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**Broads Authority Viability Appraisal of the
Broads Local Plan**

Hamson Barron Smith Limited
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Broads Authority Viability Appraisal of the Broads Local Plan

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Executive Summary

This viability study is part of the evidence base for the Broads Authority Local Plan. Firstly, it assesses the viability of types of sites submitted through the Site allocations Part of the Local Plan. Secondly it assesses whether policies in the Local Plan will adversely affect the viability of development proposed in the Site allocations Part of the Local Plan or the delivery of other developments in the plan period.

To do this, the study takes into account the costs of adopted policy requirements in the Broads Authority and the *current* Joint Core Strategy for Broadland, Norwich and South Norfolk (JCS) as a standard for modelling.

As proposed by the Harman Guidance on this issue, this is a high level study which seeks to assess general development viability rather than site specific issues.

This has been a desk-top exercise based on information provided by The Broads Authority supplemented with information and assumptions provided by Hamson Barron Smith to inform The Broads Authority's ongoing work to inform the policies of the Local Plan. The high level viability testing does not review previous work undertaken by The Broads Authority.

It needs to be stressed that small changes in assumptions can have a significant impact on viability and this report does not reflect site specific circumstances. In addition, this report is not intended to prescribe land values or other assumptions or substitute considerations required for site specific developments. National and local policy changes in the future are likely to change, but this report does not make any assumptions on future policy.

The modelled sites cover a range of development situations in terms of scale and location as well as a variety of densities. A total of 16 hypothetical schemes were modelled, including options, from 3 dwellings up to 100 dwellings.

National Planning Policy Framework (NPPF) states that to ensure viability a development should provide competitive returns to a willing landowner and willing developer. A competitive return to a developer is one that provides a sufficient return for the developer to continue a successful and resilient business through the economic cycle; taking account of the risk profile of the business and its development programme within the current policy environment.

The measure of viability used in this study is profit on revenue where revenue is the calculated gross development value (GDV). Profit requirements will vary from developer to developer but analysis indicates that operating margin targets for housebuilders are 15-20% on GDV. We have used 15% as the minimum profit level and consider that those schemes generating a profit on revenue of 15% or above are economically viable. The results of our viability modelling are set out in the table below:

Broads Authority Viability Appraisal of the Broads Local Plan

Ref	Scheme	Revenue (GDV)	Build Costs incl. off site	Site Cost	Interest	Profit	Profit/Revenue
1	3 dwellings, offsite £50K	£910,870	£571,494	£172,476	£38,740	£103,111	11.32%
2	4 dwellings, offsite £50K	£1,201,554	£738,161	£229,968	£50,063	£150,319	12.51%
3	5 dwellings	£1,492,238	£854,767	£269,493	£56,076	£270,865	18.15%
4	5 dwellings M4(2)	£1,492,238	£865,492	£269,493	£56,870	£259,346	17.38%
5	5 dwellings, offsite £50K	£1,492,238	£915,492	£269,493	£59,117	£207,099	13.88%
6	5 dwellings, offsite £70K	£1,492,238	£935,492	£269,493	£60,008	£186,208	12.48%
7	6 dwellings, offsite £50K	£1,821,740	£1,099,072	£304,369	£69,320	£298,881	16.41%
8	6 dwellings, offsite £70K	£1,821,740	£1,119,072	£304,369	£70,211	£277,990	15.26%
9	7 dwellings, offsite £70K	£2,112,424	£1,298,939	£335,370	£80,367	£339,656	16.08%
10	7 dwellings, offsite £140K	£2,112,424	£1,365,603	£335,370	£82,963	£270,396	12.80%
11	8 dwellings, offsite £70k	£2,441,926	£1,479,884	£363,107	£89,564	£442,218	18.11%
12	8 dwellings, offsite £140k	£2,441,926	£1,549,884	£363,107	£92,681	£369,101	15.12%
13	9 dwellings, offsite £140K	£2,771,428	£1,733,315	£369,591	£100,702	£491,606	17.74%
14	10 dwellings, 33% affordable	£2,693,971	£1,694,495	£391,990	£100,198	£433,204	16.08%
15	20 dwellings, 33% affordable	£5,100,305	£3,131,761	£689,903	£295,553	£842,830	16.53%
16	100 dwellings, 33% affordable	£23,059,769	£13,646,608	£2,874,597	£840,063	£5,064,357	21.96%

The Broads Authority can seek planning obligations and affordable housing commuted sum contributions from small schemes of 6 to 10 dwellings. 'Off site' refers to these commuted sums and, taking advice from North Norfolk and South Norfolk Councils, sums of £50,000 and £70,000 were modelled.

Planning policy for the Greater Norwich area states that 33% of new homes should be made affordable and this is the standard that we have adopted and modelled for larger schemes.

M4(2) is an optional design standard that the Broads Authority intend to introduce in policy to improve accessibility of homes built in the Broads area.

The viability modelling demonstrates that:

- Accessible housing designed and constructed to Building Regulations Approved Document M4(2) standard is viable for 20% of dwellings in schemes of 5 or above.
- Financial contributions in lieu of on-site provision of affordable housing are only viable for schemes of 6 to 9 dwellings with a single commuted sum of £70,000 for 6 and 7 dwelling schemes; rising to sums of £140,000 for 8 and 9 dwelling schemes.
- On site provision of affordable housing at 33% threshold is viable for schemes of 10 dwellings and over.

Policies have been assessed and modelled on the basis of current costs and values. The Local Plan will cover a period of 20 years and both the policies in the plan and the assumptions and values in our report should therefore be kept under review to ensure that the future supply of development sites is not prejudiced.

1 Introduction

This viability study is part of the evidence base for the Broads Authority Local Plan. Firstly, it assesses the viability of types of sites submitted through the Site allocations Part of plan. Secondly it assesses whether policies in the Local Plan will adversely affect the viability of development proposed in the Site allocations Part of plan or the delivery of other developments in the plan period.

