850 Age: 150		
Price/SF: £113.54		NIA: 8,059 SF		
Reversionary Yield: -		Sale Conditions: -		
Net Initial Yield: 7.18%				
Comp ID: 2371905				
Research Status: Confirmed				
<b>17</b>	<b>9-11 Low Ousegate</b>			<b>SOLD</b>
York, YO1 9QX		North Yorkshire County		
Sale Date: 31/07/1987		Bldg Type: RetailSupermarket		
Sale Price: -		Year Built/Age: Built 1850 Age: 137		
Price/SF: -		NIA: 8,059 SF		
Reversionary Yield: -		Sale Conditions: -		
Net Initial Yield: -				
Comp ID: 2326181				
Research Status: Confirmed				
<b>18</b>	<b>Tesco Extra - Market St</b>			<b>SOLD</b>
Grimsby, DN31 1PG		South Humberside County		
Sale Date: 01/04/2011		Bldg Type: RetailSupermarket		
Sale Price: £24,265,000 - Confirmed		Year Built/Age: Built 2004 Age: 6		
Price/SF: £240.92		NIA: 100,720 SF		
Reversionary Yield: -		Sale Conditions: -		
Net Initial Yield: -				
Comp ID: 2375633				
Research Status: Confirmed				

19	Priory Way	SOLD
Hull, HU4 7BD	North Humberside County	
Sale Date: 22/04/1986	Bldg Type: RetailSupermarket	
Sale Price: -	Year Built/Age: Built 1984 Age: 2	
Price/SF: -	NIA: 56,700 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2394643	Sale Conditions: -	
Research Status: Confirmed		
20	Priory Way	SOLD
Hull, HU4 7BD	North Humberside County	
Sale Date: 30/06/1984	Bldg Type: RetailSupermarket	
Sale Price: -	Year Built/Age: Built 1984	
Price/SF: -	NIA: 56,700 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2394793	Sale Conditions: -	
Research Status: Confirmed		
21	Sainsburys and Homebase - Sainsbury Way	SOLD
Hessle, HU13 9NT	North Humberside County	
Sale Date: 01/09/2014	Bldg Type: RetailSupermarket	
Sale Price: £37,250,000 - Confirmed	Year Built/Age: Built 2000 Age: 14	
Price/SF: £337.00	NIA: 110,534 SF	
Reversionary Yield: -		
Net Initial Yield: 5.15%		
Comp ID: 3151887	Sale Conditions: -	
Research Status: Confirmed		
22	185-201 Spring Bank	SOLD
Hull, HU3 1LP	North Humberside County	
Sale Date: 11/12/1993	Bldg Type: RetailSupermarket	
Sale Price: £310,000 - Confirmed	Year Built/Age: -	
Price/SF: £40.28	NIA: 7,696 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2406814	Sale Conditions: -	
Research Status: Confirmed		
23	185-201 Spring Bank	SOLD
Hull, HU3 1LP	North Humberside County	
Sale Date: 01/06/2005	Bldg Type: RetailSupermarket	
Sale Price: £95,000 - Confirmed	Year Built/Age: -	
Price/SF: £12.34	NIA: 7,696 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2323979	Sale Conditions: -	
Research Status: Confirmed		
24	Units 1-3, 5A-7 - Northside Retail Park - Stonegate Rd	SOLD
Leeds, LS7 2TT	West Yorkshire County	
Sale Date: 30/06/1993	Bldg Type: RetailSupermarket	
Sale Price: -	Year Built/Age: Built 2004	
Price/SF: -	NIA: 48,703 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2425508	Sale Conditions: -	
Research Status: Confirmed		

**25 Co-Operative Food - 27-31 The Square****SOLD**

Hessle, HU13 0AE

South Humberside County

Sale Date: 28/01/2013

Sale Price: £4,940,000 - Confirmed

Price/SF: £228.54

Bldg Type: RetailSupermarket  
Year Built/Age: Built 1955 Renov 2012 Age: 58  
NIA: 21,615 SF

Reversionary Yield: 6.50%

Net Initial Yield: -

Comp ID: 2665377

Research Status: Confirmed

Sale Conditions: -

**26 Former Arc Car Wash - 409 York Rd****SOLD**

Leeds, LS9 6TA

West Yorkshire County

Sale Date: 15/12/2010

Sale Price: £225,000 - Confirmed

Price/SF: £160.71

Bldg Type: RetailSupermarket  
Year Built/Age: Built 1997 Age: 13  
NIA: 1,400 SF

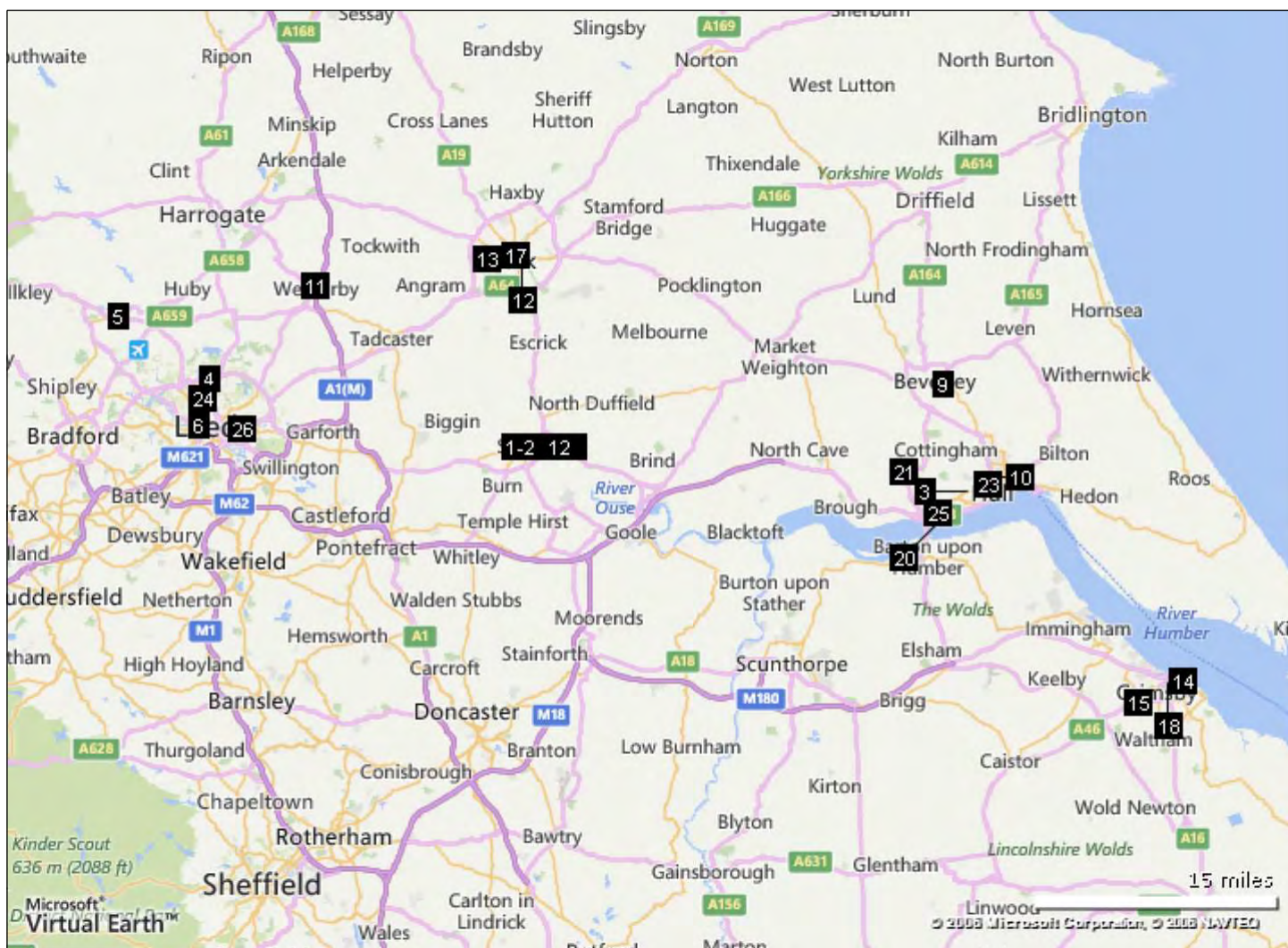
Reversionary Yield: -

Net Initial Yield: -

Comp ID: 2459480

Research Status: Confirmed

Sale Conditions: -



	Address	City	Property Info	Sale Info
1-1	Abbey Walk	Selby	76,490 SF General Retail/Supermarket	Multi-Property Sale: £14,000,000 (£183.03/SF)
1-2	7-12 Abbey Walk	Selby	76,490 SF General Retail/Storefront	Multi-Property Sale: £14,000,000 (£183.03/SF)
2	Abbey Walk	Selby	58,798 SF General Retail/Supermarket	Sold: £7,750,000 (£131.81/SF)
3	630 Anlaby Rd	Hull	17,466 SF General Retail/Supermarket	Sold: £815,000 (£46.66/SF)
4	19-20 Blenheim Ter	Leeds	5,934 SF General Retail/Supermarket	Sold: £1,700,000 (£286.48/SF)
5	11 Bondgate	Otley	36,208 SF General Retail/Supermarket	Sold: £31,400,000 (£867.21/SF)
6	102 Burley Rd	Leeds	3,723 SF General Retail/Supermarket	Sold: -
7	25-31 Butcher Row	Beverley	19,716 SF General Retail/Supermarket	Sold: -
8	25-31 Butcher Row	Beverley	19,716 SF General Retail/Supermarket	Sold: -
9	25-31 Butcher Row	Beverley	19,716 SF General Retail/Supermarket	Sold: -
10	161 Chanterlands Ave	Hull	1,919 SF General Retail/Supermarket	Sold: -
11	13 Crossley St	Wetherby	5,102 SF General Retail/Supermarket	Sold: -

12	Waitrose, Foss Islands Rd	York	35,604 SF General Retail/Supermarket	Sold: £11,935,000 (£335.22/SF)
13	4 Front St	York	38,106 SF General Retail/Supermarket	Sold: -
14	2-4 Grimsby Rd	Cleethorpes	5,171 SF General Retail/Supermarket	Sold: -
15	464 Laceby Rd	Grimsby	7,633 SF General Retail/Supermarket	Sold: £715,000 (£93.67/SF)
16	9-11 Low Ousegate	York	8,059 SF General Retail/Supermarket	Sold: -
17	9-11 Low Ousegate	York	8,059 SF General Retail/Supermarket	Sold: £915,000 (£113.54/SF)
18	Tesco Extra, Market St	Grimsby	100,720 SF General Retail/Supermarket	Sold: £24,265,000 (£240.92/SF)
19	Priory Way	Hull	56,700 SF General Retail/Supermarket	Sold: -
20	Priory Way	Hull	56,700 SF General Retail/Supermarket	Sold: -
21	Sainsburys and Homebase, Sainsbury Way	Hessle	110,534 SF General Retail/Supermarket	Sold: £37,250,000 (£337/SF)
22	185-201 Spring Bank	Hull	7,696 SF General Retail/Supermarket	Sold: £95,000 (£12.34/SF)
23	185-201 Spring Bank	Hull	7,696 SF General Retail/Supermarket	Sold: £310,000 (£40.28/SF)
24	Stonegate Rd	Leeds	48,703 SF General Retail/Supermarket	Sold: -
25	Co-Operative Food, 27-31 The Square	Hessle	21,615 SF General Retail/Supermarket	Sold: £4,940,000 (£228.54/SF)
26	Former Arc Car Wash, 409 York Rd	Leeds	1,400 SF General Retail/Supermarket	Sold: £225,000 (£160.71/SF)



## Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
Sale Price	£95,000	£9,736,786	£3,320,000	£37,250,000	14
Centre Size	1,400 SF	29,969 SF	19,716 SF	110,534 SF	26
Price per SF	£12.34	£274.91	£171.87	£867.21	14
Net Initial Yield	4.45%	6.46%	7.18%	8.10%	11
Days on Market	19	78	78	136	2
Sale Price to Asking Price Ratio	90.00%	116.50%	116.50%	143.00%	2
Totals					
Sold Transactions	Total Sales Volume:	£136,315,000	Total Sales Transactions:		26
Survey Criteria					
<p>basic criteria: Type of Property - Retail; Secondary Type - Supermarket; Sale Status - Under Offer, Sold</p> <p>geography criteria: Submarket - Central Hull (Humberside), East Riding of Yorkshire (Humberside), North East Lincolnshire (Humberside), North Lincolnshire (Humberside), Outer Hull (Humberside), Outer Leeds North (Leeds), Central York (York), Craven (York), Hambleton (York), Harrogate (York), Outer York (York), Richmondshire (York), Ryedale (York), Scarborough (York), Selby (York)</p> <p>additional criteria: - * This result set has been amended with criteria to add and/or remove records.</p>					

## Sale Distribution by Price

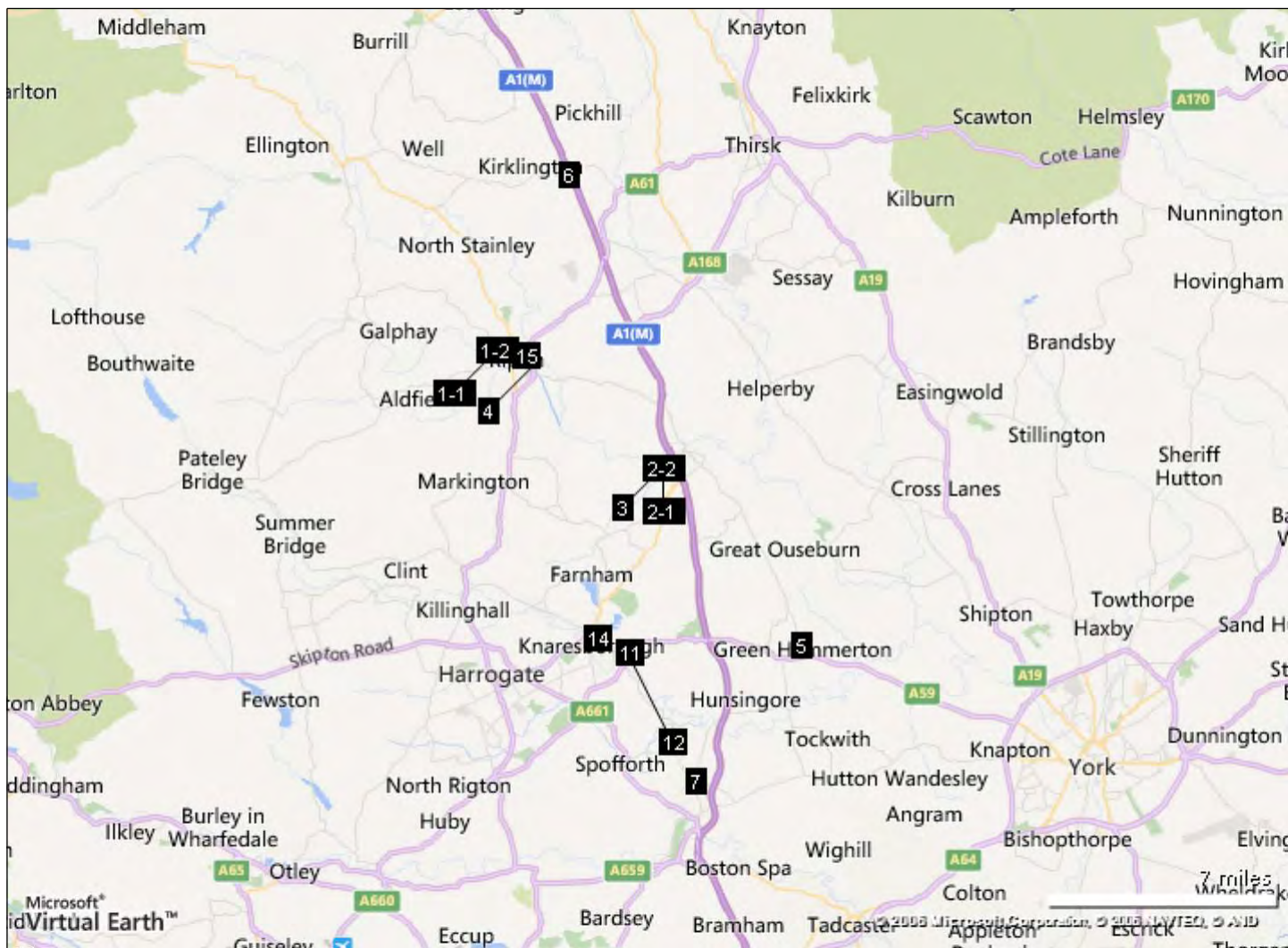
3Q14: 01/07/2014-30/09/2014				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	1	100.0%	£37,250,000	100.0%
Totals	1	100.0%	£37,250,000	100.0%
4Q14: 01/10/2014-31/12/2014				
No Data				
1Q15: 01/01/2015-31/03/2015				
No Data				
2Q15: 01/04/2015-30/06/2015				
No Data				
3Q15: 01/07/2015-30/09/2015				
No Data				
4Q15: 01/10/2015-31/12/2015				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	1	100.0%	£14,000,000	100.0%
Totals	1	100.0%	£14,000,000	100.0%
1Q16: 01/01/2016-31/03/2016				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	100.0%	£715,000	100.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£715,000	100.0%

## Sale Distribution by Price

Total				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	33.3%	£715,000	1.4%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	2	66.7%	£51,250,000	98.6%
Totals	3	100.0%	£51,965,000	100.0%







### Survey Criteria







basic criteria: Type of Property - Retail; Secondary Type - Supermarket; Sale Status - Under Offer, Sold  
 geography criteria: Submarket - Central Hull (Humberside), East Riding of Yorkshire (Humberside), North East Lincolnshire (Humberside), North Lincolnshire (Humberside), Outer Hull (Humberside), Outer Leeds North (Leeds), Central York (York), Craven (York), Hambleton (York), Harrogate (York), Outer York (York), Richmondshire (York), Ryedale (York), Scarborough (York), Selby (York)  
 additional criteria: - \* This result set has been amended with criteria to add and/or remove records.



	Address	City	Property Info	Sale Info
1-1	Ash Grv	Ripon	3.71 AC Land	Multi-Property Sale: -
1-2	INDUSTRIAL COMPLEX, Ash Grv	Ripon	Industrial/Warehouse	Multi-Property Sale: -
2-1	Lot 1, Brickyard Rd	York	1.05 AC Land	Multi-Property Sale: £565,000
2-2	Lot 2, Brickyard Rd	York	0.62 AC Land	Multi-Property Sale: £565,000
3	Bar Ln	York	10 AC Land	Sold: -
4	Land & Buildings, Boroughbridge Rd	Ripon	2.28 AC Land	Pending: w/Asking Price of -
5	Development Land, Boroughbridge Rd	York	1 AC Land	Sold: £85,000 (£85,000/AC)
6	Quernhow Cafe, Great North Rd	Thirsk	6.10 AC Land	Pending: w/Asking Price of £500,000 (£81,967.21/AC)
7	Former Deighton Service Station, Great North Rd	Wetherby	0.92 AC Land	Sold: £29,000 (£31,521.74/AC)
8	Grimbald Crag Clos	Knaresborough	0.56 AC Land	Sold: £500,000 (£892,857.14/AC)
9	Grimbald Crag Clos	Knaresborough	0.56 AC Land	Sold: £500,000 (£892,857.14/AC)
10	Grimbald Crag Clos	Knaresborough	0.56 AC Land	Sold: £280,000 (£500,000/AC)
11	Grimbald Crag Clos	Knaresborough	0.56 AC Land	Sold: £208,000 (£371,428.57/AC)

12	Development Site, Gimbald Crag Ct	Knaresborough	1.63 AC Land	Sold: £850,000 (£521,472.39/AC)
13	Development Site, Hambleton Grove	Knaresborough	0.67 AC Land	Sold: £500,000 (£746,268.66/AC)
14	Development Site, Hambleton Grove	Knaresborough	0.67 AC Land	Sold: -
15	Stonebridgegate	Ripon	1.46 AC Land	Sold: -

<b>1</b>	<b>Multi-Property</b>	<b>SOLD</b>
<p>2 land properties in York, NYK.</p> <p>Sale Date: 01/01/2016 (196 days on mkt) # Properties: 2  Sale Price: £565,000 - Confirmed Total Size: -  Price/AC: - Total Land Area: -</p> <p>Reversionary Yield: - Sale Conditions: -</p> <p>Comp ID: 3574154  Research Status: Confirmed</p>		
<b>2</b>	<b>Multi-Property</b>	<b>SOLD</b>
<p>2 Properties in Ripon, NYK.</p> <p>Sale Date: 31/12/2012 (203 days on mkt) # Properties: 2  Sale Price: - Total Size: -  Price/SF: - Total Land Area: -</p> <p>Reversionary Yield: - Sale Conditions: -</p> <p>Comp ID: 2745664  Research Status: Research Complete</p>		
<b>3</b>	<b>Boroughbridge Business Park - Bar Ln</b>	<b>SOLD</b>
<p>York, YO51 9HS North Yorkshire County</p> <p>Sale Date: 20/06/1996 Land Area: 10 AC (435,600 SF)  Sale Price: - Lot Dimensions: -  £/AC Land Gross: - Proposed Use: Warehouse</p> <p>Parcel No:</p> <p>Comp ID: 2482319 Sale Conditions: -  Research Status: Confirmed</p>		
<b>4</b>	<b>Development Land - Boroughbridge Rd</b>	<b>SOLD</b>
<p>York, YO26 8AD North Yorkshire County</p> <p>Sale Date: 10/04/2014 (702 days on mkt) Land Area: 1 AC (43,560 SF)  Sale Price: £85,000 - Confirmed Lot Dimensions: -  £/AC Land Gross: £85,000.00 (£1.95/SF) Proposed Use: -</p> <p>Parcel No:</p> <p>Comp ID: 3023227 Sale Conditions: Auction Sale  Research Status: Confirmed</p>		
<b>5</b>	<b>Land &amp; Buildings - Boroughbridge Rd</b>	<b>PENDING</b>
<p>Ripon, HG4 1NJ North Yorkshire County</p> <p>Asking Price: - Sale Type: Investment  £/AC Land Gross: - Land Area: 2.28 AC (99,317 SF)  Days on Market: 926 Lot Dimensions: -  Sale Status: Pending Proposed Use: -</p> <p>Parcel No: 0081-2212, 0081-2228 [Partial List]  Sales Condition: -</p>		
<b>6</b>	<b>Quernhow Cafe - Great North Rd</b>	<b>PENDING</b>
<p>Thirsk, YO7 4LG North Yorkshire County</p> <p>Asking Price: £500,000 Sale Type: Owner/User  £/AC Land Gross: £81,967.21 (£1.88/SF) Land Area: 6.10 AC (265,716 SF)  Days on Market: 1992 Lot Dimensions: -  Sale Status: Pending Proposed Use: -</p> <p>Parcel No:  Sales Condition: -</p>		