This has been a desk-top exercise based on information provided by The Broads Authority supplemented with information and assumptions provided by Hamson Barron Smith to inform The Broads Authority's ongoing work to inform the policies of the Local Plan. The high level viability testing does not review previous work undertaken by The Broads Authority. This is the final and updated version of the report following consultation and internal review. The principle changes are as follows:

- Additional models (viability appraisals) added for small schemes below 10 dwellings.
- The 100 dwelling model previously made assumptions on house price inflation through to April 2019. All schemes are now modelled at current prices.
- No allowance for developer finance in previous models contrary to report statement. Now included in appraisals.
- No allowance for small site premium in previous models contrary to report statement. Now included in appraisals.
- Additional build costs included for M4(2) compliance.
- External works rate changed to flat 15%. Previously 10% for small schemes rising to 20% on largest scheme.
- Preliminaries changed to flat 14%. Previously 20% for all.
- GDVs updated to 2018 prices and uplift added for new home premium.
- Site costs changed with much reduced density on smaller schemes. Cost per acre kept at £349,000 regardless of scheme size.
- Professional fees tiered with reduced percentage on largest scheme. Previously flat 10%.
- Profit target for viability reduced to 15%.

1.1 Limitations

It needs to be stressed that small changes in assumptions can have a significant impact on viability and this report does not reflect site specific circumstances. In addition, this report is not intended to prescribe land values or other assumptions or substitute considerations required for site specific developments. National and local policy changes in the future are likely to change, but this report does not make any assumptions on future policy.

This report makes a number of assumptions based on current policy requirements and whilst it should be noted that every scheme is different, the assumptions are in line with the *Harman Report*¹ and deemed reasonable in terms of making this viability overview and further informing The Broads Authority's policy development.

This report has been prepared for the stated objective and should not be used for any other purpose without the prior written authority of Hamson Barron Smith; we accept no responsibility or liability for the consequences of this report being used for a purpose other than for which it was commissioned.

To the extent that the document is based on information supplied by others Hamson Barron Smith accepts no liability for any loss or damage suffered by the client or others who choose rely on it.

¹ Viability Testing Local Plans. Advice for planning practitioners, Local Housing Delivery Group, Chaired by Sir John Harman June 2012
<http://www.nhbc.co.uk/NewsandComment/Documents/filedownload.47339.en.pdf>

In no way does this study provide formal valuation advice; it provides an overview not intended for other purposes nor to over-ride particular site considerations as the The Broads Authority's policies continue to be applied practically from case to case.

1.2 Scope

Our understanding of the scope is:

“to assess the financial viability of the new Broads Local Plan and produce a Financial Viability Appraisal Report and to provide necessary professional advice to the Authority throughout the plan making process. The viability work must meet the requirements of the NPPF and the NPPG1. The NPPF at paragraph 173 says: ‘...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.’”

Our approach to the brief is to provide:

- Prepare a draft Broads Authority specific Financial Viability Appraisal Report for consultation with stakeholders.
- Review the Financial Viability Appraisal Report post-consultation
- Prepare a Financial Viability Appraisal Report to accompany the Publication of the Broads Local Plan prior to its submission to the Planning Inspectorate for examination
- As required, advise on Responses to Representations following the publication of the Broads Local Plan and to attend hearings

Excluded from the scope are:

- Housing for older people – Housing with Care
- Non residential
- Self Build specific or site specific costs. It is assumed that Self Build to be same cost as residential in the viability model and not assessed as a separate cost.
- An appraisal on CIL. The Community Infrastructure Levy (CIL) is a planning charge based on legislation that came into force on 6 April 2010. The levy allows local authorities in England and Wales to raise contributions from development to help pay for infrastructure that is needed to support planned development. The Broads Authority do not levy CIL charge for any planning submission.

1.3 Hamson Barron Smith

Hamson Barron Smith, part of the NPS Group, is an integrated design and building consultancy founded on the principles of quality, innovation, respect and trust.

We operate from a national network of key strategic geographic hubs: London, Brighton, Exeter, Haywards Heath, Norwich and Leeds.

The core services we provide are architecture, surveying, building services engineering, engineering and strategic development and consultancy. Our commercial and public sector clients come to us because they require an innovative approach from people they can trust, who understand their aims, then deliver an affordable and timely solution with exceptional quality.

1.4 Structure of the Report

This report is set out as follows:

Chapter 2 reviews the requirements for viability testing based on the Harman Guidance

Chapter 3 outlines the approach to our methodology, assumptions and appraisals

Chapter 4 reviews the draft local plan and its impact on viability

Chapter 5 reviews the key findings from viability testing

2 Viability testing

The requirement to assess viability forms part of the National Planning Policy Framework (NPPF2012). In March 2012 the Government published National Planning Practice Guidance (PPG), in the form of a website. The PPG is a live document that is subject to regular updating and change. It cancels a number of pre-existing guidance documents and contains sections on plan-making, viability and CIL.

2.1 NPPF on viability

The NPPF2012 introduced a requirement to assess the viability of the delivery of Local Plan and the impact on development of policies contained within it. The NPPF2012 includes the following requirements:

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 deliverable².

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 evidence³.

This requirement to test viability in the NPPF2012 is a 'broad brush'; it is not a requirement that every site should be able to incorporate all of the local authority's requirements. The Council or authority should be able to show, with a reasonable degree of confidence, that the Development Plan is deliverable.

2.1.1 Delivery of Development

The NPPF2012 states⁴:

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;*

² http://planningguidance.communities.gov.uk/blog/policy/achieving-sustainable-development/plan-making/#paragraph_173

³ http://planningguidance.communities.gov.uk/blog/policy/achieving-sustainable-development/plan-making/#paragraph_174

⁴ http://planningguidance.communities.gov.uk/blog/policy/achieving-sustainable-development/delivering-sustainable-development/6-delivering-a-wide-choice-of-high-quality-homes/#paragraph_47

- *identify and update annually a supply of specific deliverable⁵ 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, developable⁶ 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.*

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

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 Authority's existing viability evidence base.

2.1.2 Planning Practice Guidance (PPG) on viability

The PPG states:

How should viability be assessed in plan-making?

Local Plans and neighbourhood plans should be based on a clear and deliverable vision of the area. Viability assessment should be considered as a tool that can assist with the development of plans and plan policies. It should not compromise the quality of development but should ensure that the Local Plan vision and policies are realistic and provide high level assurance that plan policies are viable.

Development of plan policies should be iterative – with draft policies tested against evidence of the likely ability of the market to deliver the plan's policies, and revised as part of a dynamic process.

Evidence should be proportionate to ensure plans are underpinned by a broad understanding of viability. Greater detail may be necessary in areas of known marginal viability or where the evidence suggests that viability might be an issue – for example in relation to policies for strategic sites which require high infrastructure investment.⁷

⁵ 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.

⁶ 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.

⁷ PPG ID: 10-005-20140306 http://planningguidance.communities.gov.uk/blog/guidance/viability-guidance/viability-and-plan-making/#paragraph_005

The PPG does not prescribe a single approach for assessing viability. The NPPF2012 and the PPG both set out the policy principles relating to viability assessments and the PPG acknowledges that:

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 available⁸.

In addition, The PPG does not require every site to be tested and suggest site typologies may be used:

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 relies⁹.

2.2 Land Values

Both the RICS Guidance and the PPG make it clear that when considering land value that this must be done in the context of current and emerging policies:

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'¹⁰

In all cases, estimated land or site value should: ...reflect emerging policy requirements and planning obligations and, where applicable, any Community Infrastructure Levy charge¹¹

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

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 evidence¹²

⁸ PPG ID: 10-003-20140306 http://planningguidance.communities.gov.uk/blog/guidance/viability-guidance/viability-a-general-overview/#paragraph_002

⁹ PPG ID: 10-006-20140306 http://planningguidance.communities.gov.uk/blog/guidance/viability-guidance/viability-a-general-overview/#paragraph_006

¹⁰ Box 7, Page 12, RICS Guidance http://www.pas.gov.uk/c/document_library/get_file?uuid=0c6ecae8-2330-4b7d-b43f-8ed0d8f4cf2f&groupId=332612

¹¹ PPG ID 10-014-20140306 http://planningguidance.communities.gov.uk/blog/guidance/viability-guidance/viability-a-general-overview/#paragraph_014

¹² PPG ID 04-014-20140306 http://planningguidance.communities.gov.uk/blog/guidance/viability-guidance/viability-a-general-overview/#paragraph_004

There is guidance on Land Values and competitive returns from the RICS:

Competitive returns - A term used in paragraph 173 of the NPPF2012 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 project¹³.

And also from the NPPF2012:

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 policy¹⁴

2.3 Harman report on viability

The Harman Report¹⁵ defines whole plan viability as follows:

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 proposed¹⁶.

In the case of housing, a Local Plan can be said to be deliverable if sufficient sites are viable to deliver the plan’s housing requirement over the plan period. However, the approach to Local Plan level viability assessment does not require all sites in the plan to be viable. *The Harman Report* suggested that whole plan viability:

- *does not require a detailed viability appraisal of every site anticipated to come forward over the plan period. Because of the potentially widely different economic profiles of sites within a local area, this advice suggests a more proportionate and practical approach in which local authorities create and test a range of appropriate site typologies reflecting the mix of sites upon which the plan relies¹⁷.*

¹³ RICS Guidance, Financial viability in Planning, Page 43 http://www.pas.gov.uk/c/document_library/get_file?uuid=0c6ecae8-2330-4b7d-b43f-8ed0d8f4cf2f&groupId=332612

¹⁴ PPG ID: 10-015-20140306 http://planningguidance.communities.gov.uk/blog/guidance/viability-guidance/viability-a-general-overview/#paragraph_010

¹⁵ Viability Testing Local Plans. Advice for planning practitioners, Local Housing Delivery Group, Chaired by Sir John Harman June 2012 <http://www.nhbc.co.uk/NewsandComment/Documents/filedownload.47339.en.pdf>

¹⁶ Ibid, page 6

¹⁷ Ibid, page 11

- *rather it is to provide high level assurance that the policies with the plan are set in a way that is compatible with the likely economic viability of development needed to deliver the plan¹⁸.*
- *A plan-wide test will only ever provide evidence of policies being ‘broadly viable’. The assumptions that need to be made in order to carry out a test at plan level mean that any specific development site may still present a range of challenges that render it unviable given the policies in the Local Plan, even if those policies have passed the viability test at the plan level. This is one reason why our advice advocates a ‘viability cushion’ to manage these risks¹⁹.*
- *Given the complexities of development across a whole plan area and whole plan period, planning authorities will need to take a proportionate approach and be realistic about the resources available for an assessment, which will necessarily limit the precision of assessments. Assessments depend heavily on the nature and quality of assumptions made²⁰.*
- *While this document should help authorities and their partners make well-informed assumptions, there will inevitably be assumptions for which it is harder to source data and/or where information is more contested²¹.*
- *While there are many benefits to the collaborative approach set out below, the different drivers and objectives of stakeholders will inevitably lead to issues on which it is not possible to reach agreement and where approaches to viability may differ²².*
- *Assessments are carried out at a particular point in time and are therefore limited by the data and information available at that time. This will inevitably limit the value of those assessments in informing plan policies that will be set for the long-term²³.*

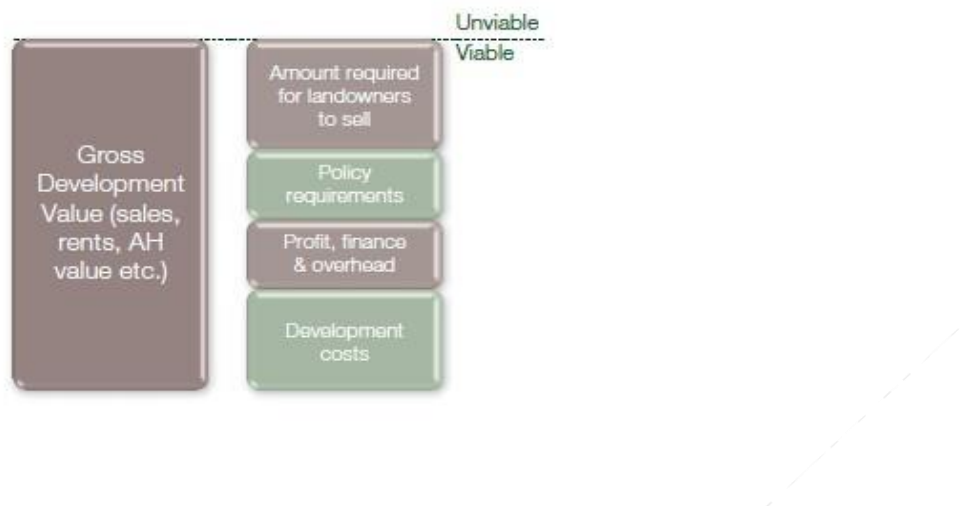
2.4 Approach used for the development viability appraisals

All of the development appraisals were modelled using Pro Dev software by Interproperty Systems Ltd. A total of 16 appraisals were produced for inclusion in this report.