7	Former Deighton Service Station - Great North Rd	SOLD
Wetherby, LS22 5HG	West Yorkshire County	
Sale Date: 30/10/2012 (244 days on mkt)	Land Area: 0.92 AC (40,075 SF)	
Sale Price: £29,000 - Confirmed	Lot Dimensions: -	
£/AC Land Gross: £31,521.74 (£0.72/SF)	Proposed Use: Commercial	
Parcel No:		
Comp ID: 2698786	Sale Conditions: Auction Sale	
Research Status: Confirmed		
8	Plot K - St James Business Park - Gribald Crag Clos	SOLD
Knarborough, HG5 8QB	North Yorkshire County	
Sale Date: 01/11/2010	Land Area: 0.56 AC (24,394 SF)	
Sale Price: £500,000 - Confirmed	Lot Dimensions: -	
£/AC Land Gross: £888,415.07 (£20.40/SF)	Proposed Use: -	
Parcel No:		
Comp ID: 2326110	Sale Conditions: -	
Research Status: Confirmed		
9	Plot K - St James Business Park - Gribald Crag Clos	SOLD
Knarborough, HG5 8QB	North Yorkshire County	
Sale Date: 31/03/2011	Land Area: 0.56 AC (24,394 SF)	
Sale Price: £500,000 - Confirmed	Lot Dimensions: -	
£/AC Land Gross: £888,415.07 (£20.40/SF)	Proposed Use: -	
Parcel No:		
Comp ID: 2416545	Sale Conditions: -	
Research Status: Confirmed		
10	Plot K - St James Business Park - Gribald Crag Clos	SOLD
Knarborough, HG5 8QB	North Yorkshire County	
Sale Date: 01/08/2011	Land Area: 0.56 AC (24,394 SF)	
Sale Price: £280,000 - Confirmed	Lot Dimensions: -	
£/AC Land Gross: £497,512.44 (£11.42/SF)	Proposed Use: -	
Parcel No:		
Comp ID: 2456433	Sale Conditions: -	
Research Status: Confirmed		
11	Plot K - St James Business Park - Gribald Crag Clos	SOLD
Knarborough, HG5 8QB	North Yorkshire County	
Sale Date: 01/08/2011	Land Area: 0.56 AC (24,394 SF)	
Sale Price: £208,000 - Confirmed	Lot Dimensions: -	
£/AC Land Gross: £369,580.67 (£8.48/SF)	Proposed Use: -	
Parcel No:		
Comp ID: 2456444	Sale Conditions: -	
Research Status: Confirmed		
12	Development Site - Gribald Crag Ct	SOLD
Knarborough, HG5 8PW	North Yorkshire County	
Sale Date: 01/05/2011	Land Area: 1.63 AC (71,003 SF)	
Sale Price: £850,000 - Confirmed	Lot Dimensions: -	
£/AC Land Gross: £520,578.15 (£11.95/SF)	Proposed Use: -	
Parcel No:		
Comp ID: 2422675	Sale Conditions: -	
Research Status: Confirmed		

**13 Development Site - Hambleton Grove****SOLD**

Knarborough, HG5 0DB North Yorkshire County  
Sale Date: 23/09/2011 Land Area: 0.67 AC (29,185 SF)  
Sale Price: £500,000 - Confirmed Lot Dimensions: -  
£/AC Land Gross: £746,268.66 (£17.13/SF) Proposed Use: -  
Parcel No:  
Comp ID: 2465250 Sale Conditions: -  
Research Status: Confirmed

**14 Development Site - Hambleton Grove****SOLD**

Knarborough, HG5 0DB North Yorkshire County  
Sale Date: 22/02/1997 Land Area: 0.67 AC (29,185 SF)  
Sale Price: - Lot Dimensions: -  
£/AC Land Gross: - Proposed Use: -  
Parcel No:  
Comp ID: 2478676 Sale Conditions: -  
Research Status: Confirmed

**15 Stonebridgeway****SOLD**

Ripon, HG4 1LH North Yorkshire County  
Sale Date: 01/08/2014 (507 days on mkt) Land Area: 1.46 AC (63,598 SF)  
Sale Price: - Lot Dimensions: -  
£/AC Land Gross: - Proposed Use: Commercial  
Parcel No:  
Comp ID: 3146578 Sale Conditions: -  
Research Status: Research Complete





## Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
<b>Land</b>					
Price					
For Sale & UC/Pending	£500,000	£500,000	£500,000	£500,000	1
Sold Transactions	£29,000	£390,778	£500,000	£850,000	9
Parcel Size					
For Sale & UC/Pending	2.28 AC	4.19 AC	4.19 AC	6.10 AC	2
Sold Transactions	0.56 AC	1.69 AC	0.67 AC	10 AC	11
Price per Acre					
For Sale & UC/Pending	£81,967	£81,967	£81,967	£81,967	1
Sold Transactions	£31,522	£456,966	£509,045	£888,415	8
Days on Market					
For Sale & UC/Pending	926	1,459	1,459	1,992	2
Sold Transactions	196	412	376	702	4
Sale Price to Asking Price Ratio					
Sold Transactions	56.67%	112.46%	71.43%	262.79%	5
<b>Mixed</b>					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
NIA					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Price per SF					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	203	203	203	203	1
Sale Price to Asking Price Ratio					
Sold Transactions	-	-	-	-	-
<b>Totals</b>					
For Sale & UC/Pending	Asking Price Total:	£500,000	Total For Sale Transactions:	2	
Sold Transactions	Total Sales Volume:	£3,517,000	Total Sales Transactions:	13	
	Total Included in Analysis:	£4,017,000	Total Included in Analysis:	15	
<b>Survey Criteria</b>					

## Quick Stats Report

Low	Average	Median	High	Count
<p>basic criteria: Type of Property - Land; Sale Status - Under Offer, Sold</p> <p>geography criteria: Submarket - Harrogate (York)</p> <p>additional criteria: - * This result set has been amended with criteria to add and/or remove records.</p>				

## Sale Distribution by Price

2Q14: 01/04/2014-30/06/2014				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	100.0%	£85,000	100.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£85,000	100.0%
3Q14: 01/07/2014-30/09/2014				
No Data				
4Q14: 01/10/2014-31/12/2014				
No Data				
1Q15: 01/01/2015-31/03/2015				
No Data				
2Q15: 01/04/2015-30/06/2015				
No Data				
3Q15: 01/07/2015-30/09/2015				
No Data				
4Q15: 01/10/2015-31/12/2015				
No Data				
1Q16: 01/01/2016-31/03/2016				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	100.0%	£565,000	100.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£565,000	100.0%

## Sale Distribution by Price

Total				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	50.0%	£85,000	13.1%
£500k - £1.49M	1	50.0%	£565,000	86.9%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	2	100.0%	£650,000	100.0%

### Survey Criteria

basic criteria: Type of Property - Land; Sale Status - Under Offer, Sold

geography criteria: Submarket - Harrogate (York)

additional criteria: - \* This result set has been amended with criteria to add and/or remove records.

# Appendix 8 – Development Appraisals, Residential

The pages in this appendix are not numbered.



# H Cover



Harrogate Base

29/09/2016  
18:36

H  
Site make up



Number 1 Units NET Area Density erage Unit Size Developed Density Total Cost Rate  
Green Hammerton 2130 2,130 71.01 30.00 79 169,119 2,382 169,596,568 1,002.82

Locality een/ Brown .Iternative Use

A1 Corridor Green Agricultural

Area	Gross	129.110
	Net	71.010

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	128	59.5	7,616.00	10%	1,093	9,156,717
	2	0	72.0	0.00	10%	1,093	0
Terrace	2	320	72.0	23,040.00		974	22,440,960
	3	128	86.5	11,072.00		974	10,784,128
Semi	2	256	79.0	20,224.00		974	19,698,176
	3	383	93.0	35,619.00		974	34,692,906
Det	3	0	102.0	0.00		974	0
	4	64	115.0	7,360.00		974	7,168,640
	5	0	130.0	0.00		974	0
Flat 1 High*	1	0	59.5	0.00	10%	1,141	0
Flat 2 High*	2	0	72.0	0.00	10%	1,141	0
Flat 3 High*	3	0	86.5	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	128	59.5	7,616.00	10%	1,093	9,156,717
	2	85	72.0	6,120.00	10%	1,093	7,358,076
Terrace	2	298	72.0	21,456.00		974	20,898,144
	3	128	86.5	11,072.00		974	10,784,128
Semi	2	128	79.0	10,112.00		974	9,849,088
	3	84	93.0	7,812.00		974	7,608,888
Det	3	0	102.0	0.00		974	0
	4	0	115.0	0.00		974	0
	5	0	130.0	0.00		974	0
Flat 1 High*	1	0	59.5	0.00	10%	1,141	0
Flat 2 High*	2	0	72.0	0.00	10%	1,141	0
Flat 3 High*	3	0	86.5	0.00	10%	1,141	0

Number 2 Units Area Density erage Unit Size Developed Density Total Cost Rate  
Green Hammerton 3703 3,703 123.46 29.99 79 294,085 2,382 294,915,881 1,002.83

Locality een/Brown .Iternative Use

A1 Corridor Green Agricultural

Area	Gross	224.480
	Net	123.460

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	222	59.50	13,209.00	10%	1,093	15,881,181
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	555	72.00	39,960.00		974	38,921,040
	3	222	86.50	19,203.00		974	18,703,722
Semi	2	444	79.00	35,076.00		974	34,164,024
	3	667	93.00	62,031.00		974	60,418,194
Det	3	0	102.00	0.00		974	0
	4	112	115.00	12,880.00		974	12,545,120
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	223	59.50	13,268.50	10%	1,093	15,952,718
	2	148	72.00	10,656.00	10%	1,093	12,811,709
Terrace	2	518	72.00	37,296.00		974	36,326,304
	3	222	86.50	19,203.00		974	18,703,722
Semi	2	222	79.00	17,538.00		974	17,082,012
	3	148	93.00	13,764.00		974	13,406,136
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0



H  
Site make up



Number 3 Units Area Density erage Unit Size Developed Density Total Cost Rate  
Flaxby 2810 2,810 93.69 29.99 79 223,107 2,381 223,738,571 1,002.83

Locality 'een/Brown .ternative Use

A1 Corridor Green Agricultural

Area	Gross	170.350
	Net	93.690

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						
Flat	1	169	59.50	10,055.50	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	422	72.00	30,384.00		974
	3	169	86.50	14,618.50		974
Semi	2	337	79.00	26,623.00		974
	3	506	93.00	47,058.00		974
Det	3	0	102.00	0.00		974
	4	84	115.00	9,660.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	169	59.50	10,055.50	10%	1,093
	2	112	72.00	8,064.00	10%	1,093
Terrace	2	393	72.00	28,296.00		974
	3	169	86.50	14,618.50		974
Semi	2	169	79.00	13,351.00		974
	3	111	93.00	10,323.00		974
Det	3	0	102.00	0.00		974
	4	0	115.00	0.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141

Number 4 Units Area Density erage Unit Size Developed Density Total Cost Rate  
Flaxby 4668 4,668 155.63 29.99 79 370,683 2,382 371,726,029 1,002.81

Locality 'een/Brown .ternative Use

A1 Corridor Green Agricultural

Area	Gross	282.960
	Net	155.630

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						
Flat	1	280	59.50	16,660.00	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	700	72.00	50,400.00		974
	3	280	86.50	24,220.00		974
Semi	2	560	79.00	44,240.00		974
	3	840	93.00	78,120.00		974
Det	3	0	102.00	0.00		974
	4	140	115.00	16,100.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	280	59.50	16,660.00	10%	1,093
	2	187	72.00	13,464.00	10%	1,093
Terrace	2	654	72.00	47,088.00		974
	3	280	86.50	24,220.00		974
Semi	2	280	79.00	22,120.00		974
	3	187	93.00	17,391.00		974
Det	3	0	102.00	0.00		974
	4	0	115.00	0.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141

H  
Site make up



Number 5 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Large Greenfield 500** 500 **15.63** **31.99** **79** **39,705** **2,540** **39,816,453** **1,002.81**

Locality een/Brown .Iternative Use

Generally Green Agricultural

Area	Gross	28.410
	Net	15.630

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	30	59.50	1,785.00	10%	2,146,106
	2	0	72.00	0.00	10%	0
Terrace	2	75	72.00	5,400.00	974	5,259,600
	3	30	86.50	2,595.00	974	2,527,530
Semi	2	60	79.00	4,740.00	974	4,616,760
	3	90	93.00	8,370.00	974	8,152,380
Det	3	0	102.00	0.00	974	0
	4	15	115.00	1,725.00	974	1,680,150
	5	0	130.00	0.00	974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	30	59.50	1,785.00	10%	2,146,106
	2	20	72.00	1,440.00	10%	1,731,312
Terrace	2	70	72.00	5,040.00	974	4,908,960
	3	30	86.50	2,595.00	974	2,527,530
Semi	2	30	79.00	2,370.00	974	2,308,380
	3	20	93.00	1,860.00	974	1,811,640
Det	3	0	102.00	0.00	974	0
	4	0	115.00	0.00	974	0
	5	0	130.00	0.00	974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141

Number 6 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Large Greenfield 225** 225 **7.03** **32.01** **79** **17,877** **2,543** **17,913,317** **1,002.03**

Locality een/Brown .Iternative Use

Generally Green Agricultural

Area	Gross	10.820
	Net	7.030

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	12	59.50	714.00	10%	858,442
	2	0	72.00	0.00	10%	0
Terrace	2	34	72.00	2,448.00	974	2,384,352
	3	14	86.50	1,211.00	974	1,179,514
Semi	2	27	79.00	2,133.00	974	2,077,542
	3	41	93.00	3,813.00	974	3,713,862
Det	3	0	102.00	0.00	974	0
	4	7	115.00	805.00	974	784,070
	5	0	130.00	0.00	974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	14	59.50	833.00	10%	1,001,516
	2	9	72.00	648.00	10%	779,090
Terrace	2	32	72.00	2,304.00	974	2,244,096
	3	14	86.50	1,211.00	974	1,179,514
Semi	2	14	79.00	1,106.00	974	1,077,244
	3	7	93.00	651.00	974	634,074
Det	3	0	102.00	0.00	974	0
	4	0	115.00	0.00	974	0
	5	0	130.00	0.00	974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141

H  
Site make up



Number 7 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2  
**Medium Greenfield 130** 130 3.70 35.14 79 10,299 2,784 10,330,756 1,003.08

Locality 'een/Brown .ternative Use

Generally Green Agricultural

Area	Gross	4.950
	Net	3.700

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	8	59.50	476.00	10%	1,093	572,295
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	20	72.00	1,440.00		974	1,402,560
	3	8	86.50	692.00		974	674,008
Semi	2	16	79.00	1,264.00		974	1,231,136
	3	23	93.00	2,139.00		974	2,083,386
Det	3	0	102.00	0.00		974	0
	4	4	115.00	460.00		974	448,040
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	8	59.50	476.00	10%	1,093	572,295
	2	5	72.00	360.00	10%	1,093	432,828
Terrace	2	18	72.00	1,296.00		974	1,262,304
	3	8	86.50	692.00		974	674,008
Semi	2	8	79.00	632.00		974	615,568
	3	4	93.00	372.00		974	362,328
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

Number 8 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2  
**Medium Greenfield 75** 75 2.14 35.05 79 5,932 2,772 5,948,848 1,002.92

Locality 'een/Brown .ternative Use

Generally Green Agricultural

Area	Gross	2.850
	Net	2.140

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	4	59.50	238.00	10%	1,093	286,147
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	11	72.00	792.00		974	771,408
	3	5	86.50	432.50		974	421,255
Semi	2	9	79.00	711.00		974	692,514
	3	14	93.00	1,302.00		974	1,268,148
Det	3	0	102.00	0.00		974	0
	4	2	115.00	230.00		974	224,020
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	5	59.50	297.50	10%	1,093	357,684
	2	3	72.00	216.00	10%	1,093	259,697
Terrace	2	11	72.00	792.00		974	771,408
	3	5	86.50	432.50		974	421,255
Semi	2	5	79.00	395.00		974	384,730
	3	1	93.00	93.00		974	90,582
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

H  
Site make up



Number 9 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2  
**Medium Greenfield 30** 30 0.94 31.91 79 2,358 2,509 2,367,465 1,004.01

Locality 'een/Brown .ternative Use

Generally Green Agricultural

Area	Gross	1.040
	Net	0.940

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	2	59.50	119.00	10%	1,093	143,074
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	5	72.00	360.00		974	350,640
	3	2	86.50	173.00		974	168,502
Semi	2	4	79.00	316.00		974	307,784
	3	5	93.00	465.00		974	452,910
Det	3	0	102.00	0.00		974	0
	4	1	115.00	115.00		974	112,010
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	2	59.50	119.00	10%	1,093	143,074
	2	1	72.00	72.00	10%	1,093	86,566
Terrace	2	4	72.00	288.00		974	280,512
	3	2	86.50	173.00		974	168,502
Semi	2	2	79.00	158.00		974	153,892
	3	0	93.00	0.00		974	0
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

Number 10 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2  
**Medium Greenfield 15** 15 0.43 34.88 78 1,168 2,716 1,181,237 1,011.33

Locality 'een/Brown .ternative Use

Generally Green Agricultural

Area	Gross	0.480
	Net	0.430

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	1	59.50	59.50	10%	1,093	71,537
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	2	72.00	144.00		974	140,256
	3	1	86.50	86.50		974	84,251
Semi	2	2	79.00	158.00		974	153,892
	3	3	93.00	279.00		974	271,746
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	1	59.50	59.50	10%	1,093	71,537
	2	1	72.00	72.00	10%	1,093	86,566
Terrace	2	2	72.00	144.00		974	140,256
	3	1	86.50	86.50		974	84,251
Semi	2	1	79.00	79.00		974	76,946
	3	0	93.00	0.00		974	0
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

H  
Site make up



Number 11 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Small Greenfield 10** 10 **0.33** **30.30** **79** **793** **2,402** **785,479** **991.14**

Locality 'een/Brown .ternative Use

Generally	Green	Paddock
Area	Gross	0.330
	Net	0.330

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	0	59.50	0.00	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	2	72.00	144.00		974
	3	1	86.50	86.50		974
Semi	2	1	79.00	79.00		974
	3	2	93.00	186.00		974
Det	3	0	102.00	0.00		974
	4	0	115.00	0.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	1	59.50	59.50	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	1	72.00	72.00		974
	3	1	86.50	86.50		974
Semi	2	1	79.00	79.00		974
	3	0	93.00	0.00		974
Det	3	0	102.00	0.00		974
	4	0	115.00	0.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141

Number 12 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Small Greenfield 6** 6 **0.20** **30.00** **82** **491** **2,453** **491,331** **1,001.69**

Locality 'een/Brown .ternative Use

Generally	Green	Paddock
Area	Gross	0.200
	Net	0.200

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	0	59.50	0.00	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	1	72.00	72.00		974
	3	0	86.50	0.00		974
Semi	2	1	79.00	79.00		974
	3	1	93.00	93.00		974
Det	3	0	102.00	0.00		974
	4	1	115.00	115.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	1	59.50	59.50	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	1	72.00	72.00		974
	3	0	86.50	0.00		974
Semi	2	0	79.00	0.00		974
	3	0	93.00	0.00		974
Det	3	0	102.00	0.00		974
	4	0	115.00	0.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141

H  
Site make up



Number 13 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Small Greenfield 4** 4 **0.12** **33.33** **83** **330** **2,750** **321,420** **974.00**

Locality 'een/Brown .ternative Use

Generally Green Paddock

Area	Gross	0.120
	Net	0.120

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	0	59.50	0.00	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	1	72.00	72.00		974
	3	0.0	86.50	0.00		974
Semi	2	0	79.00	0.00		974
	3	2	93.00	186.00		974
Det	3	0	102.00	0.00		974
	4	0	115.00	0.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	0	59.50	0.00	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	1.0	72.00	72.00		974
	3	0	86.50	0.00		974
Semi	2	0	79.00	0.00		974
	3	0	93.00	0.00		974
Det	3	0	102.00	0.00		974
	4	0	115.00	0.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141

Number 14 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Small Greenfield 2** 2 **0.07** **28.57** **115** **230** **3,286** **224,020** **974.00**

Locality 'een/Brown .ternative Use

Generally Green Paddock

Area	Gross	0.070
	Net	0.070

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	0	59.50	0.00	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	0	72.00	0.00		974
	3	0	86.50	0.00		974
Semi	2	0.0	79.00	0.00		974
	3	0.0	93.00	0.00		974
Det	3	0	102.00	0.00		974
	4	2	115.00	230.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	0	59.50	0.00	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	0	72.00	0.00		974
	3	0	86.50	0.00		974
Semi	2	0.0	79.00	0.00		974
	3	0	93.00	0.00		974
Det	3	0	102.00	0.00		974
	4	0	115.00	0.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141

H  
Site make up



Number 15 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Single Plot** 1 0.03 33.33 115 115 3,833 112,010 974.00