There is an absence of any statutory technical guidance on viability testing, therefore this report and modelling used follows the *Harman Report* approach. The format of a typical appraisal is:

¹⁸ Ibid page 15
¹⁹ Ibid page 18
²⁰ Ibid page 18
²¹ Ibid page 18
²² Ibid page 18
²³ Ibid page 18

Basic outline of elements required for a viability assessment



In the above graphic, the left hand bar illustrates the income generated from a scheme – the Gross Development Value (GDV). GDV values are set by the market rather than by the developer or local authority and the developer has no control over sales or rental values. The right hand bars detail the costs of a development. The developer has relatively little control over the costs of development, namely construction and fees which are also determined by the market and or national policy. 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. The developer can determine the level of profit, but this, too, is determined by the market and the timing and costs of finance.

A set of viability assessments for the potential strategic development sites can be developed which is then built into the cash flow modelling to assess viability through the lifetime of the development.

The purpose of this report and modelling is to identify the impact of policies and their related costs to determine whether they are generally financially viable.

2.5 Residential site typologies for viability testing

The aim of this report is to test the viability of the Broads Authority policies rather than to assess the effects of viability on specific development sites. The typologies modelled reflect broadly the emerging work on the Local Plan for the Broads Authority as well as typical small scale development which may come forward during the plan period. The typologies are seeking to capture the generality rather than the specific.

The modelled sites cover a range of development situations in terms of scale and location as well as a variety of densities. A total of 16 hypothetical schemes were modelled, including options, from 3 dwellings up to 100 dwellings.

Ref	Scheme
1	3 dwellings, offsite £50K
2	4 dwellings, offsite £50K
3	5 dwellings
4	5 dwellings M4(2)
5	5 dwellings, offsite £50K
6	5 dwellings, offsite £70K
7	6 dwellings, offsite £50K
8	6 dwellings, offsite £70K
9	7 dwellings, offsite £70K
10	7 dwellings, offsite £140K
11	8 dwellings, offsite £70k
12	8 dwellings, offsite £140k
13	9 dwellings, offsite £140K
14	10 dwellings, 33% affordable
15	20 dwellings, 33% affordable
16	100 dwellings, 33% affordable

3 Appraisal Assumptions and Methodology

This chapter considers the costs and other assumptions required to produce financial appraisals for the development sites and typologies.

3.1 Gross Development Value assumptions

Gross development values (GDV) have been derived from average house prices for Broads areas extracted from Zoopla in £ per square foot and converted to £ per square metre.

Table 2 below details sales values for areas across the Broads Authority Area. Values are current at November 2018.

Houses Average £ per sq ft				
	Detached	Semi detached	Terraced	Flats
Acle	£217	£231	£205	£214
Beccles	£245	£241	£213	£228
Brundall	£253	£253	£186	£198
Bungay	£226	£221	£214	£193
Burgh Castle	£206	-	£225	-
Filby	£234	£208	-	-
Gillingham	£244	£245	£207	-
Horning	£284	£240	£374	-
Horsey	-	-	-	-
Loddon	£259	£241	£231	£303
Ludham	£244	£357	£264	-
Ormesby St Michael	£224	£235	£270	-
Oulton	£198	£177	£217	-
Potter Heigham	£231	£224	-	-
Reedham	£216	£256	£239	-
Runham	£236	-	-	-
Somerleyton	£226	-	£177	-
Stalham	£205	£185	£183	£179
Wroxham	£330	£244	£271	-
Average £/ft ²	£238	£237	£232	£219
Average £/m ²	£2,558	£2,553	£2,494	£2,359

The average £/m² GDV rates have been applied to build areas to calculate likely sales revenue for each unit. It is generally recognised that developers can achieve a premium value for new build homes over comparable second hand homes. Premiums will vary by location, size of development and specification. We have applied a 15% uplift to average GDV rates as follows:

Unit Type	m ²	Unit GDV	New Home Uplift	Affordable @ 60%	Starter @ 80%
4 bed	112	£286,523	£329,502	£197,701	£263,601
3 bed	99	£252,769	£290,684	£174,411	£232,547
2 bed	70	£174,606	£200,797	£120,478	£160,638
1 bed	50	£117,956	£135,649	£81,389	£108,519

3.2 Development Costs

3.2.1 Site Costs

Land valuations are difficult to model in a way that can be modelled generally rather than specifically as each site has its own characteristics. The VOA's property market review provides information on the typical land values for the area, but the last published property market review is for 2011.

The table below based on local research was presented to agents, developers and contractors at the consultation meeting on Friday January 13th 2017 at County Hall. Feedback suggested the values were too high and agents were invited to provide evidence that would demonstrate that the values in this report needed adjustment.

One national agent provided land valuations when crossed referenced to the valuations provided in an earlier draft of this was found to be 13% higher. Given the difficulty in accessing accurate and recent land valuations the following amendments to the viability model and report were made:

First, all land valuations that were outside the Greater Norwich Local Plan area were excluded.

Second, an average of the 11 valuations was calculated which produced a higher land value but within RICS guidance of a 10% higher or lower range.

Location	Acres	Hectares	Cost	£/Ha	£/acre
26-36 Rose Lane Norwich	2.62	1.059	£450,000	£424,929.18	£172,036.10
Acle	0.59	0.24	£238,143	£1,004,824	£406,812
Brundall	13	5.26	£3,800,000	£722,000.00	£292,307.69
Eversley Rd Hellesdon	4.3	1.74	£2,305,000	£1,324,712.64	£536,046.51
Norfolk, Manningthorpe	2.72	1.10	£180,000	£163,636	£66,250
Norwich,			£1,000,000	£1,250,000	£506,073
Poringland	16.77	6.79	£8,550,000	£1,259,302.33	£509,839.00
Queens Hill, Costessey	7.6	3	£2,280,000	£760,000.00	£300,000.00
Station Road, Eccles Road, Norwich	2.47	1.00	£650,000	£650,000	£263,158
The Woodlands, NR15	0.99	0.40	£390,000	£975,000	£394,737
Yarmouth Rd. Blofield	2.9	1.18	£1,130,000	£957,627.12	£389,655.17
average of 11				£862,912	£348,810

We have assumed, for modelling purposes, that there is an average land value which a development if policy compliant will result in a profit/loss. The reality is that the developer will negotiate with the land owner and local planning authority to reach the acceptable level of profit.

Using information provided by current market offerings, the following threshold value has been used for calculating site costs: £862,912 per hectare or £349,000 per acre

3.2.2 Construction costs: baseline costs

BCIS cost assumptions have been used and cross referenced to other local authorities.

Source	Estate Housing costs/m2
Breckland	£940/m2 ²⁴
North Herts DC	£1,082m/2 ²⁵
BCIS Q42016 mean	
Detached	£1034m/2-£1050m/2
Semi detached	£987m/2-£1031m/2
Terraced	£1050m/2-£1063m/2
HBS model	£1050/m2

This report and modelling assumes £1050m2 as the baseline build costs

This report and modelling also makes the following adjustments to smaller schemes based on the assumptions made in the report: *Housing development: the economics of small sites – the effect of project size on the cost of housing construction (August 2015)*²⁶
 The above study concluded that the construction price for schemes of 1 to 5 units was about 13% higher than 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.

This report and modelling assumes a 6% uplift in construction prices for developments up to 9 units.

3.2.3 Construction costs: affordable dwellings

No additional construction costs are associated with affordable dwellings.

3.2.4 Other normal development costs

Other site costs such as roads, drainage and services within the site, parking, footpaths, landscaping and other external costs will depend on individual site circumstances. Schemes are modelled on the basis of 15% of build costs including the small site premium.

²⁴ Breckland Council Local Plan Viability Assessment - February 2016

²⁵ North Hertfordshire District Council, Local Plan Viability Assessment – Update Draft Report (DSP v5) July 2016

²⁶ <http://www.fsb.org.uk/docs/default-source/Publications/reports/bcis.pdf?sfvrsn=0>

3.2.5 Abnormal development costs

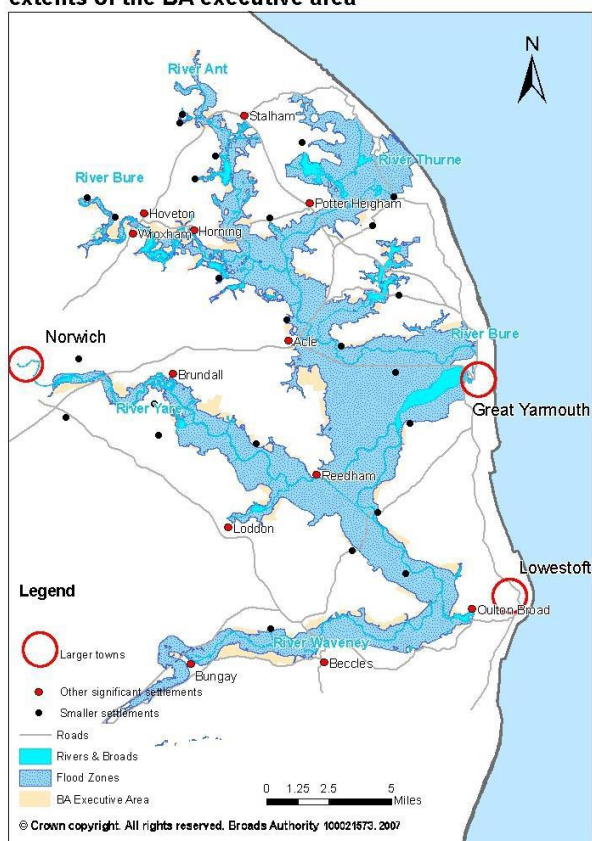
Abnormal development costs might include:

- demolition of substantial existing structures;
- flood prevention measures at waterside locations;
- remediation of any land contamination;
- remodelling of land levels;

In the case of the Broads Authority, *flood prevention measures at waterside locations* is a potential cost for developments in the area. However, we have assumed that net new housing will not be built on areas which are liable to flooding.

There is no additional allowance for flood resilience or flood protection measures in our build costs and we presume that there is sufficient allowance in the fee costs to cover pre-application investigations which would include flood risk assessments.

Flood Risk Map **Flood Zones 2 & 3 cover the same extents of the BA executive area**

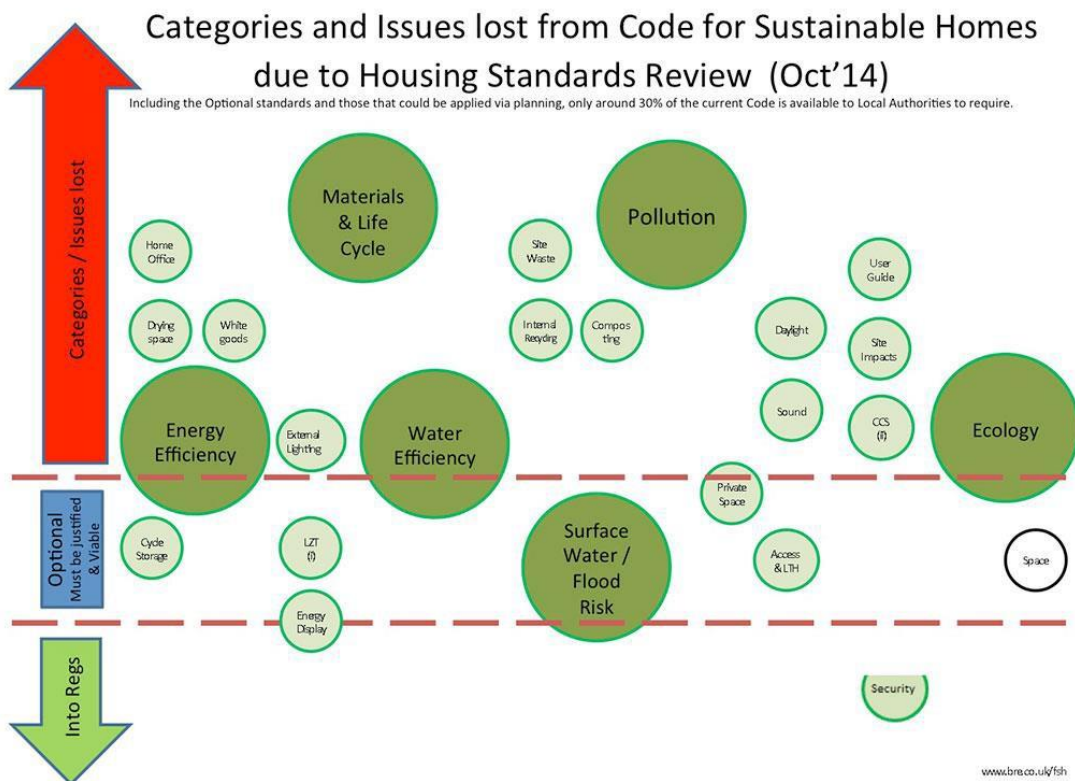


3.3 Impact of Changes to National Policy

There have been a number of policy changes that impact viability. On 27 March 2015 the government announced a new approach to the setting of technical housing standards in England²⁷.