Locality 'een/Brown .ternative Use

Generally Green Paddock

Area	Gross	0.030
	Net	0.030

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	0	72.00	0.00		974	0
	3	0	86.50	0.00		974	0
Semi	2	0	79.00	0.00		974	0
	3	0	93.00	0.00		974	0
Det	3	0	102.00	0.00		974	0
	4	1	115.00	115.00		974	112,010
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	0	72.00	0.00		974	0
	3	0	86.50	0.00		974	0
Semi	2	0	79.00	0.00		974	0
	3	0	93.00	0.00		974	0
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

Number 16 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Large Brownfield** 100 100 2.50 40.00 79 7,941 3,176 7,963,291 1,002.81

Locality 'een/Brown .ternative Use

Generally Brown Industrial

Area	Gross	3.330
	Net	2.500

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	6	59.50	357.00	10%	1,093	429,221
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	15	72.00	1,080.00		974	1,051,920
	3	6	86.50	519.00		974	505,506
Semi	2	12	79.00	948.00		974	923,352
	3	18	93.00	1,674.00		974	1,630,476
Det	3	0	102.00	0.00		974	0
	4	3	115.00	345.00		974	336,030
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	6	59.50	357.00	10%	1,093	429,221
	2	4	72.00	288.00	10%	1,093	346,262
Terrace	2	14	72.00	1,008.00		974	981,792
	3	6	86.50	519.00		974	505,506
Semi	2	6	79.00	474.00		974	461,676
	3	4	93.00	372.00		974	362,328
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

H  
Site make up



Number 17 Units NET Area Density erage Unit Size Developed Density Total Cost Rate  
Medium Brownfield 50 50 1.25 40.00 79 3,971 3,177 3,982,132 1,002.80

Locality een/ Brown .Iternative Use

Generally	Brown	Industrial
Area	Gross	1.390
	Net	1.250

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	3	59.50	178.50	10%	1,093	214,611
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	8	72.00	576.00		974	561,024
	3	3	86.50	259.50		974	252,753
Semi	2	6	79.00	474.00		974	461,676
	3	9	93.00	837.00		974	815,238
Det	3	0	102.00	0.00		974	0
	4	2	115.00	230.00		974	224,020
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	3	59.50	178.50	10%	1,093	214,611
	2	2	72.00	144.00	10%	1,093	173,131
Terrace	2	7	72.00	504.00		974	490,896
	3	3	86.50	259.50		974	252,753
Semi	2	3	79.00	237.00		974	230,838
	3	1	93.00	93.00		974	90,582
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

Number 18 Units Area Density erage Unit Size Developed Density Total Cost Rate  
Medium Brownfield 20 20 0.50 40.00 81 1,613 3,226 1,614,667 1,001.03

Locality een/Brown .Iternative Use

Generally	Brown	Industrial
Area	Gross	0.560
	Net	0.500

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	1	59.50	59.50	10%	1,093	71,537
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	3	72.00	216.00		974	210,384
	3	1	86.50	86.50		974	84,251
Semi	2	2	79.00	158.00		974	153,892
	3	4	93.00	372.00		974	362,328
Det	3	0	102.00	0.00		974	0
	4	1	115.00	115.00		974	112,010
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	1	59.50	59.50	10%	1,093	71,537
	2	1	72.00	72.00	10%	1,093	86,566
Terrace	2	3	72.00	216.00		974	210,384
	3	1	86.50	86.50		974	84,251
Semi	2	1	79.00	79.00		974	76,946
	3	1	93.00	93.00		974	90,582
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0



H  
Site make up



Number 19 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2  
**Small Brownfield 10** 10 0.22 45.45 77 773 3,514 780,070 1,009.15

Locality 'een/Brown .ternative Use

Generally Brown Industrial

Area	Gross	0.220
	Net	0.220

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	1	59.50	59.50	10%	1,093	71,537
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	2	72.00	144.00		974	140,256
	3	1	86.50	86.50		974	84,251
Semi	2	1	79.00	79.00		974	76,946
	3	2	93.00	186.00		974	181,164
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	1	59.50	59.50	10%	1,093	71,537
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	1	72.00	72.00		974	70,128
	3	1	86.50	86.50		974	84,251
Semi	2	0	79.00	0.00		974	0
	3	0	93.00	0.00		974	0
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

Number 20 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2  
**Small Brownfield 6** 6 0.15 40.00 91 546 3,640 531,804 974.00

Locality 'een/Brown .ternative Use

Generally Brown Industrial

Area	Gross	0.150
	Net	0.150

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	1	72.00	72.00		974	70,128
	3	0	86.50	0.00		974	0
Semi	2	1	79.00	79.00		974	76,946
	3	1	93.00	93.00		974	90,582
Det	3	0	102.00	0.00		974	0
	4	2	115.00	230.00		974	224,020
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	1	72.00	72.00		974	70,128
	3	0	86.50	0.00		974	0
Semi	2	0	79.00	0.00		974	0
	3	0	93.00	0.00		974	0
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0



Number 21 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small Brownfield 4 4 0.10 40.00 83 330 3,300 321,420 974.00

Locality 'een/Brown .ternative Use

Generally Brown Industrial

Area	Gross	0.100
	Net	0.100

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	1	72.00	72.00		974	70,128
	3	0	86.50	0.00		974	0
Semi	2	0	79.00	0.00		974	0
	3	2	93.00	186.00		974	181,164
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	1	72.00	72.00		974	70,128
	3	0	86.50	0.00		974	0
Semi	2	0	79.00	0.00		974	0
	3	0	93.00	0.00		974	0
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

Number 22 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small Brownfield 2 2 0.05 40.00 93 186 3,720 181,164 974.00

Locality 'een/Brown .ternative Use

Generally Brown Industrial

Area	Gross	0.050
	Net	0.050

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	0	72.00	0.00		974	0
	3	0	86.50	0.00		974	0
Semi	2	0	79.00	0.00		974	0
	3	2	93.00	186.00		974	181,164
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	0	72.00	0.00		974	0
	3	0	86.50	0.00		974	0
Semi	2	0	79.00	0.00		974	0
	3	0	93.00	0.00		974	0
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

H  
Site make up



Number 23 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Single Brown** 1 0.02 50.00 115 115 5,750 112,010 974.00

Locality 'een/Brown .ternative Use

Generally Brown Industrial

Area	Gross	0.020
	Net	0.020

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	0	72.00	0.00			974
	3	0	86.50	0.00			974
Semi	2	0	79.00	0.00			974
	3	0	93.00	0.00			974
Det	3	0	102.00	0.00			974
	4	1	115.00	115.00			974
	5	0	130.00	0.00			974
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	0	72.00	0.00			974
	3	0	86.50	0.00			974
Semi	2	0	79.00	0.00			974
	3	0	93.00	0.00			974
Det	3	0	102.00	0.00			974
	4	0	115.00	0.00			974
	5	0	130.00	0.00			974
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

Number 24 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Urban Flats** 20 0.33 60.61 81 1,613 4,888 1,614,667 1,001.03

Locality 'een/Brown .ternative Use

Generally Brown Industrial

Area	Gross	0.330
	Net	0.330

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	1	59.50	59.50	10%	1,093	71,537
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	3	72.00	216.00			974
	3	1	86.50	86.50			974
Semi	2	2	79.00	158.00			974
	3	4	93.00	372.00			974
Det	3	0	102.00	0.00			974
	4	1	115.00	115.00			974
	5	0	130.00	0.00			974
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	1	59.50	59.50	10%	1,093	71,537
	2	1	72.00	72.00	10%	1,093	86,566
Terrace	2	3	72.00	216.00			974
	3	1	86.50	86.50			974
Semi	2	1	79.00	79.00			974
	3	1	93.00	93.00			974
Det	3	0	102.00	0.00			974
	4	0	115.00	0.00			974
	5	0	130.00	0.00			974
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

H  
Site make up



Number                      25                      Units                      Area                      Density erage Unit Size                      Developed                      Density                      Total Cost                      Rate                      Locality een/Brown .Iternative Use  
 ##                      #VALUE!                      ##                      #VALUE!                      #VALUE!                      #VALUE!                      #VALUE!                      #VALUE!                      #VALUE!                      #VALUE!                      #VALUE!                      #VALUE!                      ##                      ##                      ##

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	#VALUE!	59.50	#VALUE!	10%	1,093	#VALUE!
	2	#VALUE!	72.00	#VALUE!	10%	1,093	#VALUE!
Terrace	2	#VALUE!	72.00	#VALUE!		974	#VALUE!
	3	#VALUE!	86.50	#VALUE!		974	#VALUE!
Semi	2	#VALUE!	79.00	#VALUE!		974	#VALUE!
	3	#VALUE!	93.00	#VALUE!		974	#VALUE!
Det	3	#VALUE!	102.00	#VALUE!		974	#VALUE!
	4	#VALUE!	115.00	#VALUE!		974	#VALUE!
	5	#VALUE!	130.00	#VALUE!		974	#VALUE!
Flat 1 High*	1	#VALUE!	58.00	#VALUE!	10%	1,141	#VALUE!
Flat 2 High*	2	#VALUE!	70.00	#VALUE!	10%	1,141	#VALUE!
Flat 3 High*	3	#VALUE!	84.00	#VALUE!	10%	1,141	#VALUE!
<b>Affordable</b>							
Flat	1	#VALUE!	59.50	#VALUE!	10%	1,093	#VALUE!
	2	#VALUE!	72.00	#VALUE!	10%	1,093	#VALUE!
Terrace	2	#VALUE!	72.00	#VALUE!		974	#VALUE!
	3	#VALUE!	86.50	#VALUE!		974	#VALUE!
Semi	2	0	79.00	0.00		974	0
	3	#VALUE!	93.00	#VALUE!		974	#VALUE!
Det	3	#VALUE!	102.00	#VALUE!		974	#VALUE!
	4	#VALUE!	115.00	#VALUE!		974	#VALUE!
	5	#VALUE!	130.00	#VALUE!		974	#VALUE!
Flat 1 High*	1	#VALUE!	59.50	#VALUE!	10%	1,141	#VALUE!
Flat 2 High*	2	#VALUE!	72.00	#VALUE!	10%	1,141	#VALUE!
Flat 3 High*	3	#VALUE!	86.50	#VALUE!	10%	1,141	#VALUE!

Area	Gross	##
	Net	##















SITE NAME Site 6

Table with columns: INCOME, Av Size, % Number, Price, GDV, Q1, Q2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, etc.

DEVELOPMENT COSTS table with columns: LAND, Av/lt or m2, Total. Rows include Stamp Duty, Easements etc., Legals Acquisition.

Planning fee calc table with columns: Planning fee, No depts, No depts over 1. Rows include No depts, No depts over 1.

Build Cost table with columns: Build Cost, m2. Rows include BCIS, CSH, Energy, Over-extra 1, etc.

Sales per Quarter, Unit Build Time table.

Residual Land Value table with columns: Whole Site, Per ha NET, Per ha GROSS. Rows include Residual Land Value, Alternative Use Value, etc.

RUM Residual MACRO c/w/lt Closing balance = 0

RUM CL MACRO c/w/lt Closing balance = 0

Check on planning Dept too correct

PLANNING table with columns: Planning Fee, Architects, QS / PM, Planning Consultants, Other Professional.

CONSTRUCTION table with columns: Build Cost - BCIS Based, s106 / CIL, Contingency Allowance.

FINANCE table with columns: Fees Interest, Legal and Valuation.

SALES table with columns: Agents, Legals, Misc.

Developers Profit table with columns: % of costs (Before interest) of GDV.

Stamp duty calc - Residual table with columns: Land payment.

Stamp duty calc - Add Profit table with columns: Land payment.

Pre CIL s106 table with columns: 2,000 E/Unit (alt), Total.

Post CIL s106 table with columns: 2,000 E/Unit (alt), Total.

RESIDUAL CASH FLOW FOR INTEREST table with columns: Year 1-6, Q1-Q4. Rows include INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROF, For Residual Valuation.

CASH FLOW FOR CL ADDITIONAL PROFIT table with columns: Year 1-6, Q1-Q4. Rows include INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROF, For CL calculation.







SITE NAME Site 9						
INCOME	Av Size	%	Number	Price	GDV	Q14
	m2			£/m2	£	m2
Market Housing	81.5	60%	30	2,750	4,032,947	1,467
Shared Ownership	73.6	10%	3	1,100	243,000	221
Affordable Rent	73.6	30%	9	1,100	729,000	663
Social Rent	73.6	0%	0	1,100	0	0
Grant and Subsidy	Shared Ownership			0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.84	ha	32	ha	5,004,947	2,950
SITE AREA - Gross	1.04	ha	29	ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

Residual Land Value	576,321	613,109	554,137
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Alternative Use Value	20,000	20,000	
Uplift	20%	4,160	4,000
Plus/Min	592,000	384,000	392,000
Viability Threshold	388,960	374,000	

Additional Profit	207,364	142
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RUN Residual MACRO cdfw

Closing balance = 0

RUN CIL MACRO cdfw

Closing balance = 0

Check on phasing steps are correct

DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	19,211	576,321
Stamp Duty		18,316
Essgements etc.		0
Legals Acquisition	1.50%	8,645 26,861

PLANNING		
Planning Fee		11,550
Architects	6.07%	173,544
QS / PM	0.50%	14,462
Planning Consultants	1.00%	28,924
Other Professional	2.00%	57,848
		286,328

CONSTRUCTION		
Build Cost - BCIS Based	1.176	2,763,313
s106 / CIL		60,000
Contingency	2.50%	69,180
Abnormals		0
		2,892,396

FINANCE		
Fees		30,000
Interest	6.00%	0
Legal and Valuation		30,000

SALES		
Agents	3.0%	150,148
Legals	0.5%	25,025
Misc.		0
		175,173
Developers Profit	% of costs (Before interest)	20.00%
	% of GDV	0.00%
		797,436

Planning fee calc			
Planning acc fe	degs	rate	
No degs	30	385	11,550
No degs under 1	0	115	0
			11,550

Build Cost		Rate
BCIS	1,004	
CISW	20	2.00%
Energy	0	
Over-extra 1	0	
Over-extra 2	1	
Over-extra 3	0	0%
Small Site Infrastructure	161	15%
	1,176	

Stamp duty calc - Residual	
Land payment	576,321

Stamp duty calc - Add Profit	
Land payment	388,960

Pre CIL s106	
2,000	£/Unit (all)
	Total
	60,000

Post CIL s106	
2,000	£/Unit (all)
	Total
	60,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>INCOME</b>	0																							
UNITS Shared	6																							
Market Housing	0																							
Shared Ownership	0																							
Affordable Rent	0																							
Social Rent	0																							
Grant and Subsidy	0																							
<b>INCOME</b>	0																							
<b>EXPENDITURE</b>	0																							
Stamp Duty	18,316																							
Essgements etc.	0																							
Legals Acquisition	8,645																							
Planning Fee	11,550																							
Architects	86,772																							
QS	7,231																							
Planning Consultants	14,462																							
Other Professional	28,924																							
Build Cost - BCIS Base	0																							
s106/CIL	0																							
Contingency	0																							
Abnormals	0																							
Finance Fees	30,000																							
Legal and Valuation	0																							
Agents	0																							
Legals	0																							
Misc.	0																							
<b>COSTS BEFORE LAND INT AND PROF</b>	205,900																							
<b>For Residual Valuation</b>	576,321																							
Land	11,733																							
Interest	11,900																							
Profit on Costs	17,041																							
Profit on GDV	23,062																							
Cash Flow	-782,223																							
Opening Balance	-782,223																							
Closing Balance	-782,223																							

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>	0																							
<b>EXPENDITURE</b>	0																							
Land	388,960																							
Stamp Duty	8,848																							
Essgements etc.	0																							
Legals Acquisition	5,834																							
Planning Fee	11,550																							
Architects	86,772																							
QS	7,231																							
Planning Consultants	14,462																							
Other Professional	28,924																							
Build Cost - BCIS Base	0																							
POTENTIAL CIL	60,328																							
Post CIL s106	12,000																							
Contingency	0																							
Abnormals	0																							
Finance Fees	30,000																							
Legal and Valuation	0																							
Agents	0																							
Legals	0																							
Misc.	0																							
<b>COSTS BEFORE LAND INT AND PROF</b>	562,681																							
<b>For CIL calculation</b>	8,740																							
Interest	8,871																							
Profit on Costs	14,938																							
Profit on GDV	21,866																							
Cash Flow	-562,681																							
Opening Balance	-562,681																							
Closing Balance	-562,681																							















SITE NAME Site 15						
INCOME	Av Size	%	Number	Price	GDV	Q1A
	m2			£/m2	£	
Market Housing	115.0	100%	1	3,080	354,200	115
Shared Ownership	115.0	0%	0	1,100	0	0
Affordable Rent	115.0	0%	0	1,100	0	0
Social Rent	115.0	0%	0	1,100	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net				0.03 ha	33	/ha
SITE AREA - Gross				0.03 ha	33	/ha
					<b>354,200</b>	<b>115</b>

Sales per Quarter	0
Units Built/Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
<b>Residual Land Value</b>	<b>181,632</b>	<b>3,387,729</b>	<b>3,387,729</b>
Alternative Use Value	1,500	29,000	
Uplift	20%	300	10,000
Plus /ha	92,000	10,500	352,000
Viability Threshold	12,300		416,000

<b>Additional Profit</b>	<b>93,302</b>	<b>809</b>
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RUN Residual MACRO cdfw/ Closing balance = 0

RUN CIL MACRO cdfw/ Closing balance = 0

Check on phasing steps are correct

DEVELOPMENT COSTS			
LAND	Unit or m2	Total	
Land	101,632	101,632	
Stamp Duty		0	
Essaments etc.		0	
Legals Acquisition	1.50%	1,524	1,524
<b>PLANNING</b>			
Planning Fee		385	
Architects	6.00%	6,731	
QS /PM	0.50%	728	
Planning Consultants	1.00%	1,455	
Other Professional	2.00%	2,910	14,209
<b>CONSTRUCTION</b>			
Built Cost - BCIS Based	1,218	140,013	
s106/ CIL		2,000	
Contingency	2.50%	3,500	
Abnormals		0	145,513
<b>FINANCE</b>			
Fees		5,000	
Interest	6.00%	0	5,000
Legal and Valuation		0	
<b>SALES</b>			
Agents	3.0%	10,626	
Legals	0.5%	1,771	
Misc.		0	12,397
<b>Developers Profit</b>			
% of costs (Before interest)		20.00%	56,655
% of GDV		0.00%	0

Planning fee calc			
Planning acc fe	degs	rate	
No degs	1	385	385
No degs under 1	0	115	0
<b>Total</b>			<b>385</b>

Build Cost		mtc
BCIS	974	2.00%
CSH	19	
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	13%
Small Site Infrastructure	127	10%
<b>Total</b>	<b>1,218</b>	

Stamp duty calc - Residual	
Land payment	101,632
<b>Total</b>	<b>0</b>

Stamp duty calc - Add Profit	
Land payment	12,300
<b>Total</b>	<b>0</b>

Pre CIL s106	2,000	£/Unit (all)	
<b>Total</b>	<b>2,000</b>		
Post CIL s106	2,000	£/Unit (all)	
CIL	0	£/m2	
<b>Total</b>	<b>2,000</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>	1																											
UNITS Shared	0																											
Market Housing	0																											
Shared Ownership	0																											
Affordable Rent	0																											
Social Rent	0																											
Grant and Subsidy	0																											
<b>INCOME</b>	0																											
<b>EXPENDITURE</b>	0																											
Stamp Duty	0																											
Essaments etc.	0																											
Legals Acquisition	1,524																											
Planning Fee	385																											
Architects	4,365																											
QS	364																											
Planning Consultants	728																											
Other Professional	1,455																											
Built Cost - BCIS Base	0																											
s106/CIL	0																											
Contingency	0																											
Abnormals	0																											
Finance Fees	5,000																											
Legal and Valuation	0																											
Agents	0																											
Legals	0																											
Misc.	0																											
<b>COSTS BEFORE LAND INT AND PROF</b>	13,821																											
For Residual Valuation	Land 101,632																											
Interest	1,732																											
Profit on Costs	1,758																											
Profit on GDV	2,615																											
Cash Flow	-115,453																											
Opening Balance	-115,453																											
Closing Balance	-117,185																											

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>	0																											
<b>EXPENDITURE</b>	0																											
Land	12,300																											
Stamp Duty	0																											
Essaments etc.	0																											
Legals Acquisition	185																											
Planning Fee	385																											
Architects	4,365																											
QS	364																											
Planning Consultants	728																											
Other Professional	1,455																											
Built Cost - BCIS Base	0																											
POTENTIAL CIL	46,671																											
Post CIL s106	0																											
Contingency	0																											
Abnormals	0																											
Finance Fees	5,000																											
Legal and Valuation	0																											
Agents	0																											
Legals	0																											
Misc.	0																											
<b>COSTS BEFORE LAND INT AND PROF</b>	24,781																											
For CIL calculation	Interest 372																											
Profit on Costs	377																											
Profit on GDV	2,599																											
Cash Flow	-24,781																											
Opening Balance	-24,781																											
Closing Balance	-25,153																											



SITE NAME Site 16						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	QIA m2
Market Housing	82.1	60%	60	2,650	13,045,500	4,902
Shared Ownership	75.5	10%	10	1,100	828,950	755
Affordable Rent	75.5	30%	30	1,100	2,489,850	2,364
Social Rent	75.5	0%	0	1,100	0	0
Grant and Subsidy	Shared Ownership Affordable Rent				0	0
Social Rent					0	0
SITE AREA - Net	2.50	ha	40	ha	16,365,750	7,941
SITE AREA - Gross	3.33	ha	30	ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,020,932	427,597	331,919
Alternative Use Value	1,595,000	620,000	
Uplift	20%	399,600	120,000
Plus/Min	0	0	0
Viability Threshold	2,397,600		720,000