This was followed by the publication of a new set of streamlined national technical standards. In addition, on 10th July 2015 in the *Fixing the Foundations Productivity Report*²⁸ the Government announced that it was not proceeding with the zero carbon policy and proposed that policy currently covered by the Code for Sustainable Homes be included within building regulations/national standards or to be removed as policy.

Only an element of Security is going into mandatory Building Regulations. The Government is proposing that the higher standards for water efficiency (although still below what could be achieved under the Code) and access become “optional regulations” within the Building Regulations. For clarity, at most, including the optional requirements, around 30% of the current Code is available to local authorities to require through the updated/new Building Regulations.



²⁷ <https://www.gov.uk/government/publications/2010-to-2015-government-policy-building-regulation/2010-to-2015-government-policy-building-regulation#appendix-5-technical-housing-standards-review>

²⁸ <https://www.gov.uk/government/publications/fixing-the-foundations-creating-a-more-prosperous-nation>

3.3.1 Water

Building Regulations Part G include an 'optional' requirement of 110 l/p/day for new residential development which shall be implemented through local policy. The Broads Authority Local Plan applies this policy.

There is a nominal cost for achieving compliance with the standard of 110 litres per person per day (lpppd) is and it is therefore assumed that this cost is included in our build costs²⁹.

3.3.2 Energy

Initially, The Government's 2007 Building a greener future: policy statement confirmed all new homes would be zero carbon by 2016. It set out the path to zero carbon, which was to be achieved through staged improvements to Building Regulations in 2010, 2013 and 2016. In the *Fixing the Foundations Productivity Report* the Government announced that it *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.*

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.

However, policy guidance from the government is not clear cut as the Written Ministerial Statement makes it clear that local planning authorities are able to continue to set energy performance standards that exceed the requirements of Building Regulations until the commencement of the amendments to the Planning and Energy Act 2008 which have not taken place at the time of print.

Some authorities have taken the view that it is technically feasible and viable to have a higher energy performance for developments:

In addition, BREEAM 'excellent' is being proposed as the construction standard for such development, which includes minimum standards related to reduction of energy use and carbon emissions, these minimum standards are referenced in this policy rather than referring to Building Regulations³⁰

...the requirements set out in the Planning Act related to climate change adaptation and mitigation and the requirement set out in paragraph 94 of the NPPF2012 which requires local planning authorities to adopt "proactive strategies to mitigate and adapt to climate change, taking full account of flood risk, coastal change and water supply and demand considerations". While there are no nationally described standards for residential development, the Council will be supportive of schemes that seek to utilise standards such as the BRE's Home Quality Mark, the Passivhaus Standard or Leadership in Energy and Environmental Design (LEED). The development of bespoke standards for new housing and non-residential development would also be supported.³¹

This report does not take a view on which approach the Broads Authority wishes to take and has undertaken no other sensitivity testing in relation to zero carbon policies such as Passivhaus on the basis that the Government has delayed the introduction of national zero

²⁹ Extra over costs of attaining water efficiency standards of 110lpppd are in the region of £6-£9 per dwelling according to the DCLG

³⁰ RD/MC/140 Cambridge Local Plan Proposed Modifications (March 2016) p21-23
https://www.scambs.gov.uk/sites/default/files/cambridge_lp_-_schedule_of_mods_rd-mc-140.pdf

³¹ Ibid p21-23

carbon policy and the scrapping of the allowable solutions element of national policy.

In this report it was assumed that there would be no continued increase in environmental standards and we are satisfied that the construction costs of £1050m2 are cautious.

3.3.3 Nationally Described Space Standards

The Government’s Technical Housing Standards³² have introduced national space standards for C3 housing which can be used in a Local Plan policy subject to local authorities’ justifying the case for their application on the basis of need and viability. The two new optional Building Regulations on access are available for local authorities to apply to housing of any tenure, subject to need and viability considerations underpinning the local plan policy.

The national space standards have been included in the modelling for this viability update as a standard assumption.

Table 1 - Minimum gross internal floor areas and storage (m²)

Number of bedrooms(b)	Number of bed spaces (persons)	1 storey dwellings	2 storey dwellings	3 storey dwellings	Built-in storage
1b	1p	39 (37) *			1.0
	2p	50	58		1.5
2b	3p	61	70		2.0
	4p	70	79		
3b	4p	74	84	90	2.5
	5p	86	93	99	
	6p	95	102	108	
4b	5p	90	97	103	3.0
	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	4.0
	8p	125	132	138	

3.3.4 Access to and use of Buildings

The Government’s *Housing Standards Review* has also resulted in changes being made with reference to Lifetime Homes and the Wheelchair Housing Design Standard. Accessibility is now incorporated into Part M of Building Regulations, applied by Local Planning Authorities as conditions and checked for implementation through the Building Control process.

Again, as with residential space standards, there needs to be *evidence for both need and viability*.

The Broads policy requires developers to consider if it is appropriate for proposed dwellings to be designed and built to meet the optional Building Regulation M4(2) or M4(3) standards.

The DCLG Housing Standards Review August 2013 examines the relationship between space and accessibility standards and assesses the impact of both M4(2) (Level 2) and

³² https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/524531/160519_Nationally_Described_Space_Standard_Final_Web_version.pdf

M4(3) (Level 3) on minimum gross internal areas.

Level 2 represents an intermediate accessible and adaptable housing standard between Building Regulation standard and the Wheelchair Housing Design Guide. Additional design requirements at Level 2 include, for example, a 300mm nib at the leading edge of entrance doors and a clear 1500mm turning circle inside the entrance of the dwelling. The resulting increase in floor area requirements varies according to dwelling type and number of storeys. We have assumed that there will, on average, be an increase of 7m² to gross internal floor area.

The modelling and report assumes 20% of dwellings to meet Part M4(2) standards. The additional cost is determined by applying the base build cost of £1,050/m² to the increased floor area of 7m². Compliance with M4(2) standard is considered viable on all developments with 5 or more dwellings.

3.5 Density

Development densities are not prescribed in Broads policy but can have considerable impact on site costs. A density of 25 dwellings per hectare is typical of policy in neighbouring authorities. Site costs in our viability models assume densities from 15dph for the 3 and 4 dwelling schemes up to 30 dph for the 100 dwelling scheme.

Assumptions are set out below. Refer to report section 3.2.1 for information on site cost calculations.

Scheme	Density	Site Cost
3 dwellings	15 dph	£ 172,476
4 dwellings	15 dph	£ 229,968
5 dwellings	16 dph	£ 269,493
6 dwellings	17 dph	£ 304,369
7 dwellings	18 dph	£ 335,370
8 dwellings	19 dph	£ 363,107
9 dwellings	21 dph	£ 369,591
10 dwellings	22 dph	£ 391,990
20 dwellings	25 dph	£ 689,903
100 dwellings	30 dph	£ 2,874,597

3.6 Affordable Housing Policy

Affordable housing has clear definitions, but there has been policy flux in relation to affordable housing thresholds and whether the government wishes to change the affordable housing definitions.

Affordable Housing Policy in the Broads Authority is determined by district council policy, subject to any exemptions specific to the Broads Authority.

3.3.1 Current Definitions

The Government currently defines affordable housing as follows:

Affordable housing: Social rented, affordable rented and intermediate housing, provided to eligible households whose needs are not met by the market. Eligibility is determined with regard to local incomes and local house prices. Affordable housing should include provisions to remain at an affordable price for future eligible households or for the subsidy to be recycled for alternative affordable housing provision.

Social rented housing is owned by local authorities and private registered providers (as defined in section 80 of the Housing and Regeneration Act 2008), for which guideline target rents are determined through the national rent regime. It may also be owned by other persons and provided under equivalent rental arrangements to the above, as agreed with the local authority or with the Homes and Communities Agency.

Affordable rented housing is let by local authorities or private registered providers of social housing to households who are eligible for social rented housing. Affordable Rent is subject to rent controls that require a rent of no more than 80% of the local market rent (including service charges, where applicable).

Intermediate housing is homes for sale and rent provided at a cost above social rent, but below market levels subject to the criteria in the Affordable Housing definition above. These can include shared equity (shared ownership and equity loans), other low cost homes for sale and intermediate rent, but not affordable rented housing. Homes that do not meet the above definition of affordable housing, such as “low cost market” housing, may not be considered as affordable housing for planning purposes.³³

3.3.2 November 2014 Ministerial Statement on Affordable housing thresholds

In November 2014, following a Ministerial Statement and the subsequent Court of Appeal decision in May 2016 the revised s106 and affordable housing threshold based on a national minimum development size are as follows:

- *contributions should not be sought from developments of 10-units or less, and which have a maximum combined gross floor space of no more than 1000sqm (gross internal area).*
- *In designated rural areas, local planning authorities may choose to apply a lower threshold of 5-units or less. No affordable housing or tariff-style contributions should then be sought from these developments. In addition, in a rural area where the lower 5-unit or less threshold is applied, affordable housing and tariff style contributions should be sought from developments of between 6 and 10-units in the form of cash payments which are commuted until after completion of units within the development. This applies to rural areas described under section 157(1) of the Housing Act 1985, which includes National Parks and Areas of Outstanding Natural Beauty.*
- *Affordable housing and tariff-style contributions should not be sought from any development consisting only of the construction of a residential annex or extension to an existing home*
- *Additionally, local planning authorities should not seek section 106 affordable housing contributions, including any tariff-based contributions to general infrastructure pots, from developments of Starter Homes. Local planning authorities will still be able to seek other section 106 contributions to mitigate the impact of development to make it acceptable in planning terms, including addressing any necessary infrastructure.*

The Broads Authority affordable housing policy applies from developments of 6 dwellings or more and commuted sums will be sought for schemes from 6-9 dwellings. The sums have been determined following advice from North Norfolk District and South Norfolk Councils and will apply as follows:

6 or 7 dwellings – 1 x £70,000

8 or 9 dwellings – 2 x £70,000

³³ <http://planningguidance.communities.gov.uk/blog/policy/achieving-sustainable-development/annex-2-glossary/>

3.3.3 Current Policy

Current affordable housing policy in the Broads Authority is detailed below.

District	Document	Policy
Great Yarmouth	Core Strategy (2015)	<ul style="list-style-type: none"> Sub area 1: 20% on sites of 5 or more. Sub area 2: 10% on sites of 5 or more Sub area 3: 10% on sites of 15 or more
North Norfolk	Core Strategy (2008)	<ul style="list-style-type: none"> 10 or more dwellings or sites of more than 0.33 hectares in Principal and Secondary Settlements, not less than 45%. 2 or more units or on sites larger than 0.1 hectares in Service Villages and Coastal Service Villages, not less than 50%
Broadland	Joint Core Strategy (2011 and 2014)	<ul style="list-style-type: none"> The proportion of affordable housing, and mix of tenure sought will be based on the most up to date needs assessment for the plan area. At the adoption of this strategy the target proportion to meet the demonstrated housing need is: <ul style="list-style-type: none"> on sites for 5-9 dwellings (or 0.2 – 0.4 ha), 20% with tenure to be agreed on a site by site basis (numbers rounded, upwards from 0.5) on sites for 10-15 dwellings (or 0.4 – 0.6 ha), 30% with tenure to be agreed on a site by site basis (numbers rounded, upwards from 0.5) on sites for 16 dwellings or more (or over 0.6 ha) 33% with approximate 85% social rented and 15% intermediate tenures (numbers rounded, upwards from 0.5)
Norwich		
South Norfolk		
Waveney	Development Management Policies (2011)	<ul style="list-style-type: none"> From the start of 2015 planning applications for 5 to 14 dwellings inclusive shall provide 35% affordable housing on-site or provide an equivalent off-site financial contribution for affordable housing elsewhere. Outside the Area Action Plan area of Lake Lothing planning applications for proposals of 15 or more dwellings shall provide a minimum of 35% on-site affordable housing.

This report and modelling assumes the Joint Core Strategy affordable housing policy to test viability.

3.3.4 Housing & Planning Act 2016

The introduction of the *Housing and Planning Act 2016* (which became law in May 2016) has a number of potential implications for viability and affordable housing policy. Government announcements have indicated that the paragraph:

Homes that do not meet the above definition of affordable housing, such as “low cost market” housing, may not be considered as affordable housing for planning purposes may be changed so that low cost market homes may be treated as affordable homes for the purposes of planning. Section 159 of the new Housing and Planning Act 2016 states:

(1) Regulations made by the Secretary of State may impose restrictions or conditions on the enforceability of planning obligations entered into with regard to the provision of—

1. (a) affordable housing, or
2. (b) prescribed descriptions of affordable housing.