Additional Profit: -1,436,283

DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	10,800	1,020,932
Stamp Duty		42,950
Essenments etc.		0
Legals Acquisition	1.50%	16,035
PLANNING		
Planning Fee		25,000
Architects	5.00%	522,918
QS / PM	0.50%	52,292
Planning Consultants	1.00%	104,584
Other Professional	1.50%	156,875
CONSTRUCTION		
Build Cost - BCIS Based	1.174	9,325,785
s106 / CIL		200,000
Contingency	5.00%	466,289
Abnormals		10,458,364
FINANCE		
Fees Interest	6.00%	70,000
Legal and Valuation		0
SALES		
Agents	3.0%	480,973
Legals	0.5%	81,829
Misc.		0
Developers Profit		572,801
% of costs (Before interest)	20.00%	2,618,162
% of GDV	0.00%	0

Planning fee calc			
Planning acc fe	degs	rate	
No depts	100		
No depts under 1	50	385	19,250
	50	115	5,750
			25,000

Build Cost		£/m2	
BCIS	1,003		
CSIH	20		2.00%
Energy	0		
Over-extra 1	0		
Over-extra 2	1		
Over-extra 3	0		0%
Small Site Infrastructure	150		15%
	1,174		

Stamp duty calc - Residual		Total
Land payment		1,020,932
		42,950

Stamp duty calc - Add Profit		Total
Land payment		2,397,600
		199,380

Pre CIL s106		Total
2,000 £/Unit (all)		200,000
		0
		200,000

Post CIL s106		Total
2,000 £/Unit (all)		200,000
0 £/m2		0
		200,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	10	10	16	16	16	16	16	16	10	10	1,304,595	1,304,595	1,304,595	1,304,595	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	42,950	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	572,319	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	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	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	2,397,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CASH BEFORE LAND INT AND PROF	-2,397,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

















Income	Av Size	%	Number	Price	GDV	GA	
	m2			£/m2	£	m2	
Market Housing	115.0	100%	1	2,915	335,225	115	
Shared Ownership	115.0	0%	0	1,100	0	0	
Affordable Rent	115.0	0%	0	1,100	0	0	
Social Rent	115.0	0%	0	1,100	0	0	
Grant and Subsidy	Shared Ownership						0
	Affordable Rent						0
	Social Rent						0
SITE AREA - Net	0.02	ha	50	ha	335,225	115	
SITE AREA - Gross	0.02	ha	50	ha			

Sales per Quarter	0
Units Built/Time	3 Quarters

Residual Land Value	89,832	4,291,579	4,291,579
Alternative Use Value	12,000	600,000	
Uplift	20%	2,400	120,000
Plus/Min	0	0	0
Viability Threshold	14,400	720,000	
Additional Profit	74,372	0	847

RUN Residual MACRO cdf/rf

Closing balance = 0

RUN CIL MACRO cdf/rf

Closing balance = 0

Check on phasing steps are correct

DEVELOPMENT COSTS	LAND	PLANNING	CONSTRUCTION	FINANCE	SALES	Developers Profit
Land	85,832					
Stamp Duty	0					
Essements etc.	0					
Legals Acquisition	1,287					
Planning Fee		385				
Architects		8,843				
QS / PM		737				
Planning Consultants		1,474				
Other Professional		2,348				
Built Cost - BCIS Based			1,149			
s106 / CIL			2,000			
Contingency			8,409			
Abnormals			6,609			
Fees				5,000		
Interest					5,000	
Legal and Valuation					5,000	
Agents						10,057
Legals						1,476
Misc.						11,733
% of costs (Before interest)						20.00%
% of GDV						0.00%

Planning fee calc	degs	rate
Planning acc fe	1	385
No degs	0	0
No degs under 1	0	0
No degs over 1	0	0
Total		385

Built Cost	1,149	19%
BCIS	974	16%
CISW	19	0%
Energy	0	0%
Over-extra 1	0	0%
Over-extra 2	0	0%
Over-extra 3	0	0%
Small Site Infrastructure	97	10%
Total	1,149	

Stamp duty calc - Residual	Land payment	15,536
Total		0

Stamp duty calc - Add Profit	Land payment	14,400
Total		0

Pre CIL s106	2,000	£/Unit (all)
Total		2,000

Post CIL s106	2,000	£/Unit (all)
CIL	0	£/m2
Total		2,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6																			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4																
INCOME	1																																							
Units Shared	0																																							
Market Housing	0																																							
Shared Ownership	0																																							
Affordable Rent	0																																							
Social Rent	0																																							
Grant and Subsidy	0																																							
INCOME	0				0				0				0				0				0																			
EXPENDITURE	0																																							
Stamp Duty	0																																							
Essements etc.	0																																							
Legals Acquisition	1,287																																							
Planning Fee	385																																							
Architects	4,422																																							
QS	388																																							
Planning Consultants	737																																							
Other Professional	1,474																																							
Built Cost - BCIS Base	0																																							
s106/CIL	0																																							
Contingency	0																																							
Abnormals	0																																							
Finance Fees	5,000																																							
Legal and Valuation	0																																							
Agents	0																																							
Legals	0																																							
Misc.	0																																							
COSTS BEFORE LAND INT AND PROF	13,873				56,133				49,130				11,733				0				0				0															
For Residual Valuation	0																																							
Land	85,832																																							
Interest	1,493																																							
Profit on Costs	1,515																																							
Profit on GDV	2,380																																							
	3,152				3,937				3,996				0				0				0				0															
Cash Flow	-99,505				-1,493				-57,646				-51,509				-62,282				-3,937				319,497				0											
Opening Balance	-99,505				-100,998				-158,643				-210,153				-262,434				-266,371				53,126				53,126				53,126				53,126			
Closing Balance	-99,505				-100,998				-158,643				-210,153				-262,434				-266,371				53,126				53,126				53,126				53,126			

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6																			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4																
INCOME	As Above																																							
INCOME	0				0				0				0				0				0																			
EXPENDITURE	0																																							
Land	14,400																																							
Stamp Duty	0																																							
Essements etc.	0																																							
Legals Acquisition	216																																							
Planning Fee	385																																							
Architects	4,422																																							
QS	388																																							
Planning Consultants	737																																							
Other Professional	1,474																																							
Built Cost - BCIS Base	0																																							
POTENTIAL CIL	0																																							
Post CIL s106	2,000																																							
Contingency	0																																							
Abnormals	0																																							
Finance Fees	5,000																																							
Legal and Valuation	0																																							
Agents	0																																							
Legals	0																																							
Misc.	0																																							
COSTS BEFORE LAND INT AND PROF	27,600				129,836				46,463				59,463				11,733				0				0															
For CIL calculation	0																																							
Interest	405																																							
Profit on Costs	411																																							
Profit on GDV	2,365																																							
	3,127				3,931				3,990				0				0				0				0															
Cash Flow	-27,002				-405				-130,247				-50,828				-53,580				-3,931				319,502				0											
Opening Balance	-27,002				-27,407				-117,854				-208,482				-262,072				-266,003				53,499				53,499				53,499				53,499			
Closing Balance	-27,002				-27,407				-117,854				-208,482				-262,072				-266,003				53,499				53,499				53,499				53,499			



SITE NAME Site 24						
INCOME	Air Size m2	%	Number	Price £/m2	GDV £	GA m2
Market Housing	83.9	100%	20	2,650	4,447,583	1,678
Shared Ownership	75.8	0%	0	1,050	0	0
Affordable Rent	75.8	0%	0	1,050	0	0
Social Rent	75.8	0%	0	1,050	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent				0	0
SITE AREA - Net	0.33 ha		61	/ha	4,447,583	1,678
SITE AREA - Gross	0.33 ha		61	/ha		

Sales per Quarter: 0  
Units Built/Time: 3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	970,027	2,939,475	2,939,475
Alternative Use Value	198,200		620,000
Uplift	39,600		120,000
Plus /m2	0		0
Viability Threshold	237,600		726,000

Additional Profit: 800,028

DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	48,011	38,001
Stamp Duty		0
Essgements etc.		0
Legals Acquisition	1,50%	14,550
PLANNING		
Planning Fee		7,700
Architects	6.00%	126,591
QS /PM	0.50%	10,549
Planning Consultants	1.00%	21,098
Other Professional	2.00%	42,197
CONSTRUCTION		
Build Cost - BCIS Based	1,121	1,881,676
s106 /CIL		40,000
Contingency	5.00%	94,084
Allowances		94,084
FINANCE		
Fees		30,000
Interest	6.00%	0
Legal and Valuation		30,000
SALES		
Agents	3.0%	133,428
Legals	0.5%	22,238
Misc		0
<b>Developers Profit</b>		<b>155,666</b>

Planning fee calc	degs	rate
Planning acc fe	20	
No degs	20	385
No degs under 1	0	1
<b>Total</b>		<b>7,700</b>

Build Cost	/m2	
BCIS	1,901	
C51H	20	2.00%
Energy	0	
Over-extra 1	0	
Over-extra 2	0	
Over-extra 3	0	0%
Small Site Infrastructure	100	10%
<b>Total</b>	<b>1,121</b>	

Stamp duty calc - Residual	
Land payment	970,027
<b>Total</b>	<b>38,001</b>

Stamp duty calc - Add Profit	
Land payment	237,600
<b>Total</b>	<b>1,752</b>

Pre CIL s106	2,000 E/Unit (all)	Total
		<b>49,000</b>

Post CIL s106	2,000 E/Unit (all)	Total
		<b>49,000</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	
INCOME			10	10																					
EXPENDITURE																									
COSTS BEFORE LAND INT AND PROF	190,469	0	451,858	703,281	703,281	351,641	77,833	77,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	970,027																							
Cash Flow	-1,160,496	-17,407	-469,527	-727,963	-738,913	-398,356	2,093,269	2,124,068	705,245	705,245	705,245	705,245	705,245	705,245	705,245	705,245	705,245	705,245	705,245	705,245	705,245	705,245	705,245	705,245	705,245

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	0	0	0	0	0	0	2,223,792	2,223,792	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
COSTS BEFORE LAND INT AND PROF	380,834	0	1,245,220	688,248	709,248	344,974	77,833	77,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation	Interest	5,713	5,798	24,563	35,281	46,460	52,631	21,231	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow	-380,834	-5,713	-1,251,018	-714,511	-746,229	-411,434	2,093,238	2,124,728	709,318	709,318	709,318	709,318	709,318	709,318	709,318	709,318	709,318	709,318	709,318	709,318	709,318	709,318	709,318	709,318

			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	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	
			Green Hammerton 2130	Green Hammerton 3703	Flaxby 2810	Flaxby 4668	Large Greenfield 500	Large Greenfield 225	Medium Greenfield 130	Medium Greenfield 75	Medium Greenfield 30	Medium Greenfield 15	Small Greenfield 10	Small Greenfield 6	Small Greenfield 4	Small Greenfield 2	Single Plot	Large Brownfield 100	Medium Brownfield 50	Medium Brownfield 20	Small Brownfield 10	Small Brownfield 6	Small Brownfield 4	Small Brownfield 2	Single Brown	Urban Flats	
Green/brown field	Use		Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Paddock	Green Paddock	Green Paddock	Green Paddock	Green Paddock	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial
Site Area	Gross	ha	129.11	224.48	170.35	282.96	28.41	10.82	4.95	2.85	1.04	0.48	0.33	0.2	0.12	0.07	0.03	3.33	1.39	0.56	0.22	0.15	0.1	0.05	0.02	0.33	
	Net	ha	71.01	123.46	93.69	155.63	15.63	7.03	3.7	2.14	0.94	0.43	0.33	0.2	0.12	0.07	0.03	2.5	1.25	0.5	0.22	0.15	0.1	0.05	0.02	0.33	
Units			2130	3703	2810	4668	500	225	130	75	30	15	10	6	4	2	1	100	50	20	10	6	4	2	1	20	
Mix	Market		60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	100.00%	100.00%	100.00%	60.00%	60.00%	60.00%	60.00%	60.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	Intermediate to Buy		10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	0.00%	0.00%	0.00%	10.00%	10.00%	10.00%	10.00%	10.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent		30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	0.00%	0.00%	0.00%	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%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value	E/ha		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	50,000	50,000	50,000	50,000	50,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
	E site		2,582,200	4,489,600	3,407,000	5,659,200	568,200	216,400	99,000	57,000	20,800	9,600	16,500	10,000	6,000	3,500	1,500	1,998,000	834,000	336,000	132,000	90,000	60,000	30,000	12,000	198,000	
Uplift	E/ha		354,000	354,000	354,000	354,000	354,000	354,000	354,000	354,000	354,000	354,000	360,000	360,000	360,000	360,000	360,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
	E site		45,704,940	79,465,920	60,303,900	100,167,840	10,057,140	3,830,280	1,752,300	1,008,900	368,160	169,920	118,800	72,000	43,200	25,200	10,800	399,600	166,800	67,200	26,400	18,000	12,000	6,000	2,400	39,600	
Viability Threshold	E/ha		374,000	374,000	374,000	374,000	374,000	374,000	374,000	374,000	374,000	374,000	410,000	410,000	410,000	410,000	410,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
	E site		48,287,140	83,955,520	63,710,900	105,827,040	10,625,340	4,046,680	1,851,300	1,065,900	388,960	179,520	135,300	82,000	49,200	28,700	12,300	2,397,600	1,000,800	403,200	158,400	108,000	72,000	36,000	14,400	237,600	
Residual Va Gross	E/ha		197,559	166,995	181,624	151,776	277,126	355,361	530,896	547,304	554,157	633,010	674,279	787,175	2,523,892	2,933,689	3,387,720	321,019	386,810	365,018	334,194	679,944	2,299,700	2,518,174	4,291,579	2,939,475	
	E/ha		359,200	303,637	330,234	275,353	503,720	546,942	710,253	728,896	613,109	706,616	674,279	787,175	2,523,892	2,933,689	3,387,720	427,597	430,132	397,520	334,194	679,944	2,299,700	2,518,174	4,291,579	2,939,475	
	E site		25,506,796	37,487,000	30,939,633	42,946,528	7,873,141	3,845,003	2,627,937	1,559,817	576,323	303,845	222,512	157,435	302,867	205,358	101,632	1,068,992	537,666	198,810	73,523	101,992	229,970	125,909	85,832	970,027	
Additional Profit	E site		-32,506,481	-72,590,060	-50,609,460	-104,867,979	-3,293,575	-233,631	889,735	558,617	207,984	135,693	93,691	78,822	270,619	186,237	93,002	-1,495,283	-511,075	-222,583	-89,409	-6,108	167,230	93,633	74,372	800,028	
	E/m2		-310	-398	-366	-456	-134	-21	139	151	142	187	189	244	787	810	-304	-207	-221	-188	-18	486	503	647	477		

# R Cover



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R  
Site make up



Number 1 Units NET Area Density erage Unit Size Developed Density Total Cost Rate  
Green Hammerton 2130 2,130 71.01 30.00 79 169,119 2,382 169,596,568 1,002.82

Locality een/ Brown .Iternative Use

A1 Corridor Green Agricultural

Area	Gross	129.110
	Net	71.010

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	128	59.5	7,616.00	10%	9,156,717
	2	0	72.0	0.00	10%	0
Terrace	2	320	72.0	23,040.00	974	22,440,960
	3	128	86.5	11,072.00	974	10,784,128
Semi	2	256	79.0	20,224.00	974	19,698,176
	3	383	93.0	35,619.00	974	34,692,906
Det	3	0	102.0	0.00	974	0
	4	64	115.0	7,360.00	974	7,168,640
	5	0	130.0	0.00	974	0
Flat 1 High*	1	0	59.5	0.00	10%	1,141
Flat 2 High*	2	0	72.0	0.00	10%	1,141
Flat 3 High*	3	0	86.5	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	128	59.5	7,616.00	10%	9,156,717
	2	85	72.0	6,120.00	10%	7,358,076
Terrace	2	298	72.0	21,456.00	974	20,898,144
	3	128	86.5	11,072.00	974	10,784,128
Semi	2	128	79.0	10,112.00	974	9,849,088
	3	84	93.0	7,812.00	974	7,608,888
Det	3	0	102.0	0.00	974	0
	4	0	115.0	0.00	974	0
	5	0	130.0	0.00	974	0
Flat 1 High*	1	0	59.5	0.00	10%	1,141
Flat 2 High*	2	0	72.0	0.00	10%	1,141
Flat 3 High*	3	0	86.5	0.00	10%	1,141

Number 2 Units Area Density erage Unit Size Developed Density Total Cost Rate  
Green Hammerton 3703 3,703 123.46 29.99 79 294,085 2,382 294,915,881 1,002.83

Locality een/Brown .Iternative Use

A1 Corridor Green Agricultural

Area	Gross	224.480
	Net	123.460

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	222	59.50	13,209.00	10%	15,881,181
	2	0	72.00	0.00	10%	0
Terrace	2	555	72.00	39,960.00	974	38,921,040
	3	222	86.50	19,203.00	974	18,703,722
Semi	2	444	79.00	35,076.00	974	34,164,024
	3	667	93.00	62,031.00	974	60,418,194
Det	3	0	102.00	0.00	974	0
	4	112	115.00	12,880.00	974	12,545,120
	5	0	130.00	0.00	974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	223	59.50	13,268.50	10%	15,952,718
	2	148	72.00	10,656.00	10%	12,811,709
Terrace	2	518	72.00	37,296.00	974	36,326,304
	3	222	86.50	19,203.00	974	18,703,722
Semi	2	222	79.00	17,538.00	974	17,082,012
	3	148	93.00	13,764.00	974	13,406,136
Det	3	0	102.00	0.00	974	0
	4	0	115.00	0.00	974	0
	5	0	130.00	0.00	974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141



R  
Site make up



Number 3 Units Area Density erage Unit Size Developed Density Total Cost Rate  
Flaxby 2810 2,810 93.69 29.99 79 223,107 2,381 223,738,571 1,002.83

Locality 'een/Brown .ternative Use

A1 Corridor Green Agricultural

Area	Gross	170.350
	Net	93.690

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	169	59.50	10,055.50	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	422	72.00	30,384.00		974
	3	169	86.50	14,618.50		974
Semi	2	337	79.00	26,623.00		974
	3	506	93.00	47,058.00		974
Det	3	0	102.00	0.00		974
	4	84	115.00	9,660.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	169	59.50	10,055.50	10%	1,093
	2	112	72.00	8,064.00	10%	1,093
Terrace	2	393	72.00	28,296.00		974
	3	169	86.50	14,618.50		974
Semi	2	169	79.00	13,351.00		974
	3	111	93.00	10,323.00		974
Det	3	0	102.00	0.00		974
	4	0	115.00	0.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141

Number 4 Units Area Density erage Unit Size Developed Density Total Cost Rate  
Flaxby 4668 4,668 155.63 29.99 79 370,683 2,382 371,726,029 1,002.81

Locality 'een/Brown .ternative Use

A1 Corridor Green Agricultural

Area	Gross	282.960
	Net	155.630

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	280	59.50	16,660.00	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	700	72.00	50,400.00		974
	3	280	86.50	24,220.00		974
Semi	2	560	79.00	44,240.00		974
	3	840	93.00	78,120.00		974
Det	3	0	102.00	0.00		974
	4	140	115.00	16,100.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	280	59.50	16,660.00	10%	1,093
	2	187	72.00	13,464.00	10%	1,093
Terrace	2	654	72.00	47,088.00		974
	3	280	86.50	24,220.00		974
Semi	2	280	79.00	22,120.00		974
	3	187	93.00	17,391.00		974
Det	3	0	102.00	0.00		974
	4	0	115.00	0.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141

R  
Site make up



Number 5 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Greenfield 500 500 15.63 31.99 79 39,705 2,540 39,816,453 1,002.81

Locality een/Brown .ternative Use

Generally Green Agricultural

Area	Gross	28.410
	Net	15.630

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	30	59.50	1,785.00	10%	2,146,106
	2	0	72.00	0.00	10%	0
Terrace	2	75	72.00	5,400.00	974	5,259,600
	3	30	86.50	2,595.00	974	2,527,530
Semi	2	60	79.00	4,740.00	974	4,616,760
	3	90	93.00	8,370.00	974	8,152,380
Det	3	0	102.00	0.00	974	0
	4	15	115.00	1,725.00	974	1,680,150
	5	0	130.00	0.00	974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	30	59.50	1,785.00	10%	2,146,106
	2	20	72.00	1,440.00	10%	1,731,312
Terrace	2	70	72.00	5,040.00	974	4,908,960
	3	30	86.50	2,595.00	974	2,527,530
Semi	2	30	79.00	2,370.00	974	2,308,380
	3	20	93.00	1,860.00	974	1,811,640
Det	3	0	102.00	0.00	974	0
	4	0	115.00	0.00	974	0
	5	0	130.00	0.00	974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141

Number 6 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Greenfield 225 225 7.03 32.01 79 17,877 2,543 17,913,317 1,002.03

Locality een/Brown .ternative Use

Generally Green Agricultural

Area	Gross	10.820
	Net	7.030

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	12	59.50	714.00	10%	858,442
	2	0	72.00	0.00	10%	0
Terrace	2	34	72.00	2,448.00	974	2,384,352
	3	14	86.50	1,211.00	974	1,179,514
Semi	2	27	79.00	2,133.00	974	2,077,542
	3	41	93.00	3,813.00	974	3,713,862
Det	3	0	102.00	0.00	974	0
	4	7	115.00	805.00	974	784,070
	5	0	130.00	0.00	974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	14	59.50	833.00	10%	1,001,516
	2	9	72.00	648.00	10%	779,090
Terrace	2	32	72.00	2,304.00	974	2,244,096
	3	14	86.50	1,211.00	974	1,179,514
Semi	2	14	79.00	1,106.00	974	1,077,244
	3	7	93.00	651.00	974	634,074
Det	3	0	102.00	0.00	974	0
	4	0	115.00	0.00	974	0
	5	0	130.00	0.00	974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141

R  
Site make up



Number 7 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2  
**Medium Greenfield 130** 130 3.70 35.14 79 10,299 2,784 10,330,756 1,003.08

Locality een/Brown .ternative Use

Generally Green Agricultural

Area	Gross	4.950
	Net	3.700

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	8	59.50	476.00	10%	572,295
	2	0	72.00	0.00	10%	0
Terrace	2	20	72.00	1,440.00	974	1,402,560
	3	8	86.50	692.00	974	674,008
Semi	2	16	79.00	1,264.00	974	1,231,136
	3	23	93.00	2,139.00	974	2,083,386
Det	3	0	102.00	0.00	974	0
	4	4	115.00	460.00	974	448,040
	5	0	130.00	0.00	974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	8	59.50	476.00	10%	572,295
	2	5	72.00	360.00	10%	432,828
Terrace	2	18	72.00	1,296.00	974	1,262,304
	3	8	86.50	692.00	974	674,008
Semi	2	8	79.00	632.00	974	615,568
	3	4	93.00	372.00	974	362,328
Det	3	0	102.00	0.00	974	0
	4	0	115.00	0.00	974	0
	5	0	130.00	0.00	974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141

Number 8 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2  
**Medium Greenfield 75** 75 2.14 35.05 79 5,932 2,772 5,948,848 1,002.92

Locality een/Brown .ternative Use

Generally Green Agricultural

Area	Gross	2.850
	Net	2.140

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	4	59.50	238.00	10%	286,147
	2	0	72.00	0.00	10%	0
Terrace	2	11	72.00	792.00	974	771,408
	3	5	86.50	432.50	974	421,255
Semi	2	9	79.00	711.00	974	692,514
	3	14	93.00	1,302.00	974	1,268,148
Det	3	0	102.00	0.00	974	0
	4	2	115.00	230.00	974	224,020
	5	0	130.00	0.00	974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	5	59.50	297.50	10%	357,684
	2	3	72.00	216.00	10%	259,697
Terrace	2	11	72.00	792.00	974	771,408
	3	5	86.50	432.50	974	421,255
Semi	2	5	79.00	395.00	974	384,730
	3	1	93.00	93.00	974	90,582
Det	3	0	102.00	0.00	974	0
	4	0	115.00	0.00	974	0
	5	0	130.00	0.00	974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141

R  
Site make up



Number 9 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2  
**Medium Greenfield 30** 30 0.94 31.91 79 2,358 2,509 2,367,465 1,004.01

Locality een/Brown .ternative Use

Generally Green Agricultural

Area	Gross	1.040
	Net	0.940

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	2	59.50	119.00	10%	1,093	143,074
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	5	72.00	360.00		974	350,640
	3	2	86.50	173.00		974	168,502
Semi	2	4	79.00	316.00		974	307,784
	3	5	93.00	465.00		974	452,910
Det	3	0	102.00	0.00		974	0
	4	1	115.00	115.00		974	112,010
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	2	59.50	119.00	10%	1,093	143,074
	2	1	72.00	72.00	10%	1,093	86,566
Terrace	2	4	72.00	288.00		974	280,512
	3	2	86.50	173.00		974	168,502
Semi	2	2	79.00	158.00		974	153,892
	3	0	93.00	0.00		974	0
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

Number 10 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2  
**Medium Greenfield 15** 15 0.43 34.88 78 1,168 2,716 1,181,237 1,011.33

Locality een/Brown .ternative Use

Generally Green Agricultural

Area	Gross	0.480
	Net	0.430

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	1	59.50	59.50	10%	1,093	71,537
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	2	72.00	144.00		974	140,256
	3	1	86.50	86.50		974	84,251
Semi	2	2	79.00	158.00		974	153,892
	3	3	93.00	279.00		974	271,746
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	1	59.50	59.50	10%	1,093	71,537
	2	1	72.00	72.00	10%	1,093	86,566
Terrace	2	2	72.00	144.00		974	140,256
	3	1	86.50	86.50		974	84,251
Semi	2	1	79.00	79.00		974	76,946
	3	0	93.00	0.00		974	0
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

R  
Site make up



Number 11 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Small Greenfield 10** 10 0.33 30.30 79 793 2,402 785,479 991.14

Locality een/Brown .ternative Use

Generally	Green	Paddock
Area	Gross	0.330
	Net	0.330

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	0	59.50	0.00	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	2	72.00	144.00		974
	3	1	86.50	86.50		974
Semi	2	1	79.00	79.00		974
	3	2	93.00	186.00		974
Det	3	0	102.00	0.00		974
	4	0	115.00	0.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	1	59.50	59.50	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	1	72.00	72.00		974
	3	1	86.50	86.50		974
Semi	2	1	79.00	79.00		974
	3	0	93.00	0.00		974
Det	3	0	102.00	0.00		974
	4	0	115.00	0.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141

Number 12 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Small Greenfield 6** 6 0.20 30.00 82 491 2,453 491,331 1,001.69

Locality een/Brown .ternative Use

Generally	Green	Paddock
Area	Gross	0.200
	Net	0.200

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	0	59.50	0.00	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	1	72.00	72.00		974
	3	0	86.50	0.00		974
Semi	2	1	79.00	79.00		974
	3	1	93.00	93.00		974
Det	3	0	102.00	0.00		974
	4	1	115.00	115.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						
Flat	1	1	59.50	59.50	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	1	72.00	72.00		974
	3	0	86.50	0.00		974
Semi	2	0	79.00	0.00		974
	3	0	93.00	0.00		974
Det	3	0	102.00	0.00		974
	4	0	115.00	0.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141



Number 13 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Small Greenfield 4** 4 **0.12** **33.33** **83** **330** **2,750** **321,420** **974.00**

Locality 'een/Brown .ternative Use

Generally Green Paddock

Area	Gross	0.120
	Net	0.120

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	0	59.50	0.00	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	1	72.00	72.00		974
	3	0.0	86.50	0.00		974
Semi	2	0	79.00	0.00		974
	3	2	93.00	186.00		974
Det	3	0	102.00	0.00		974
	4	0	115.00	0.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						0
Flat	1	0	59.50	0.00	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	1.0	72.00	72.00		974
	3	0	86.50	0.00		974
Semi	2	0	79.00	0.00		974
	3	0	93.00	0.00		974
Det	3	0	102.00	0.00		974
	4	0	115.00	0.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141

Number 14 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Small Greenfield 2** 2 **0.07** **28.57** **115** **230** **3,286** **224,020** **974.00**

Locality 'een/Brown .ternative Use

Generally Green Paddock

Area	Gross	0.070
	Net	0.070

	Beds	No	m2	Total	BCIS	COST
<b>Market</b>						0
Flat	1	0	59.50	0.00	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	0	72.00	0.00		974
	3	0	86.50	0.00		974
Semi	2	0.0	79.00	0.00		974
	3	0.0	93.00	0.00		974
Det	3	0	102.00	0.00		974
	4	2	115.00	230.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	58.00	0.00	10%	1,141
Flat 2 High*	2	0	70.00	0.00	10%	1,141
Flat 3 High*	3	0	84.00	0.00	10%	1,141
<b>Affordable</b>						0
Flat	1	0	59.50	0.00	10%	1,093
	2	0	72.00	0.00	10%	1,093
Terrace	2	0	72.00	0.00		974
	3	0	86.50	0.00		974
Semi	2	0.0	79.00	0.00		974
	3	0	93.00	0.00		974
Det	3	0	102.00	0.00		974
	4	0	115.00	0.00		974
	5	0	130.00	0.00		974
Flat 1 High*	1	0	59.50	0.00	10%	1,141
Flat 2 High*	2	0	72.00	0.00	10%	1,141
Flat 3 High*	3	0	86.50	0.00	10%	1,141



Number 15 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Single Plot** 1 0.03 33.33 115 115 3,833 112,010 974.00

Locality een/Brown .ternative Use

Generally Green Paddock

Area	Gross	0.030
	Net	0.030

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	0	72.00	0.00			974
	3	0	86.50	0.00			974
Semi	2	0	79.00	0.00			974
	3	0	93.00	0.00			974
Det	3	0	102.00	0.00			974
	4	1	115.00	115.00			974
	5	0	130.00	0.00			974
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	0	72.00	0.00			974
	3	0	86.50	0.00			974
Semi	2	0	79.00	0.00			974
	3	0	93.00	0.00			974
Det	3	0	102.00	0.00			974
	4	0	115.00	0.00			974
	5	0	130.00	0.00			974
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

Number 16 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Large Brownfield** 100 100 2.50 40.00 79 7,941 3,176 7,963,291 1,002.81

Locality een/Brown .ternative Use

Generally Brown Industrial

Area	Gross	3.330
	Net	2.500

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	6	59.50	357.00	10%	1,093	429,221
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	15	72.00	1,080.00			974
	3	6	86.50	519.00			974
Semi	2	12	79.00	948.00			974
	3	18	93.00	1,674.00			974
Det	3	0	102.00	0.00			974
	4	3	115.00	345.00			974
	5	0	130.00	0.00			974
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	6	59.50	357.00	10%	1,093	429,221
	2	4	72.00	288.00	10%	1,093	346,262
Terrace	2	14	72.00	1,008.00			974
	3	6	86.50	519.00			974
Semi	2	6	79.00	474.00			974
	3	4	93.00	372.00			974
Det	3	0	102.00	0.00			974
	4	0	115.00	0.00			974
	5	0	130.00	0.00			974
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

R  
Site make up



Number 17 Units NET Area Density erage Unit Size Developed Density Total Cost Rate  
Medium Brownfield 50 50 1.25 40.00 79 3,971 3,177 3,982,132 1,002.80

Locality een/ Brown .Iternative Use

Generally Brown Industrial

Area	Gross	1.390
	Net	1.250

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	3	59.50	178.50	10%	1,093	214,611
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	8	72.00	576.00		974	561,024
	3	3	86.50	259.50		974	252,753
Semi	2	6	79.00	474.00		974	461,676
	3	9	93.00	837.00		974	815,238
Det	3	0	102.00	0.00		974	0
	4	2	115.00	230.00		974	224,020
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	3	59.50	178.50	10%	1,093	214,611
	2	2	72.00	144.00	10%	1,093	173,131
Terrace	2	7	72.00	504.00		974	490,896
	3	3	86.50	259.50		974	252,753
Semi	2	3	79.00	237.00		974	230,838
	3	1	93.00	93.00		974	90,582
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

Number 18 Units Area Density erage Unit Size Developed Density Total Cost Rate  
Medium Brownfield 20 20 0.50 40.00 81 1,613 3,226 1,614,667 1,001.03

Locality een/Brown .Iternative Use

Generally Brown Industrial

Area	Gross	0.560
	Net	0.500

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	1	59.50	59.50	10%	1,093	71,537
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	3	72.00	216.00		974	210,384
	3	1	86.50	86.50		974	84,251
Semi	2	2	79.00	158.00		974	153,892
	3	4	93.00	372.00		974	362,328
Det	3	0	102.00	0.00		974	0
	4	1	115.00	115.00		974	112,010
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	1	59.50	59.50	10%	1,093	71,537
	2	1	72.00	72.00	10%	1,093	86,566
Terrace	2	3	72.00	216.00		974	210,384
	3	1	86.50	86.50		974	84,251
Semi	2	1	79.00	79.00		974	76,946
	3	1	93.00	93.00		974	90,582
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0



R  
Site make up



Number 19 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2  
**Small Brownfield 10** 10 0.22 45.45 77 773 3,514 780,070 1,009.15

Locality een/Brown .ternative Use

Generally Brown Industrial

Area	Gross	0.220
	Net	0.220

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	1	59.50	59.50	10%	1,093	71,537
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	2	72.00	144.00		974	140,256
	3	1	86.50	86.50		974	84,251
Semi	2	1	79.00	79.00		974	76,946
	3	2	93.00	186.00		974	181,164
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	1	59.50	59.50	10%	1,093	71,537
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	1	72.00	72.00		974	70,128
	3	1	86.50	86.50		974	84,251
Semi	2	0	79.00	0.00		974	0
	3	0	93.00	0.00		974	0
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

Number 20 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2  
**Small Brownfield 6** 6 0.15 40.00 91 546 3,640 531,804 974.00

Locality een/Brown .ternative Use

Generally Brown Industrial

Area	Gross	0.150
	Net	0.150

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	1	72.00	72.00		974	70,128
	3	0	86.50	0.00		974	0
Semi	2	1	79.00	79.00		974	76,946
	3	1	93.00	93.00		974	90,582
Det	3	0	102.00	0.00		974	0
	4	2	115.00	230.00		974	224,020
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	1	72.00	72.00		974	70,128
	3	0	86.50	0.00		974	0
Semi	2	0	79.00	0.00		974	0
	3	0	93.00	0.00		974	0
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0



Number 21 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost £/m2  
**Small Brownfield 4** 4 **0.10** **40.00** **83** **330** **3,300** **321,420** **974.00**

Locality 'een/Brown .ternative Use

Generally Brown Industrial

Area	Gross	0.100
	Net	0.100

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	1	72.00	72.00		974	70,128
	3	0	86.50	0.00		974	0
Semi	2	0	79.00	0.00		974	0
	3	2	93.00	186.00		974	181,164
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	1	72.00	72.00		974	70,128
	3	0	86.50	0.00		974	0
Semi	2	0	79.00	0.00		974	0
	3	0	93.00	0.00		974	0
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

Number 22 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost £/m2  
**Small Brownfield 2** 2 **0.05** **40.00** **93** **186** **3,720** **181,164** **974.00**

Locality 'een/Brown .ternative Use

Generally Brown Industrial

Area	Gross	0.050
	Net	0.050

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	0	72.00	0.00		974	0
	3	0	86.50	0.00		974	0
Semi	2	0	79.00	0.00		974	0
	3	2	93.00	186.00		974	181,164
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	0	72.00	0.00		974	0
	3	0	86.50	0.00		974	0
Semi	2	0	79.00	0.00		974	0
	3	0	93.00	0.00		974	0
Det	3	0	102.00	0.00		974	0
	4	0	115.00	0.00		974	0
	5	0	130.00	0.00		974	0
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0



Number 23 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Single Brown** 1 0.02 50.00 115 115 5,750 112,010 974.00

Locality een/Brown .ternative Use

Generally Brown Industrial

Area	Gross	0.020
	Net	0.020

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	0	72.00	0.00			974
	3	0	86.50	0.00			974
Semi	2	0	79.00	0.00			974
	3	0	93.00	0.00			974
Det	3	0	102.00	0.00			974
	4	1	115.00	115.00			974
	5	0	130.00	0.00			974
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	0	59.50	0.00	10%	1,093	0
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	0	72.00	0.00			974
	3	0	86.50	0.00			974
Semi	2	0	79.00	0.00			974
	3	0	93.00	0.00			974
Det	3	0	102.00	0.00			974
	4	0	115.00	0.00			974
	5	0	130.00	0.00			974
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

Number 24 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

**Urban Flats** 20 0.33 60.61 81 1,613 4,888 1,614,667 1,001.03

Locality een/Brown .ternative Use

Generally Brown Industrial

Area	Gross	0.330
	Net	0.330

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	1	59.50	59.50	10%	1,093	71,537
	2	0	72.00	0.00	10%	1,093	0
Terrace	2	3	72.00	216.00			974
	3	1	86.50	86.50			974
Semi	2	2	79.00	158.00			974
	3	4	93.00	372.00			974
Det	3	0	102.00	0.00			974
	4	1	115.00	115.00			974
	5	0	130.00	0.00			974
Flat 1 High*	1	0	58.00	0.00	10%	1,141	0
Flat 2 High*	2	0	70.00	0.00	10%	1,141	0
Flat 3 High*	3	0	84.00	0.00	10%	1,141	0
<b>Affordable</b>							
Flat	1	1	59.50	59.50	10%	1,093	71,537
	2	1	72.00	72.00	10%	1,093	86,566
Terrace	2	3	72.00	216.00			974
	3	1	86.50	86.50			974
Semi	2	1	79.00	79.00			974
	3	1	93.00	93.00			974
Det	3	0	102.00	0.00			974
	4	0	115.00	0.00			974
	5	0	130.00	0.00			974
Flat 1 High*	1	0	59.50	0.00	10%	1,141	0
Flat 2 High*	2	0	72.00	0.00	10%	1,141	0
Flat 3 High*	3	0	86.50	0.00	10%	1,141	0

R  
Site make up



Number 25 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2 Locality 'een/Brown .Iternative Use

## #VALUE! ## #VALUE! #VALUE! #VALUE! #VALUE! #VALUE! #VALUE! #VALUE! #VALUE! ## ## ##

	Beds	No	m2	Total		BCIS	COST
<b>Market</b>							0
Flat	1	#VALUE!	59.50	#VALUE!	10%	1,093	#VALUE!
	2	#VALUE!	72.00	#VALUE!	10%	1,093	#VALUE!
Terrace	2	#VALUE!	72.00	#VALUE!		974	#VALUE!
	3	#VALUE!	86.50	#VALUE!		974	#VALUE!
Semi	2	#VALUE!	79.00	#VALUE!		974	#VALUE!
	3	#VALUE!	93.00	#VALUE!		974	#VALUE!
Det	3	#VALUE!	102.00	#VALUE!		974	#VALUE!
	4	#VALUE!	115.00	#VALUE!		974	#VALUE!
	5	#VALUE!	130.00	#VALUE!		974	#VALUE!
Flat 1 High*	1	#VALUE!	58.00	#VALUE!	10%	1,141	#VALUE!
Flat 2 High*	2	#VALUE!	70.00	#VALUE!	10%	1,141	#VALUE!
Flat 3 High*	3	#VALUE!	84.00	#VALUE!	10%	1,141	#VALUE!
<b>Affordable</b>							
Flat	1	#VALUE!	59.50	#VALUE!	10%	1,093	#VALUE!
	2	#VALUE!	72.00	#VALUE!	10%	1,093	#VALUE!
Terrace	2	#VALUE!	72.00	#VALUE!		974	#VALUE!
	3	#VALUE!	86.50	#VALUE!		974	#VALUE!
Semi	2	0	79.00	0.00		974	0
	3	#VALUE!	93.00	#VALUE!		974	#VALUE!
Det	3	#VALUE!	102.00	#VALUE!		974	#VALUE!
	4	#VALUE!	115.00	#VALUE!		974	#VALUE!
	5	#VALUE!	130.00	#VALUE!		974	#VALUE!
Flat 1 High*	1	#VALUE!	59.50	#VALUE!	10%	1,141	#VALUE!
Flat 2 High*	2	#VALUE!	72.00	#VALUE!	10%	1,141	#VALUE!
Flat 3 High*	3	#VALUE!	86.50	#VALUE!	10%	1,141	#VALUE!

Area	Gross	Net
##	##	##
##	##	##

















SITE NAME Site 7
Table with columns: INCOME, Av Size, %, Number, Price, GDV, GIA

DEVELOPMENT COSTS
LAND
PLANNING
CONSTRUCTION
FINANCE
SALES
Developers Profit

Planning fee calc
Table with columns: degs, rate

Build Cost
Table with columns: m2, %

Stamp duty calc - Residual
Table with columns: Total

Stamp duty calc - Add Profit
Table with columns: Total

Pre CIL s106
Post CIL s106

Residual Land Value
Alternative Use Value
Additional Profit

RESIDUAL CASH FLOW FOR INTEREST

Table with columns: Year 1, Year 2, Year 3, Year 4, Year 5, Year 6. Rows include INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROF, For Residual Valuation, Cash Flow, Opening Balance, Closing Balance.

CASH FLOW FOR CIL ADDITIONAL PROFIT

Table with columns: Year 1, Year 2, Year 3, Year 4, Year 5, Year 6. Rows include INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROF, For CIL calculation, Cash Flow, Opening Balance, Closing Balance.





















Table with columns: INCOME, Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy, and SITE AREA - Net/Gross.

Table for DEVELOPMENT COSTS, PLANNING, CONSTRUCTION, FINANCE, and SALES, including sub-items like Land, Stamp Duty, and Build Cost.

Table for Planning fee calc and Stamp duty calc - Residual/ Add Profit, with columns for No deeps and Stamp duty.

Table for Build Cost, listing items like BCIS, CSWH, Energy, and Over-lifts.

Sales per Quarter: 0; Unit Build Time: 3 Quarters

Summary table for Residual Land Value, Alternative Use Value, and Viability Threshold.

Check on planning steps correct

Additional Profit: -2,399,279

RESIDUAL CASH FLOW FOR INTEREST

Main cash flow table with columns for Year 1 through Year 6 and rows for INCOME, EXPENDITURE, and COSTS BEFORE LAND INT AND PROF.

CASH FLOW FOR CL ADDITIONAL PROFIT

Main cash flow table with columns for Year 1 through Year 6 and rows for INCOME, EXPENDITURE, and COSTS BEFORE LAND INT AND PROF.



INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GM2
Market Housing	82.4	60%	30	2,275	5,625,121	2,473
Shared Ownership	74.5	10%	5	1,100	409,896	243
Affordable Rent	74.5	30%	15	1,100	1,229,684	1,116
Social Rent	74.5	0%	0	1,100	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent				0	0

SITE AREA - Net 1.25 ha 40 ha 7,264,700 3,963  
SITE AREA - Gross 1.39 ha 36 ha

Sales per Quarter 0  
Units Built/Time 3 Quarters

Residual Land Value	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	109,180	87,338	78,533

DEVELOPMENT COSTS	LAND	Avail or m2	Total
Stamp Duty	Land	2,183	109,180
Stamp Duty	Stamp Duty	0	0
Essgements etc.	Essgements etc.	0	0
Legals Acquisition	Legals Acquisition	1,500	-1,637

PLANNING	CONSTRUCTION	FINANCE	SALES
Planning Fee	Build Cost - BCIS Based	Fees	Agents
Architects	s106/ CIL	Interest	Legals
QS/ PM	Contingency	Legal and Valuation	Misc
Planning Consultants	Abnormals	0	0
Other Professional		0	0

Planning fee calc	No dips	No dips under 1	No dips over 1
Planning fee calc	0	0	0

Stamp duty calc - Residual	Stamp duty calc - Add Profit
Stamp duty calc - Residual	Stamp duty calc - Add Profit

Stamp duty calc - Add Profit	Stamp duty calc - Add Profit
Stamp duty calc - Add Profit	Stamp duty calc - Add Profit

Stamp duty calc - Add Profit	Stamp duty calc - Add Profit
Stamp duty calc - Add Profit	Stamp duty calc - Add Profit

Stamp duty calc - Add Profit	Stamp duty calc - Add Profit
Stamp duty calc - Add Profit	Stamp duty calc - Add Profit

Stamp duty calc - Add Profit	Stamp duty calc - Add Profit
Stamp duty calc - Add Profit	Stamp duty calc - Add Profit

RUN Residual MACRO cdfw Closing balance = 0

RUN CIL MACRO cdfw Closing balance = 0

Check on planning Appr use correct

Developers Profit % of costs (Before interest) 20.00% 1,169,880 0.00%

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	10	10	10	10	10	10	10	10	1,125,024	1,125,024	1,125,024	1,125,024	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	0	0	0	0	0	0	0	0	81,979	81,979	81,979	81,979	0	0	0	0	0	0	0	0	0	0	0	0
Net Cash Flow	10	10	10	10	10	10	10	10	1,043,045	1,043,045	1,043,045	1,043,045	0	0	0	0	0	0	0	0	0	0	0	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	0	0	0	0	0	0	0	0	1,452,840	1,452,840	1,452,840	1,452,840	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Cash Flow	0	0	0	0	0	0	0	0	1,452,840	1,452,840	1,452,840	1,452,840	0	0	0	0	0	0	0	0	0	0	0	0





INCONE	Av Size	%	Number	Price	GDV	GA
	m2			£/m2	£	m2
Market Housing	79.3	60%	6	2,300	1,094,143	476
Shared Ownership	72.7	10%	1	1,100	79,933	73
Affordable Rent	72.7	30%	3	1,100	239,800	218
Social Rent	72.7	0%	0	1,100	0	0
Grant and Subsidy					0	0

SITE AREA - Net 0.22 Ha  
 SITE AREA - Gross 0.22 Ha

DEVELOPMENT COSTS	LAND	Avail or m2	Total
Stamp Duty		4,563	45,071
Stamp Duty			0
Essenments etc.			0
Legals Acquisition		1,500	483

Stamp duty calc - Residual	deg	rate
No depts	10	3.850
No depts under 1	0	1
Total 3.850		

BUILD COST	m2	2.00%
BCIS	1,009	
CSIH	20	
Energy	0	
Over-extra 1	0	
Over-extra 2	1	
Over-extra 3	0	
Small Site Infrastructure	101	
Total 1,132		

Sales per Quarter	0
Units Built/Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	45,036	206,938

RUN Residual MACRO cvt/r

Closing balance = 0

RUN CIL MACRO cvt/r

Closing balance = 0

Alternative Use Value	132,000
Uplift	26,400
Plus IFA	0
Viability Threshold	158,400

Check on pricing steps are correct

Additional Profit	214,913
£/m2	402

Stamp duty calc - Add Profit

Stamp duty calc - Add Profit	deg	rate
No depts	10	3.850
No depts under 1	0	1
Total 3.850		

Stamp duty calc - Add Profit	deg	rate
No depts	10	3.850
No depts under 1	0	1
Total 3.850		

Pre CIL s106	2.000	£/Unit (all)
CIL	0 <td>£/m2</td>	£/m2
Total 20,000		

Developers Profit

% of costs (Before interest)	20.00%	227,854
% of GDV	0.00%	

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	
INCONE		2	2		2	2	2		218,829	218,829	218,829	218,829	218,829	218,829	218,829	218,829	0	0	0	0	0	0	0	0	0
EXPENDITURE		0	0	0	0	0	0	0	15,987	15,987	15,987	15,987	15,987	15,987	15,987	15,987	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	61,845	0	116,997	136,638	204,938	204,938	214,855	146,935	79,216	9,897	9,897	0	0	0	0	0	0	0	0	0	0	0	0	0	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	
INCONE	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE		158,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
CASH FLOW	-158,400	-158,400	-133,638	-272,454	-148,458	-693,678	-636,163	-609,456	-312,549	-44,309	227,854	227,854	227,854	227,854	227,854	227,854	227,854	227,854	227,854	227,854	227,854	227,854	227,854	227,854	227,854









SITE NAME Site 22

Table with columns: INCOME, Av Size, % , Number, Price, GDV, GIA. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy.

Sales per Quarter: 0  
Units Built/Time: 3 Quarters

Summary table for Residual Land Value, Alternative Use Value, Uplift, and Viability Threshold.

Additional Profit: 39,917

DEVELOPMENT COSTS table with columns: LAND, Av/lt or m2, Total. Includes Land, Stamp Duty, etc.

PLANNING table with columns: Planning Fee, Architects, QS / PM, etc.

CONSTRUCTION table with columns: Build Cost - BCIS Based, s106/CIL, Contingency, etc.

FINANCE table with columns: Fees, Interest, Legal and Valuation.

SALES table with columns: Agents, Legals, Misc.

Developers Profit: % of costs (Before interest) 20.00% of GDV 74,883

Planning fee calc table with columns: Planning fee, No deeps, etc.

Build Cost table with columns: BCIS, CIS4, Energy, etc.

Stamp duty calc - Residual table with columns: Land payment, Total.

Stamp duty calc - Add Profit table with columns: Land payment, Total.

Pre CIL s106 table with columns: 2,000 £/Unit (all), Total.

Post CIL s106 table with columns: 2,000 £/Unit (all), CIL, Total.

RESIDUAL CASH FLOW FOR INTEREST

Large table showing Residual Cash Flow for Interest from Year 1 to Year 6 across various quarters (Q1-Q4). Includes Income, Expenditure, and Costs before land and profit.

CASH FLOW FOR CIL ADDITIONAL PROFIT

Large table showing Cash Flow for CIL Additional Profit from Year 1 to Year 6 across various quarters (Q1-Q4). Includes Income, Expenditure, and Costs before land and profit.





SITE NAME	Site 24										
INCOME	Air Size m2	%	Number	Price £/m2	GDV £	GIA m2					
Market Housing	83.9	100%	20	2,650	4,447,563	1,678					
Shared Ownership	75.8	0%	0	1,050	0	0					
Affordable Rent	75.8	0%	0	1,050	0	0					
Social Rent	75.8	0%	0	1,050	0	0					
Grant and Subsidy	Shared Ownership				0	0					
	Affordable Rent				0	0					
	Social Rent				0	0					
SITE AREA - Net	0.33	ha	61	/ha							
SITE AREA - Gross	0.33	ha	61	/ha	4,447,563	1,678					

Sales per Quarter: 0  
Units Built/Time: 3 Quarters

RUN Residual MACRO c/dt/vr Closing balance = 0

Residual Land Value	Whole Site	Per ha NET	Per ha GROSS
	979,027	2,839,475	2,839,475
Alternative Use Value	195,200	600	
Lift	39,600	120,000	
Plus: /a	0	0	0
Viability Threshold	237,600		726,000

Additional Profit: 800,028 / 277

RUN CIL MACRO c/dt/vr Closing balance = 0

Check on phasing Dept use correct

DEVELOPMENT COSTS			
LAND	Avail or m2	Total	
Land	48,011	38,001	979,027
Stamp Duty			
Essements etc.			
Legals Acquisition	1.50%	14,550	62,552
PLANNING			
Planning Fee		7,700	
Architects	6.00%	126,591	
QS / PM	0.50%	10,549	
Planning Consultants	1.00%	21,098	
Other Professional	2.00%	42,197	208,135
CONSTRUCTION			
Build Cost - BCIS Based	1.121	1,881,676	
s106/ CIL		40,000	
Contingency	5.00%	94,984	
Abnormals		94,984	2,109,844
FINANCE			
Fees		30,000	
Interest	6.00%	0	30,000
Legal and Valuation			
SALES			
Agents	3.0%	133,428	
Legals	0.5%	22,238	
Misc.		0	155,666
Developers Profit	% of costs (Before interest)	20.00%	705,245
	% of GDV	0.00%	705,245

Planning fee calc			
Planning acc fe	degs	rate	
No degs	20	385	7,700
No degs under 1	0	1	0
Total			7,700

Build Cost /m2			
BCIS	1,001		
CSH	20		2.00%
Energy	0		
Over-extra 1	0		
Over-extra 2	0		
Over-extra 3	0		0%
Small Site Infrastructure	100		10%
Total			1,121

Stamp duty calc - Residual Land payment: 979,027

Stamp duty calc - Add Profit Land payment: 237,600

Pre CIL s106: 2,000 £/Unit (all) Total: 49,000

Post CIL s106: 2,000 £/Unit (all) CIL: 0 £/m2 Total: 49,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>INCOME</b>	10																							
Units Shared	0																							
Market Housing	0																							
Shared Ownership	0																							
Affordable Rent	0																							
Social Rent	0																							
Grant and Subsidy	0																							
<b>INCOME</b>	0																							
<b>EXPENDITURE</b>	38,001																							
Stamp Duty	0																							
Essements etc.	14,550																							
Legals Acquisition	7,700																							
Planning Fee	63,295																							
Architects	5,275																							
QS	10,549																							
Planning Consultants	21,098																							
Other Professional	0																							
Build Cost - BCIS Base	0																							
s106/CIL	0																							
Contingency	0																							
Abnormals	0																							
Finance Fees	30,000																							
Legal and Valuation	0																							
Agents	0																							
Legals	0																							
Misc.	0																							
<b>COSTS BEFORE LAND INT AND PROF</b>	190,469																							
<b>For Residual Valuation</b>	17,407																							
Land	17,660																							
Interest	24,711																							
Profit on Costs	35,631																							
Profit on GDV	46,715																							
	52,690																							
	21,291																							
Cash Flow	-1,160,496																							
Opening Balance	-1,160,496																							
Closing Balance	-1,177,904																							

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>	0																							
<b>EXPENDITURE</b>	237,600																							
Land	1,752																							
Stamp Duty	0																							
Essements etc.	0																							
Legals Acquisition	3,564																							
Planning Fee	7,700																							
Architects	63,295																							
QS	5,275																							
Planning Consultants	10,549																							
Other Professional	21,098																							
Build Cost - BCIS Base	0																							
POTENTIAL CIL	20,000																							
Post CIL s106	0																							
Contingency	0																							
Abnormals	0																							
Finance Fees	30,000																							
Legal and Valuation	0																							
Agents	0																							
Legals	0																							
Misc.	0																							
<b>COSTS BEFORE LAND INT AND PROF</b>	390,834																							
<b>For CIL calculation</b>	5,713																							
Interest	5,798																							
Profit on cost	24,563																							
Profit on GDV	35,281																							
Cash Flow	-380,834																							
Opening Balance	-380,834																							
Closing Balance	-386,546																							

			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	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	
			Green Hamerton 2130	Green Hamerton 3703	Flaxby 2810	Flaxby 4668	Large Greenfield 500	Large Greenfield 225	Medium Greenfield 130	Medium Greenfield 75	Medium Greenfield 30	Medium Greenfield 15	Small Greenfield 10	Small Greenfield 6	Small Greenfield 4	Small Greenfield 2	Single Plot	Large Brownfield 100	Medium Brownfield 50	Medium Brownfield 20	Small Brownfield 10	Small Brownfield 6	Small Brownfield 4	Small Brownfield 2	Single Brown	Urban Flats	
Green/brown field Use			Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Paddock	Green Paddock	Green Paddock	Green Paddock	Green Paddock	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial
Site Area	Gross	ha	129.11	224.48	170.35	282.96	28.41	10.82	4.95	2.85	1.04	0.48	0.33	0.2	0.12	0.07	0.03	3.33	1.39	0.56	0.22	0.15	0.1	0.05	0.02	0.33	
	Net	ha	71.01	123.46	93.69	155.63	15.63	7.03	3.7	2.14	0.94	0.43	0.33	0.2	0.12	0.07	0.03	2.5	1.25	0.5	0.22	0.15	0.1	0.05	0.02	0.33	
Units			2130	3703	2810	4668	500	225	130	75	30	15	10	6	4	2	1	100	50	20	10	6	4	2	1	20	
Mix	Market		60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	100.00%	100.00%	100.00%	60.00%	60.00%	60.00%	60.00%	60.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	Intermediate to Buy		10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	0.00%	0.00%	0.00%	10.00%	10.00%	10.00%	10.00%	10.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent		30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	0.00%	0.00%	0.00%	30.00%	30.00%	30.00%	30.00%	30.00%	0.00%	0.00%	0.00%	0.00%	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%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value	E/ha		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	50,000	50,000	50,000	50,000	50,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
	E site		2,582,200	4,489,600	3,407,000	5,659,200	568,200	216,400	99,000	57,000	20,800	9,600	16,500	10,000	6,000	3,500	1,500	1,998,000	834,000	336,000	132,000	90,000	60,000	30,000	12,000	198,000	
Uplift	E/ha		354,000	354,000	354,000	354,000	354,000	354,000	354,000	354,000	354,000	354,000	360,000	360,000	360,000	360,000	360,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
	E site		45,704,940	79,465,920	60,303,900	100,167,840	10,057,140	3,830,280	1,752,300	1,008,900	368,160	169,920	118,800	72,000	43,200	25,200	10,800	399,600	166,800	67,200	26,400	18,000	12,000	6,000	2,400	39,600	
Viability Threshold	E/ha		374,000	374,000	374,000	374,000	374,000	374,000	374,000	374,000	374,000	374,000	410,000	410,000	410,000	410,000	410,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
	E site		48,287,140	83,955,520	63,710,900	105,827,040	10,625,340	4,046,680	1,851,300	1,065,900	388,960	179,520	135,300	82,000	49,200	28,700	12,300	2,397,600	1,000,800	403,200	158,400	108,000	72,000	36,000	14,400	237,600	
Residual Va Gross	E/ha		-1,363,642	-1,363,195	-1,363,037	-1,362,837	277,126	355,361	145,597	156,205	117,797	101,173	356,531	437,827	1,869,941	2,165,575	2,464,633	-56,278	-78,532	-127,883	-206,936	104,732	1,363,656	1,478,369	2,676,177	2,939,475	
	E/ha		-2,479,367	-2,478,616	-2,478,315	-2,477,854	503,720	546,942	194,786	208,030	130,329	112,937	356,531	437,827	1,869,941	2,165,575	2,464,633	-74,962	-97,328	-143,228	-206,936	104,732	1,363,656	1,478,369	2,676,177	2,939,475	
	E site		-176,059,821	-306,009,974	-232,193,326	-385,628,424	7,873,141	3,845,003	720,707	445,184	122,509	48,563	117,655	87,565	224,393	151,590	73,939	-187,405	-109,160	-71,614	-45,526	15,710	136,366	73,918	53,524	970,027	
Additional Profit	E site		-238,397,736	-420,711,535	-323,968,470	-539,440,437	-3,293,575	-233,631	-1,287,421	-697,899	-289,458	-138,304	-18,357	5,940	185,157	128,807	64,179	-2,890,576	-1,209,986	-506,875	-214,913	-95,922	67,524	39,517	40,745	800,028	
	E/m2		-2,274	-2,307	-2,342	-2,347	-134	-21	-202	-188	-197	-190	-37	18	538	560	558	-587	-489	-503	-452	-281	196	212	354	477	











Extracare Green Harrogate		Extracare											
AFFORDABLE %		Greenfield	0%	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
Units	CIL £/m2	0	0	0	0	0	0	0	0	0	0	0	0
1 bed	65 m2	24	24	24	24	24	24	24	24	24	24	24	24
2 bed	80 m2	16	16	16	16	16	16	16	16	16	16	16	16
Saleable Area		2,840	2,840	2,840	2,840	2,840	2,840	2,840	2,840	2,840	2,840	2,840	2,840
Non-saleable	35%	1,529	1,529	1,529	1,529	1,529	1,529	1,529	1,529	1,529	1,529	1,529	1,529
GIA		4,369	4,369	4,369	4,369	4,369	4,369	4,369	4,369	4,369	4,369	4,369	4,369
£/m2	Market £/m2	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
Market £	Market m2	2,840	2,698	2,556	2,414	2,272	2,130	1,988	1,846	1,704	1,562	1,420	1,278
Market £	Market £	11,360,000	10,792,000	10,224,000	9,656,000	9,088,000	8,520,000	7,952,000	7,384,000	6,816,000	6,248,000	5,680,000	5,112,000
Affordable £/m2	Affordable £/m2	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050
Affordable m2	Affordable m2	0	142	284	426	568	710	852	994	1,136	1,278	1,420	1,562
Affordable £	Affordable £	0	149,100	298,200	447,300	596,400	745,500	894,600	1,043,700	1,192,800	1,341,900	1,491,000	1,640,100
Ground Rf	Ground Rf	£3,850	154,000	154,000	154,000	154,000	154,000	154,000	154,000	154,000	154,000	154,000	154,000
Capital Value		11,514,000	11,095,100	10,676,200	10,257,300	9,838,400	9,419,500	9,000,600	8,581,700	8,162,800	7,743,900	7,325,000	6,906,100
Costs	ha	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
£/ha	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Uplift £/ha	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
20%	20%	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Cost	Cost	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000	165,000
Costs on Viability Thresh	Costs	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600
SDLT	SDLT	2,475	2,475	2,475	2,475	2,475	2,475	2,475	2,475	2,475	2,475	2,475	2,475
Strategic Promotion		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Planning		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Construction	/m2	1,294	1,294	1,294	1,294	1,294	1,294	1,294	1,294	1,294	1,294	1,294	1,294
£	£	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785
Infrastructure		848,068	848,068	848,068	848,068	848,068	848,068	848,068	848,068	848,068	848,068	848,068	848,068
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0
Fees		520,148	520,148	520,148	520,148	520,148	520,148	520,148	520,148	520,148	520,148	520,148	520,148
s106		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
CIL		0	0	0	0	0	0	0	0	0	0	0	0
Contingency		162,546	162,546	162,546	162,546	162,546	162,546	162,546	162,546	162,546	162,546	162,546	162,546
Finance Costs		90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000
Sales		402,990	388,329	373,667	359,006	344,344	329,683	315,021	300,360	285,698	271,037	256,375	241,714
Misc		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Subtotal		7,821,612	7,806,950	7,792,289	7,777,627	7,762,966	7,748,304	7,733,643	7,718,981	7,704,320	7,689,658	7,674,997	7,660,336
Interest		273,756	273,243	272,730	272,217	271,704	271,191	270,677	270,164	269,651	269,138	268,625	268,112
Profit % GDV		1,564,322	1,561,390	1,558,458	1,555,525	1,552,593	1,549,661	1,546,729	1,543,796	1,540,864	1,537,932	1,534,999	1,532,067
COSTS		9,659,691	9,641,584	9,623,477	9,605,370	9,587,263	9,569,156	9,551,049	9,532,942	9,514,835	9,496,728	9,478,621	9,460,514
Residual Land Worth		1,854,309	1,453,516	1,052,723	651,930	251,137	-149,656	-550,449	-951,242	-1,352,035	-1,752,828	-2,153,621	-2,554,414
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	3,708,619	2,907,033	2,105,447	1,303,861	502,274	-299,312	-1,100,898	-1,902,484	-2,704,070	-3,505,656	-4,307,242	-5,108,828
Additional Profit		1,689,309	1,288,516	887,723	486,930	86,137	-314,656	-715,449	-1,116,242	-1,517,035	-1,917,828	-2,318,621	-2,719,414
£/m2		595	478	347	202	38	-148	-360	-605	-890	-1,228	-1,633	-2,038



Extracare Green Ripon														
AFFORDABLE %	CIL	£/m2	Extracare											
			0%	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
Units	1 bed 2 bed	65 m2 80 m2	0	24 16	24 16	24 16	24 16	24 16	24 16	24 16	24 16	24 16	24 16	24 16
Saleable Area Non-saleable GIA		35%	2,840 1,529 4,369	2,840 1,529 4,369	2,840 1,529 4,369	2,840 1,529 4,369	2,840 1,529 4,369	2,840 1,529 4,369	2,840 1,529 4,369	2,840 1,529 4,369	2,840 1,529 4,369	2,840 1,529 4,369	2,840 1,529 4,369	2,840 1,529 4,369
	£/m2	Market £/m2 Market £ Affordable £/m2 Affordable £ Ground Rt	4,000 2,840 11,360,000 1,050 0 154,000 11,514,000	4,000 2,840 10,792,000 1,050 0 154,000 11,095,100	4,000 2,840 10,224,000 1,050 284 154,000 10,676,200	4,000 2,840 9,656,000 1,050 426 154,000 10,257,300	4,000 2,840 9,088,000 1,050 568 154,000 9,838,400	4,000 2,840 8,520,000 1,050 710 154,000 9,419,500	4,000 2,840 7,952,000 1,050 852 154,000 9,000,600	4,000 2,840 7,384,000 1,050 994 154,000 8,581,700	4,000 2,840 6,816,000 1,050 1,136 154,000 8,162,800	4,000 2,840 6,248,000 1,050 1,278 154,000 7,743,900	4,000 2,840 5,680,000 1,050 1,420 154,000 7,325,000	4,000 2,840 5,112,000 1,050 1,562 154,000 6,906,100
Costs	Land Used E/ha Uplift £/ha 20% Cost	ha £/ha £/ha %	0.50 25,000 300,000 5,000 165,000	0.50 25,000 300,000 5,000 165,000	0.50 25,000 300,000 5,000 165,000	0.50 25,000 300,000 5,000 165,000	0.50 25,000 300,000 5,000 165,000	0.50 25,000 300,000 5,000 165,000	0.50 25,000 300,000 5,000 165,000	0.50 25,000 300,000 5,000 165,000	0.50 25,000 300,000 5,000 165,000	0.50 25,000 300,000 5,000 165,000	0.50 25,000 300,000 5,000 165,000	0.50 25,000 300,000 5,000 165,000
Costs on Viability Thresh	SDLT Costs	4.0% 1.5%	6,600 2,475	6,600 2,475	6,600 2,475	6,600 2,475	6,600 2,475	6,600 2,475	6,600 2,475	6,600 2,475	6,600 2,475	6,600 2,475	6,600 2,475	6,600 2,475
Strategic Promotion Planning			25,000 50,000	25,000 50,000	25,000 50,000	25,000 50,000	25,000 50,000	25,000 50,000	25,000 50,000	25,000 50,000	25,000 50,000	25,000 50,000	25,000 50,000	25,000 50,000
Construction		£	1,294	1,294	1,294	1,294	1,294	1,294	1,294	1,294	1,294	1,294	1,294	1,294
Infrastructure		15.00%	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785
Abnormals		0.00%	848,068	848,068	848,068	848,068	848,068	848,068	848,068	848,068	848,068	848,068	848,068	848,068
Fees		8.00%	520,148	520,148	520,148	520,148	520,148	520,148	520,148	520,148	520,148	520,148	520,148	520,148
s106		50.00%	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Contingency		2.50%	162,546	162,546	162,546	162,546	162,546	162,546	162,546	162,546	162,546	162,546	162,546	162,546
Finance Costs			90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000
Sales		3.50%	402,990	388,329	373,667	359,006	344,344	329,683	315,021	300,360	285,698	271,037	256,375	241,713
Misc			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Subtotal			7,821,612	7,806,950	7,792,289	7,777,627	7,762,966	7,748,304	7,733,643	7,718,981	7,704,320	7,689,658	7,674,997	7,660,336
Interest		7.00%	273,756	273,243	272,730	272,217	271,704	271,191	270,677	270,164	269,651	269,138	268,625	268,112
Profit % GDV		20.00%	1,564,322	1,561,390	1,558,458	1,555,525	1,552,593	1,549,661	1,546,729	1,543,796	1,540,864	1,537,932	1,534,999	1,532,067
COSTS			9,659,691	9,641,584	9,623,477	9,605,370	9,587,263	9,569,156	9,551,049	9,532,942	9,514,835	9,496,728	9,478,621	9,460,514
Residual Land Worth			1,854,309	1,453,516	1,052,723	651,930	251,137	-149,656	-550,449	-951,242	-1,352,035	-1,752,828	-2,153,621	-2,554,414
Existing Use Value Viability Threshold Residual Value		E/ha E/ha E/ha	25,000 330,000 3,708,619	25,000 330,000 2,907,033	25,000 330,000 2,105,447	25,000 330,000 1,303,861	25,000 330,000 502,274	25,000 330,000 -299,312	25,000 330,000 -1,100,898	25,000 330,000 -1,902,484	25,000 330,000 -2,704,070	25,000 330,000 -3,505,656	25,000 330,000 -4,307,242	25,000 330,000 -5,108,818
Additional Profit £/m2			1,689,309 595	1,288,516 478	887,723 347	486,930 202	86,137 38	-314,656 -148	-715,449 -360	-1,116,242 -605	-1,517,035 -890	-1,917,828 -1,228	-2,318,621 -1,633	-2,719,414 -948

Extracare Brown Harrogate		AFFORDABLE %										
		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%
	Extracare	Brownfield	CIL									
		£/m2	£/m2									
Units	1 bed	65 m2	24	24	24	24	24	24	24	24	24	24
	2 bed	80 m2	16	16	16	16	16	16	16	16	16	16
	Saleable Area		2,840	2,840	2,840	2,840	2,840	2,840	2,840	2,840	2,840	2,840
	Non-saleable	35%	1,529	1,529	1,529	1,529	1,529	1,529	1,529	1,529	1,529	1,529
	GIA		4,369	4,369	4,369	4,369	4,369	4,369	4,369	4,369	4,369	4,369
£/m2	Market £/m2		4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
	Market m2		2,840	2,688	2,556	2,414	2,272	2,130	1,988	1,846	1,704	1,562
	Market £		11,360,000	10,792,000	10,224,000	9,656,000	9,088,000	8,520,000	7,952,000	7,384,000	6,816,000	6,248,000
	Affordable £/m2		1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050
	Affordable m2		0	142	284	426	568	710	852	994	1,136	1,278
	Affordable £		0	149,100	298,200	447,300	596,400	745,500	894,600	1,043,700	1,192,800	1,341,900
	Ground Rf	£3,850	154,000	154,000	154,000	154,000	154,000	154,000	154,000	154,000	154,000	154,000
Capital Value			11,514,000	11,095,100	10,676,200	10,257,300	9,838,400	9,419,500	9,000,600	8,581,700	8,162,800	7,743,900
Costs	Land Used	ha	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
	£/ha		750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000
	Uplift £/ha		0	0	0	0	0	0	0	0	0	0
	20%		150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
Cost			450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000
Costs on Viability Threshold	4.0%		18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000
Costs	1.5%		6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750
Strategic Promotion			25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Planning			50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Construction		£/m2	1,294	1,294	1,294	1,294	1,294	1,294	1,294	1,294	1,294	1,294
£			5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785	5,653,785
Infrastructure	15.00%		848,068	848,068	848,068	848,068	848,068	848,068	848,068	848,068	848,068	848,068
Abnormals	10.00%		565,378	565,378	565,378	565,378	565,378	565,378	565,378	565,378	565,378	565,378
Fees	8.00%		565,378	565,378	565,378	565,378	565,378	565,378	565,378	565,378	565,378	565,378
s106	50.00%		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
CIL			0	0	0	0	0	0	0	0	0	0
Contingency	5.00%		353,362	353,362	353,362	353,362	353,362	353,362	353,362	353,362	353,362	353,362
Finance Costs			90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000
Sales	3.50%		402,990	388,329	373,667	359,006	344,344	329,683	315,021	300,360	285,698	271,037
Misc			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Subtotal			8,624,711	8,624,049	8,609,388	8,594,726	8,580,065	8,565,403	8,550,742	8,536,080	8,521,419	8,506,757
Interest	7.00%		302,355	301,842	301,329	300,815	300,302	299,789	299,276	298,763	298,250	297,737
Profit % GDV	20.00%		1,727,742	1,724,810	1,721,878	1,718,945	1,716,013	1,713,081	1,710,148	1,707,216	1,704,284	1,701,351
COSTS			10,668,808	10,650,701	10,632,594	10,614,487	10,596,380	10,578,273	10,560,166	10,542,059	10,523,952	10,505,845
Residual Land Worth			845,192	444,399	43,606	-357,187	-757,980	-1,158,773	-1,559,566	-1,960,359	-2,361,152	-2,761,945
Existing Use Value	£/ha		750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000
Viability Threshold	£/ha		900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000
Residual Value	£/ha		1,690,384	888,798	87,212	-714,374	-1,515,960	-2,317,546	-3,119,132	-3,920,718	-4,722,304	-5,523,890
Additional Profit			395,192	-5,601	-406,394	-807,187	-1,207,980	-1,608,773	-2,009,566	-2,410,359	-2,811,152	-3,211,945
£/m2			139	-2	-159	-334	-532	-755	-1,011	-1,306	-1,650	-2,056





# Appendix 10 – Development Appraisals, Non-Residential Development

Offices		Greenfield												Brownfield											
	CIL	£/m <sup>2</sup>	0	20	40	60	80	100	120	0	20	40	60	80	100	120									
Income	m <sup>2</sup>		750	2,300	2,300	2,300	2,300	2,300	2,300	750	2,300	2,300	2,300	2,300	2,300	750									
£/m <sup>2</sup>			2,300	1,552,500	1,552,500	1,552,500	1,552,500	1,552,500	1,552,500	750,000	1,552,500	1,552,500	1,552,500	1,552,500	1,552,500	750,000									
Capital Value		90.00%	69,863	69,863	69,863	69,863	69,863	69,863	69,863	69,863	69,863	69,863	69,863	69,863	69,863	69,863									
Buyers Costs		4.50%	1,482,638	1,482,638	1,482,638	1,482,638	1,482,638	1,482,638	1,482,638	1,482,638	1,482,638	1,482,638	1,482,638	1,482,638	1,482,638	1,482,638									
Capital Value			66%	66%	66%	66%	66%	66%	66%	66%	66%	66%	66%	66%	66%	66%									
Costs	Land Used	ha	0.114	0.114	0.114	0.114	0.114	0.114	0.114	0.114	0.114	0.114	0.114	0.114	0.114	0.114									
	£/ha		25,000	25,000	25,000	25,000	25,000	25,000	25,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000									
	Uplift £/ha		300,000	300,000	300,000	300,000	300,000	300,000	300,000	0	0	0	0	0	0	0									
	20.00%		5,000	5,000	5,000	5,000	5,000	5,000	5,000	0	0	0	0	0	0	0									
	Site Cost		37,500	37,500	37,500	37,500	37,500	37,500	37,500	85,227	85,227	85,227	85,227	85,227	85,227	85,227									
	Stamp Duty (on VT)		1,500	1,500	1,500	1,500	1,500	1,500	1,500	3,409	3,409	3,409	3,409	3,409	3,409	3,409									
	Acquisition		563	563	563	563	563	563	563	1,278	1,278	1,278	1,278	1,278	1,278	1,278									
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000									
	Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000									
	Construction	/m <sup>2</sup>	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300									
	£		975,000	975,000	975,000	975,000	975,000	975,000	975,000	975,000	975,000	975,000	975,000	975,000	975,000	975,000									
	Infrastructure	15.00%	146,250	146,250	146,250	146,250	146,250	146,250	146,250	146,250	146,250	146,250	146,250	146,250	146,250	146,250									
	Abnormals	5.00%	89,700	89,700	89,700	89,700	89,700	89,700	89,700	89,700	89,700	89,700	89,700	89,700	89,700	89,700									
	Fees	8.00%	89,700	89,700	89,700	89,700	89,700	89,700	89,700	93,600	93,600	93,600	93,600	93,600	93,600	93,600									
	5.00%		0	0	0	0	0	0	0	0	0	0	0	0	0	0									
	CIL		0	15,000	30,000	45,000	60,000	75,000	90,000	0	15,000	30,000	45,000	60,000	75,000	90,000									
	Contingency	2.5% & 5%	28,031	28,031	28,031	28,031	28,031	28,031	28,031	58,500	58,500	58,500	58,500	58,500	58,500	58,500									
	Finance Costs		15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000									
	Sales	2.50%	19,406	19,406	19,406	19,406	19,406	19,406	19,406	19,406	19,406	19,406	19,406	19,406	19,406	19,406									
	Misc. Financial		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									
	Subtotal		1,305,450	1,320,450	1,335,450	1,350,450	1,365,450	1,380,450	1,395,450	1,391,194	1,406,194	1,421,194	1,436,194	1,451,194	1,466,194	1,481,194									
	Interest	7.00%	45,691	46,216	46,741	47,266	47,791	48,316	48,841	48,692	49,217	49,742	50,267	50,792	51,317	51,842									
	Profit % GDC	20.00%	270,228	273,333	276,438	279,543	282,648	285,753	288,858	287,977	291,082	294,187	297,292	300,397	303,502	306,607									
	COSTS		1,621,369	1,639,999	1,658,629	1,677,259	1,695,889	1,714,519	1,733,149	1,727,863	1,746,493	1,765,123	1,783,753	1,802,383	1,821,013	1,839,643									
	Residual Land Worth	Site	-138,731	-157,361	-175,991	-194,621	-213,251	-231,881	-250,511	-245,225	-263,855	-282,485	-301,115	-319,745	-338,375	-357,005									
	Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000									
	Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000									
	Residual Value	£/ha	-1,220,836	-1,384,780	-1,548,724	-1,712,668	-1,876,612	-2,040,556	-2,204,500	-2,157,981	-2,321,925	-2,485,869	-2,649,813	-2,813,757	-2,977,701	-3,141,645									

Industrial		Greenfield										Brownfield									
CIL	£/m2	0	20	40	60	80	100	120	0	20	40	60	80	100	120						
Income	m2	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		1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150						
Capital Value		1,092,500	1,092,500	1,092,500	1,092,500	1,092,500	1,092,500	1,092,500	1,092,500	1,092,500	1,092,500	1,092,500	1,092,500	1,092,500	1,092,500						
Buyers Costs	4.50%	49,163	49,163	49,163	49,163	49,163	49,163	49,163	49,163	49,163	49,163	49,163	49,163	49,163	49,163						
Capital Value		1,043,338	1,043,338	1,043,338	1,043,338	1,043,338	1,043,338	1,043,338	1,043,338	1,043,338	1,043,338	1,043,338	1,043,338	1,043,338	1,043,338						
Costs	Land Used	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%						
	ha	0.250	0.250	0.250	0.250	0.250	0.250	0.250	0.250	0.250	0.250	0.250	0.250	0.250	0.250						
	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000						
	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	300,000	300,000						
	20.00%	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						
	Site Cost	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500						
Stamp Duty (on VT)	4.00%	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300						
Acquisition	1.50%	1,238	1,238	1,238	1,238	1,238	1,238	1,238	1,238	1,238	1,238	1,238	1,238	1,238	1,238						
Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000						
Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000						
Construction	/m2	808	808	808	808	808	808	808	808	808	808	808	808	808	808						
£		808,000	808,000	808,000	808,000	808,000	808,000	808,000	808,000	808,000	808,000	808,000	808,000	808,000	808,000						
Infrastructure	15.00%	121,200	121,200	121,200	121,200	121,200	121,200	121,200	121,200	121,200	121,200	121,200	121,200	121,200	121,200						
Abnormals	5.00%																				
Fees	8.00%	74,336	74,336	74,336	74,336	74,336	74,336	74,336	74,336	74,336	74,336	74,336	74,336	74,336	74,336						
S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0						
CIL	2.5% & 5%	0	20,000	40,000	60,000	80,000	100,000	120,000	0	20,000	40,000	60,000	80,000	100,000	120,000						
Contingency		23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230						
Finance Costs	2.50%	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		13,656	13,656	13,656	13,656	13,656	13,656	13,656	13,656	13,656	13,656	13,656	13,656	13,656	13,656						
Misc. Financial		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						
Subtotal		1,084,960	1,104,960	1,124,960	1,144,960	1,164,960	1,184,960	1,204,960	1,159,617	1,179,617	1,199,617	1,219,617	1,239,617	1,259,617	1,279,617						
Interest	7.00%	37,974	38,674	39,374	40,074	40,774	41,474	42,174	40,587	41,287	41,987	42,687	43,387	44,087	44,787						
Profit % GDC	20.00%	224,587	228,777	232,967	237,157	241,347	245,537	249,727	240,941	244,181	248,421	252,661	256,901	261,141	265,381						
COSTS		1,347,520	1,372,360	1,397,200	1,422,040	1,446,880	1,471,720	1,496,560	1,440,244	1,465,084	1,489,924	1,514,764	1,539,604	1,564,444	1,589,284						
Residual Land Worth	Site	-304,183	-329,023	-353,863	-378,703	-403,543	-428,383	-453,223	-396,907	-421,747	-446,587	-471,427	-496,267	-521,107	-545,947						
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000						
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000						
Residual Value	£/ha	-1,216,730	-1,316,090	-1,415,450	-1,514,810	-1,614,170	-1,713,530	-1,812,890	-1,567,026	-1,666,386	-1,765,746	-1,865,106	-1,964,466	-2,063,826	-2,163,186						





Distribution		Greenfield										Brownfield									
		CIL	£/m <sup>2</sup>	0	20	40	60	80	100	120	140	0	20	40	60	80	100	120	140		
Income	m <sup>2</sup>		3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000			
£/m <sup>2</sup>			1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150				
Capital Value			3,450,000	3,450,000	3,450,000	3,450,000	3,450,000	3,450,000	3,450,000	3,450,000	3,450,000	3,450,000	3,450,000	3,450,000	3,450,000	3,450,000	3,450,000				
Buyers Costs			155,250	155,250	155,250	155,250	155,250	155,250	155,250	155,250	155,250	155,250	155,250	155,250	155,250	155,250	155,250				
Capital Value			3,294,750	3,294,750	3,294,750	3,294,750	3,294,750	3,294,750	3,294,750	3,294,750	3,294,750	3,294,750	3,294,750	3,294,750	3,294,750	3,294,750	3,294,750				
Costs			40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%				
Land Used	ha		0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750				
£/ha			25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000				
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	300,000	300,000	300,000				
Site Cost			247,500	247,500	247,500	247,500	247,500	247,500	247,500	247,500	247,500	247,500	247,500	247,500	247,500	247,500	247,500				
Stamp Duty (on VT)			9,900	9,900	9,900	9,900	9,900	9,900	9,900	9,900	9,900	9,900	9,900	9,900	9,900	9,900	9,900				
Acquisition			3,713	3,713	3,713	3,713	3,713	3,713	3,713	3,713	3,713	3,713	3,713	3,713	3,713	3,713	3,713				
Strategic Promotion			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000				
Pre Planning			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				
Construction	/m <sup>2</sup>		566	566	566	566	566	566	566	566	566	566	566	566	566	566	566				
£			1,698,000	1,698,000	1,698,000	1,698,000	1,698,000	1,698,000	1,698,000	1,698,000	1,698,000	1,698,000	1,698,000	1,698,000	1,698,000	1,698,000	1,698,000				
Infrastructure			254,700	254,700	254,700	254,700	254,700	254,700	254,700	254,700	254,700	254,700	254,700	254,700	254,700	254,700	254,700				
Abnormals			84,900	84,900	84,900	84,900	84,900	84,900	84,900	84,900	84,900	84,900	84,900	84,900	84,900	84,900	84,900				
Fees			156,216	156,216	156,216	156,216	156,216	156,216	156,216	156,216	156,216	156,216	156,216	156,216	156,216	156,216	156,216				
Site Cost			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
CIL			60,000	60,000	120,000	180,000	240,000	300,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000				
Contingency			48,818	48,818	48,818	48,818	48,818	48,818	48,818	48,818	48,818	48,818	48,818	48,818	48,818	48,818	48,818				
Finance Costs			20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000				
Sales			43,125	43,125	43,125	43,125	43,125	43,125	43,125	43,125	43,125	43,125	43,125	43,125	43,125	43,125	43,125				
Misc. Financial			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000				
Subtotal			2,259,471	2,319,471	2,379,471	2,439,471	2,499,471	2,559,471	2,619,471	2,619,471	2,421,551	2,481,551	2,541,551	2,601,551	2,661,551	2,721,551	2,781,551				
Interest			79,081	81,181	83,281	85,381	87,481	89,581	91,681	91,681	84,754	86,854	88,954	91,054	93,154	95,254	97,354				
Profit % GDC			467,710	480,130	492,550	504,970	517,390	529,810	542,230	542,230	501,261	513,681	526,101	538,521	550,941	563,361	575,781				
COSTS			2,806,263	2,880,783	2,955,303	3,029,823	3,104,343	3,178,863	3,253,383	3,253,383	3,007,566	3,082,086	3,156,606	3,231,126	3,305,646	3,380,166	3,454,686				
Residual Land Worth	Site		488,487	413,967	339,447	264,927	190,407	115,887	41,367	41,367	287,184	212,664	138,144	63,624	-10,896	-85,416	-159,936				
Existing Use Value	£/ha		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000				
Viability Threshold	£/ha		330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000				
Residual Value	£/ha		651,316	551,966	452,596	353,236	253,876	154,516	55,156	55,156	362,912	283,552	184,192	84,832	-14,528	-113,868	-213,248				

Shops - Central		Greenfield										Brownfield									
CIL	£/m <sup>2</sup>	0	20	40	60	80	100	120	0	20	40	60	80	100	120						
Income	m <sup>2</sup>	150	150	150	150	150	150	150	150	150	150	150	150	150	150						
£/m <sup>2</sup>		4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000						
Capital Value		600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000						
Buyers Costs	4.50%	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000						
Capital Value		573,000	573,000	573,000	573,000	573,000	573,000	573,000	573,000	573,000	573,000	573,000	573,000	573,000	573,000						
Costs		80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%						
Land Used	ha	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019						
£/ha		25,000	25,000	25,000	25,000	25,000	25,000	25,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000						
Uplift £/ha		300,000	300,000	300,000	300,000	300,000	300,000	300,000	0	0	0	0	0	0	0						
20.00%		5,000	5,000	5,000	5,000	5,000	5,000	5,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000						
Site Cost		6,188	6,188	6,188	6,188	6,188	6,188	6,188	90,000	90,000	90,000	90,000	90,000	90,000	90,000						
Stamp Duty (on VT)	4.00%	248	248	248	248	248	248	248	3,600	3,600	3,600	3,600	3,600	3,600	3,600						
Acquisition	1.50%	93	93	93	93	93	93	93	1,350	1,350	1,350	1,350	1,350	1,350	1,350						
Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000						
Pre Planning		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						
Construction	/m <sup>2</sup>	829	829	829	829	829	829	829	829	829	829	829	829	829	829						
£		124,350	124,350	124,350	124,350	124,350	124,350	124,350	124,350	124,350	124,350	124,350	124,350	124,350	124,350						
Infrastructure	15.00%	18,653	18,653	18,653	18,653	18,653	18,653	18,653	18,653	18,653	18,653	18,653	18,653	18,653	18,653						
Abnormals	5.00%	6,218	6,218	6,218	6,218	6,218	6,218	6,218	6,218	6,218	6,218	6,218	6,218	6,218	6,218						
Fees	8.00%	11,440	11,440	11,440	11,440	11,440	11,440	11,440	11,938	11,938	11,938	11,938	11,938	11,938	11,938						
S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0						
CIL		0	3,000	6,000	9,000	12,000	15,000	18,000	0	3,000	6,000	9,000	12,000	15,000	18,000						
Contingency	2.5% & 5%	3,575	3,575	3,575	3,575	3,575	3,575	3,575	7,461	7,461	7,461	7,461	7,461	7,461	7,461						
Finance Costs		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	2.50%	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500						
Misc. Financial		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						
Subtotal		200,858	209,858	206,858	209,858	212,858	215,858	218,858	216,069	219,069	222,069	225,069	228,069	231,069	234,069						
Interest	7.00%	7,030	7,135	7,240	7,345	7,450	7,555	7,660	7,562	7,667	7,772	7,877	7,982	8,087	8,192						
Profit % GDC	20.00%	41,578	42,199	42,820	43,441	44,062	44,683	45,304	44,726	45,347	45,968	46,589	47,210	47,831	48,452						
COSTS		249,466	253,192	256,918	260,644	264,370	268,096	271,822	268,357	272,083	275,809	279,535	283,261	286,987	290,713						
Residual Land Worth	Site	323,534	319,808	316,082	312,356	308,630	304,904	301,178	304,643	300,917	297,191	293,465	289,739	286,013	282,287						
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000						
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000						
Residual Value	£/ha	17,255,161	17,056,441	16,857,721	16,659,001	16,460,281	16,261,561	16,062,841	16,247,616	16,048,896	15,850,176	15,651,456	15,452,736	15,254,016	15,055,296						



Shops - Other		Greenfield													
		0	20	40	60	80	100	120	Brownfield						
CIL	£/m <sup>2</sup>	0	20	40	60	80	100	120	0	20	40	60	80	100	120
Income	m <sup>2</sup>	150	150	150	150	150	150	150	150	150	150	150	150	150	150
£/m <sup>2</sup>		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
Capital Value		300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
Buyers Costs	4.50%	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500
Capital Value		286,500	286,500	286,500	286,500	286,500	286,500	286,500	286,500	286,500	286,500	286,500	286,500	286,500	286,500
Costs		80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%
Land Used	ha	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019
£/ha		25,000	25,000	25,000	25,000	25,000	25,000	25,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000
Uplift £/ha		300,000	300,000	300,000	300,000	300,000	300,000	300,000	0	0	0	0	0	0	0
20.00%		5,000	5,000	5,000	5,000	5,000	5,000	5,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
Site Cost		6,188	6,188	6,188	6,188	6,188	6,188	6,188	16,875	16,875	16,875	16,875	16,875	16,875	16,875
Stamp Duty (on VT)	4.00%	248	248	248	248	248	248	248	675	675	675	675	675	675	675
Acquisition	1.50%	93	93	93	93	93	93	93	253	253	253	253	253	253	253
Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Pre Planning		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
Construction	/m <sup>2</sup>	829	829	829	829	829	829	829	829	829	829	829	829	829	829
£		124,350	124,350	124,350	124,350	124,350	124,350	124,350	124,350	124,350	124,350	124,350	124,350	124,350	124,350
Infrastructure	15.00%	18,653	18,653	18,653	18,653	18,653	18,653	18,653	18,653	18,653	18,653	18,653	18,653	18,653	18,653
Abnormals	5.00%								6,218	6,218	6,218	6,218	6,218	6,218	6,218
Fees	8.00%	11,440	11,440	11,440	11,440	11,440	11,440	11,440	11,938	11,938	11,938	11,938	11,938	11,938	11,938
S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0
CIL		0	3,000	6,000	9,000	12,000	15,000	18,000	0	3,000	6,000	9,000	12,000	15,000	18,000
Contingency	2.5% & 5%	3,575	3,575	3,575	3,575	3,575	3,575	3,575	7,461	7,461	7,461	7,461	7,461	7,461	7,461
Finance Costs		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	2.50%	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750
Misc. Financial		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
Subtotal		197,108	200,108	203,108	206,108	209,108	212,108	215,108	208,297	211,297	214,297	217,297	220,297	223,297	226,297
Interest	7.00%	6,899	7,004	7,109	7,214	7,319	7,424	7,529	7,290	7,395	7,500	7,605	7,710	7,815	7,920
Profit % GDC	20.00%	40,801	41,422	42,043	42,664	43,285	43,906	44,527	43,117	43,738	44,359	44,980	45,601	46,222	46,843
COSTS		244,808	248,534	252,260	255,986	259,712	263,438	267,164	258,705	262,431	266,157	269,883	273,609	277,335	281,061
Residual Land Worth	Site	41,692	37,566	34,240	30,514	26,788	23,062	19,336	27,795	24,069	20,343	16,617	12,891	9,165	5,439
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000
Residual Value	£/ha	2,223,561	2,024,841	1,826,121	1,627,401	1,428,681	1,229,961	1,031,241	1,482,825	1,283,705	1,084,585	885,465	687,545	488,625	290,105



Supermarkets		Brownfield											
CIL	£/m <sup>2</sup>	0	20	40	60	80	100	120	140	160	180	200	220
Income	m <sup>2</sup>	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
£/m <sup>2</sup>		3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270
Capital Value		13,080,000	13,080,000	13,080,000	13,080,000	13,080,000	13,080,000	13,080,000	13,080,000	13,080,000	13,080,000	13,080,000	13,080,000
Buyers Costs		588,600	588,600	588,600	588,600	588,600	588,600	588,600	588,600	588,600	588,600	588,600	588,600
Capital Value		12,491,400	12,491,400	12,491,400	12,491,400	12,491,400	12,491,400	12,491,400	12,491,400	12,491,400	12,491,400	12,491,400	12,491,400
Costs		25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%
Land Used	ha	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600
£/ha		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
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
20.00%		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Site Cost		528,000	528,000	528,000	528,000	528,000	528,000	528,000	528,000	528,000	528,000	528,000	528,000
Stamp Duty (on VT)		21,120	21,120	21,120	21,120	21,120	21,120	21,120	21,120	21,120	21,120	21,120	21,120
Acquisition		7,920	7,920	7,920	7,920	7,920	7,920	7,920	7,920	7,920	7,920	7,920	7,920
Strategic Promotion		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Pre Planning		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Construction	/m <sup>2</sup>	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290
£		5,160,000	5,160,000	5,160,000	5,160,000	5,160,000	5,160,000	5,160,000	5,160,000	5,160,000	5,160,000	5,160,000	5,160,000
Infrastructure		774,000	774,000	774,000	774,000	774,000	774,000	774,000	774,000	774,000	774,000	774,000	774,000
Abnormals		774,000	774,000	774,000	774,000	774,000	774,000	774,000	774,000	774,000	774,000	774,000	774,000
Fees		474,720	474,720	474,720	474,720	474,720	474,720	474,720	474,720	474,720	474,720	474,720	474,720
8.00%		0	0	0	0	0	0	0	0	0	0	0	0
S106		0	0	0	0	0	0	0	0	0	0	0	0
CIL		80,000	80,000	160,000	240,000	320,000	400,000	480,000	560,000	640,000	720,000	800,000	880,000
2.5% & 5%		148,350	148,350	148,350	148,350	148,350	148,350	148,350	148,350	148,350	148,350	148,350	148,350
Contingency		148,350	148,350	148,350	148,350	148,350	148,350	148,350	148,350	148,350	148,350	148,350	148,350
Finance Costs		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Sales		163,500	163,500	163,500	163,500	163,500	163,500	163,500	163,500	163,500	163,500	163,500	163,500
2.50%		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Misc. Financial		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Subtotal		6,869,610	6,949,610	7,029,610	7,109,610	7,189,610	7,269,610	7,349,610	7,429,610	7,509,610	7,589,610	7,669,610	7,749,610
Interest		240,436	243,236	246,036	248,836	251,636	254,436	257,236	260,036	262,836	265,636	268,436	271,236
7.00%		1,422,009	1,438,569	1,455,129	1,471,689	1,488,249	1,504,809	1,521,369	1,537,929	1,554,489	1,571,049	1,587,609	1,604,169
Profit % GDC		8,552,056	8,631,416	8,710,776	8,790,136	8,869,496	8,948,856	9,028,216	9,107,576	9,186,936	9,266,296	9,345,656	9,425,016
20.00%		3,959,344	3,859,884	3,760,424	3,661,264	3,562,104	3,463,044	3,364,084	3,265,124	3,166,164	3,067,204	2,968,244	2,869,284
COSTS		8,552,056	8,631,416	8,710,776	8,790,136	8,869,496	8,948,856	9,028,216	9,107,576	9,186,936	9,266,296	9,345,656	9,425,016
Residual Land Worth	Site	3,959,344	3,859,884	3,760,424	3,661,264	3,562,104	3,463,044	3,364,084	3,265,124	3,166,164	3,067,204	2,968,244	2,869,284
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	2,474,590	2,412,460	2,350,330	2,288,200	2,226,070	2,164,040	2,102,010	2,040,080	1,978,050	1,916,020	1,854,090	1,792,060

Smaller Supermarkets		Brownfield															
CIL	£/m <sup>2</sup>	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300
Income	m <sup>2</sup>	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200
£/m <sup>2</sup>		2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670
Capital Value	100.00%	3,204,000	3,204,000	3,204,000	3,204,000	3,204,000	3,204,000	3,204,000	3,204,000	3,204,000	3,204,000	3,204,000	3,204,000	3,204,000	3,204,000	3,204,000	3,204,000
Buyers Costs	4.50%	144,180	144,180	144,180	144,180	144,180	144,180	144,180	144,180	144,180	144,180	144,180	144,180	144,180	144,180	144,180	144,180
Capital Value		3,059,820	3,059,820	3,059,820	3,059,820	3,059,820	3,059,820	3,059,820	3,059,820	3,059,820	3,059,820	3,059,820	3,059,820	3,059,820	3,059,820	3,059,820	3,059,820
Costs	Land Use	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
	ha	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400
	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	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	300,000	300,000	300,000	300,000
	20.00%	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
	Site Cost	132,000	132,000	132,000	132,000	132,000	132,000	132,000	132,000	132,000	132,000	132,000	132,000	132,000	132,000	132,000	132,000
	Stamp Duty (on VT)	4.00%	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280
	Acquisition	1.50%	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980
	Strategic Promotion		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Pre Planning		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
	Construction	/m <sup>2</sup>	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290
	£	1,548,000	1,548,000	1,548,000	1,548,000	1,548,000	1,548,000	1,548,000	1,548,000	1,548,000	1,548,000	1,548,000	1,548,000	1,548,000	1,548,000	1,548,000	1,548,000
	Infrastructure	15.00%	232,200	232,200	232,200	232,200	232,200	232,200	232,200	232,200	232,200	232,200	232,200	232,200	232,200	232,200	232,200
	Abnormals	5.00%															
	Fees	8.00%	142,416	142,416	142,416	142,416	142,416	142,416	142,416	142,416	142,416	142,416	142,416	142,416	142,416	142,416	142,416
	S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL	2.5% & 5%	0	24,000	48,000	72,000	96,000	120,000	144,000	168,000	192,000	216,000	240,000	264,000	288,000	312,000	336,000
	Contingency		44,505	44,505	44,505	44,505	44,505	44,505	44,505	44,505	44,505	44,505	44,505	44,505	44,505	44,505	44,505
	Finance Costs		100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	Sales	2.50%	40,050	40,050	40,050	40,050	40,050	40,050	40,050	40,050	40,050	40,050	40,050	40,050	40,050	40,050	40,050
	Misc. Financial		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	<b>Subtotal</b>		<b>2,184,431</b>	<b>2,208,431</b>	<b>2,232,431</b>	<b>2,256,431</b>	<b>2,280,431</b>	<b>2,304,431</b>	<b>2,328,431</b>	<b>2,352,431</b>	<b>2,376,431</b>	<b>2,400,431</b>	<b>2,424,431</b>	<b>2,448,431</b>	<b>2,472,431</b>	<b>2,496,431</b>	<b>2,520,431</b>
	Interest	7.00%	76,455	77,295	78,135	78,975	79,815	80,655	81,495	82,335	83,175	84,015	84,855	85,695	86,535	87,375	88,215
	Profit % GDC	20.00%	452,177	457,145	462,113	467,081	472,049	477,017	481,985	486,953	491,921	496,889	501,857	506,825	511,793	516,761	521,729
	<b>COSTS</b>		<b>2,713,063</b>	<b>2,742,871</b>	<b>2,772,679</b>	<b>2,802,487</b>	<b>2,832,295</b>	<b>2,862,103</b>	<b>2,891,911</b>	<b>2,921,719</b>	<b>2,951,527</b>	<b>2,981,335</b>	<b>3,011,143</b>	<b>3,040,951</b>	<b>3,070,759</b>	<b>3,100,567</b>	<b>3,130,375</b>
	<b>Residual Land Worth</b>	<b>Site</b>	<b>346,757</b>	<b>316,549</b>	<b>287,141</b>	<b>257,333</b>	<b>227,525</b>	<b>197,717</b>	<b>167,909</b>	<b>137,701</b>	<b>107,493</b>	<b>77,285</b>	<b>47,077</b>	<b>16,869</b>	<b>-13,339</b>	<b>-43,547</b>	<b>-73,755</b>
	Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
	Residual Value	£/ha	866,892	792,372	717,852	643,332	568,812	494,292	419,772	345,252	270,732	196,212	121,692	47,172	-28,348	-103,868	-179,388



Retail Warehouse		Greenfield	0	20	40	60	80	100	120	Brownfield	0	20	40	60	80	100	120
Income	m2		4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
£/m2			2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100
Capital Value	100.00%		8,400,000	8,400,000	8,400,000	8,400,000	8,400,000	8,400,000	8,400,000	8,400,000	8,400,000	8,400,000	8,400,000	8,400,000	8,400,000	8,400,000	8,400,000
Buyers Costs	4.50%		378,000	378,000	378,000	378,000	378,000	378,000	378,000	378,000	378,000	378,000	378,000	378,000	378,000	378,000	378,000
Capital Value			8,022,000	8,022,000	8,022,000	8,022,000	8,022,000	8,022,000	8,022,000	8,022,000	8,022,000	8,022,000	8,022,000	8,022,000	8,022,000	8,022,000	8,022,000
Costs	Land Used	Coverage	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
	ha		1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333
	£/ha		25,000	25,000	25,000	25,000	25,000	25,000	25,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	
	Uplift £/ha		300,000	300,000	300,000	300,000	300,000	300,000	300,000	0	0	0	0	0	0	0	0
	20.00%		5,000	5,000	5,000	5,000	5,000	5,000	5,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	
	Site Cost		440,000	440,000	440,000	440,000	440,000	440,000	440,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	
Stamp Duty (on VT)	4.00%		17,600	17,600	17,600	17,600	17,600	17,600	17,600	48,000	48,000	48,000	48,000	48,000	48,000	48,000	
Acquisition	1.50%		6,600	6,600	6,600	6,600	6,600	6,600	6,600	18,000	18,000	18,000	18,000	18,000	18,000	18,000	
Strategic Promotion			25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	
Pre Planning			20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	
Construction	/m2		649	649	649	649	649	649	649	649	649	649	649	649	649	649	
£			2,596,000	2,596,000	2,596,000	2,596,000	2,596,000	2,596,000	2,596,000	2,596,000	2,596,000	2,596,000	2,596,000	2,596,000	2,596,000	2,596,000	
Infrastructure	15.00%		389,400	389,400	389,400	389,400	389,400	389,400	389,400	389,400	389,400	389,400	389,400	389,400	389,400	389,400	
Abnormals	5.00%		129,800	129,800	129,800	129,800	129,800	129,800	129,800	129,800	129,800	129,800	129,800	129,800	129,800	129,800	
Fees	8.00%		238,832	238,832	238,832	238,832	238,832	238,832	238,832	249,216	249,216	249,216	249,216	249,216	249,216	249,216	
S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	
CIL	2.5% & 5%		0	80,000	160,000	240,000	320,000	400,000	480,000	0	80,000	160,000	240,000	320,000	400,000	480,000	
Contingency			74,635	74,635	74,635	74,635	74,635	74,635	74,635	155,760	155,760	155,760	155,760	155,760	155,760	155,760	
Finance Costs			80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	
Sales	2.50%		105,000	105,000	105,000	105,000	105,000	105,000	105,000	105,000	105,000	105,000	105,000	105,000	105,000	105,000	
Misc. Financial			25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	
Subtotal			3,578,067	3,658,067	3,738,067	3,818,067	3,898,067	3,978,067	4,058,067	3,841,176	3,921,176	4,001,176	4,081,176	4,161,176	4,241,176	4,321,176	
Interest	7.00%		125,232	128,032	130,832	133,632	136,432	139,232	142,032	134,441	137,241	140,041	142,841	145,641	148,441	151,241	
Profit % GDC	20.00%		740,560	757,220	773,780	790,340	806,900	823,460	840,020	795,123	811,683	828,243	844,803	861,363	877,923	894,483	
COSTS			4,443,959	4,543,319	4,642,679	4,742,039	4,841,399	4,940,759	5,040,119	4,770,741	4,870,101	4,969,461	5,068,821	5,168,181	5,267,541	5,366,901	
Residual Land Worth	Site		3,578,041	3,478,681	3,379,321	3,279,961	3,180,601	3,081,241	2,981,881	3,251,259	3,151,899	3,052,539	2,953,179	2,853,819	2,754,459	2,655,099	
Existing Use Value	£/ha		25,000	25,000	25,000	25,000	25,000	25,000	25,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	
Viability Threshold	£/ha		330,000	330,000	330,000	330,000	330,000	330,000	330,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	
Residual Value	£/ha		2,683,531	2,609,011	2,534,491	2,459,971	2,385,451	2,310,931	2,236,411	2,438,445	2,363,925	2,289,405	2,214,885	2,140,365	2,065,845	1,991,325	

Hotel	CIL	£/m <sup>2</sup>	Greenfield										Brownfield									
			0	20	40	60	80	100	120	0	20	40	60	80	100	120						
Income	m <sup>2</sup>		1620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620					
£/m <sup>2</sup>			2,150	2,150	2,150	2,150	2,150	2,150	2,150	2,150	2,150	2,150	2,150	2,150	2,150	2,150	2,150					
Capital Value			3,483,000	3,483,000	3,483,000	3,483,000	3,483,000	3,483,000	3,483,000	3,483,000	3,483,000	3,483,000	3,483,000	3,483,000	3,483,000	3,483,000	3,483,000					
Buyers Costs	4.50%		156,735	156,735	156,735	156,735	156,735	156,735	156,735	156,735	156,735	156,735	156,735	156,735	156,735	156,735	156,735					
Capital Value			3,326,265	3,326,265	3,326,265	3,326,265	3,326,265	3,326,265	3,326,265	3,326,265	3,326,265	3,326,265	3,326,265	3,326,265	3,326,265	3,326,265	3,326,265					
Costs	Land Used	Coverage	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%					
	ha	£/ha	0.405	0.405	0.405	0.405	0.405	0.405	0.405	0.405	0.405	0.405	0.405	0.405	0.405	0.405	0.405					
	Uplift £/ha	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000					
	20.00%	Site Cost	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000					
			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					
			133,650	133,650	133,650	133,650	133,650	133,650	133,650	133,650	133,650	133,650	133,650	133,650	133,650	133,650	133,650					
Stamp Duty (on VT)	4.00%		5,346	5,346	5,346	5,346	5,346	5,346	5,346	5,346	5,346	5,346	5,346	5,346	5,346	5,346	5,346					
Acquisition	1.50%		2,005	2,005	2,005	2,005	2,005	2,005	2,005	2,005	2,005	2,005	2,005	2,005	2,005	2,005	2,005					
Strategic Promotion			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000					
Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000					
Construction	/m <sup>2</sup>		1,545	1,545	1,545	1,545	1,545	1,545	1,545	1,545	1,545	1,545	1,545	1,545	1,545	1,545	1,545					
Infrastructure	£		2,502,900	2,502,900	2,502,900	2,502,900	2,502,900	2,502,900	2,502,900	2,502,900	2,502,900	2,502,900	2,502,900	2,502,900	2,502,900	2,502,900	2,502,900					
Abnormals	15.00%		375,435	375,435	375,435	375,435	375,435	375,435	375,435	375,435	375,435	375,435	375,435	375,435	375,435	375,435	375,435					
Fees	8.00%		230,267	230,267	230,267	230,267	230,267	230,267	230,267	230,267	230,267	230,267	230,267	230,267	230,267	230,267	230,267					
S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
CIL	2.5% & 5%		32,400	64,800	97,200	129,600	162,000	194,400	194,400	194,400	194,400	194,400	194,400	194,400	194,400	194,400	194,400					
Contingency			71,958	71,958	71,958	71,958	71,958	71,958	71,958	71,958	71,958	71,958	71,958	71,958	71,958	71,958	71,958					
Finance Costs	2.50%		30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000					
Sales			43,538	43,538	43,538	43,538	43,538	43,538	43,538	43,538	43,538	43,538	43,538	43,538	43,538	43,538	43,538					
Misc. Financial			15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000					
Subtotal			3,296,448	3,328,848	3,361,248	3,393,648	3,426,048	3,458,448	3,458,448	3,458,448	3,458,448	3,522,517	3,554,917	3,587,317	3,619,717	3,652,117	3,684,517					
Interest	7.00%		115,376	116,510	117,644	118,778	119,912	121,046	122,180	122,180	122,180	123,288	124,422	125,556	126,690	127,824	128,958					
Profit % GDC	20.00%		682,365	689,072	695,778	702,485	709,192	715,899	722,606	722,606	722,606	729,161	735,868	742,575	749,282	755,988	762,695					
COSTS			4,094,189	4,134,430	4,174,671	4,214,911	4,255,152	4,295,393	4,295,393	4,295,393	4,295,393	4,374,967	4,415,207	4,455,448	4,495,689	4,535,930	4,576,171					
Residual Land Worth	Site		-767,924	-808,165	-848,406	-888,646	-928,887	-969,128	-969,128	-969,128	-969,128	-1,048,702	-1,088,942	-1,129,183	-1,169,424	-1,209,665	-1,249,906					
Existing Use Value	£/ha		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000					
Viability Threshold	£/ha		330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000					
Residual Value	£/ha		-1,896,109	-1,995,469	-2,094,829	-2,194,189	-2,293,549	-2,392,909	-2,392,909	-2,392,909	-2,392,909	-2,589,387	-2,688,747	-2,788,107	-2,887,467	-2,986,827	-3,086,187					

**HDH Planning and Development Ltd** is a specialist planning consultancy providing evidence to support planning authorities, land owners and developers. The firm is regulated by the RICS.

The main areas of expertise are:

- Community Infrastructure Levy (CIL)
- District wide and site specific Viability Analysis
- Local and Strategic Housing Market Assessments and Housing Needs Assessments
- Future Housing Numbers Analysis (post RSS target setting)

HDH Planning and Development have clients throughout England and Wales.

**HDH Planning and Development Ltd**  
Registered in England Company Number 08555548  
Clapham Woods Farm, Keasden, Nr Clapham, Lancaster. LA2 8ET  
[simon@hdhplanning.co.uk](mailto:simon@hdhplanning.co.uk) 015242 51831