(2) Regulations under this section—

3. (a) may make consequential, supplementary, incidental, transitional or saving provision;
4. (b) may impose different restrictions or conditions (or none) depending on the size,

scale or nature of the site or the proposed development to which any planning obligations would relate.

- (3) *This section does not apply in relation to a planning obligation if—*
- (a) planning permission for the development was granted wholly or partly on the basis of a policy for the provision of housing on rural exception sites, or*
 - (b) the obligation relates to development in a National Park or in an area designated under section 82 of the Countryside and Rights of Way Act 2000 as an area of outstanding natural beauty.*
- (4) *In this section “affordable housing” means new dwellings in England that—*
- (a) are to be made available for people whose needs are not adequately served by the commercial housing market, or*
 - (b) are starter homes within the meaning of Chapter 1 of Part 1 of the Housing and Planning Act 2016 (see section 2 of that Act)³⁴.*

For simplicity, this report and modelling assumes affordable rents and starter homes to test viability

3.7 Fees

Viability appraisals include allowances for professional fees and statutory application fees. We have assumed a combined rate of £1,113 per unit for Planning and Building Regulation fees.

Professional fees will vary according to development size with reductions in percentage fees expected on larger schemes. Professional fees in our appraisals are intended to allow for a full design team comprising Architect, Quantity Surveyor, Mechanical and Electrical Design Engineers, Structural and Civil Engineers and Principal Designer roles.

We have assumed 10% for the whole professional team on the smaller schemes reducing to 7% on the larger scheme. In practice, we have experienced local fee levels at lower percentages for housing design on larger schemes such as the 100 dwelling appraisal. A slight reduction in percentage on the larger schemes will only increase profitability and viability but in reality it is the smaller schemes where viability is more borderline and where fees levels will be proportionately higher.

There should be sufficient allowance in our percentage totals to cover pre-application costs including commissioning of specialist surveys. For example, arboricultural surveys, site investigations, noise impact assessments, and ecological studies.

3.8 Contingencies

A generic average of 5% for contingency has been adopted but in practice it will vary for site to site.

3.9 CIL Contributions and the costs of infrastructure

The Broads Authority does not levy a CIL charge and this report and modelling therefore makes zero allowance for contributions to infrastructure projects.

³⁴ Housing & Planning Act 2016 <http://www.legislation.gov.uk/ukpga/2016/22/contents/enacted>

3.10 Other Appraisal Assumptions

3.10.1 VAT

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

3.10.2 Interest rate

Our appraisals assume 7% p.a. for total debit balances, we have made no allowance for any equity provided by the developer.

3.10.3 Sales fees

This report and modelling have taken a simplistic approach and assumed an allowance 1.75% for selling agents' commission and 1% for legal fees in connection with sales.

3.11 Developers' profit

An allowance needs to be made for developers' profit / return and to reflect the risk of development. The RICS's *'Financial Viability in Planning'* (August 2012), the *Harman Report* Viability Testing Local Plans, Advice for planning practitioners (June 2012), and the *HCA's Economic Appraisal Tool* all set out different approaches.

The Harman Report states:

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).

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.

The HCA's Economic Appraisal Tool – states:

*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.*

Developer profit levels are commercially sensitive information and where percentage profit figures are quoted they are always accompanied by a qualification. We have

obtained information on threshold profit levels set by other planning authorities as below.

Viability thresholds used elsewhere	
Local Authority	Developer's Profit
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%

A Briefing Note prepared by Savills in March 2017 presents evidence of what represents a competitive return to a willing developer. The Savills report **Residential Development Margin** concludes that operating margin targets for housebuilders are 15-20% on gross development value before overheads.

This report assumes the developer's profit is the expected and reasonable level of return that a private developer would expect to achieve from a specific development scheme. We assume a minimum profit of 15% in the Broads Authority area applied to site GDV with residential developer margin expressed as a percentage of GDV.

The HCA guidance suggested that:

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.

Whereas the Harman Report states when taking into account GDV:
The value received by the developer for affordable housing will also need to be included. As emphasised above, when considering information on sales values and rates, care should be taken to reflect current market conditions having regard to net sales revenues achieved rather than asking prices³⁵.

This report and modelling follows the Harman Guidance and assumes that social rent dwellings are sold at 60% of open market values and that starter homes are sold at 80% of open market values.

³⁵ Viability Testing Local Plans. Advice for planning practitioners, Local Housing Delivery Group, Chaired by Sir John Harman June 2012 <http://www.nhbc.co.uk/NewsandComment/Documents/filedownload,47339,en.pdf>

3.12 Summary of Viability Model Inputs and Assumptions

Gross Development Values	Based on the information above, this report and modelling assumes only one GDV scenario using average sales figures per ft ² converted to m ² and applied to proposed build areas.
Site Costs	Using information provided by current market offerings, a value of £349,000 per acre is used for all schemes.
Typologies	Housing schemes upwards of 3 dwellings have been modelled with larger site models for 10, 20 and 100 dwelling schemes.
Build Costs	This report and modelling assumes £1050m ² applied to gross internal floor area as the baseline build cost.
Small Site Premium	This report and modelling assumes a 6% uplift in construction prices for developments up to but not including 10 units.
External costs	Site costs such as roads, drainage and services within the site, parking, footpaths, landscaping and other external costs will depend on individual site circumstances. We have assumed a flat 15% of base build cost for all schemes.
Water	This report assumes the level of compliance is 110 litres per person per day (lpppd). It is assumed that the nominal cost required to achieve this standard is included in the base build cost.
Space standards	The national space standards have been used to determine gross internal floor areas of dwellings.
Access standards	Our modelling and assumes 20% of dwellings to meet Part M4(2) standards from 5 dwelling schemes and above.
Fees	Variable
Contingency	A generic average of 5% for contingency has been adopted
CIL	Broads Authority does not levy a CIL charge.
VAT	For simplicity it has been assumed throughout, that either VAT does not arise, or that it can be recovered in full.
Interest rate	7% p.a. for total debit balances, we have made no allowance for any equity provided by the developer.
Sales Costs	Sales agent at 1.75% and legal fees associated with sales at 1% of revenue.
Developer Profit	15%-20% GDV based on previous agreed assumptions

Affordable Housing assumptions	
Affordable Housing Policy	<p>This report and modelling assumes the Joint Core Strategy affordable housing policy to test viability.</p> <p>This report and modelling assumes that affordable housing policy applies from developments of five dwellings or more.</p>
Affordable Housing tenure	For simplicity, this report and modelling assumes 85% social rents and 15% starter homes to test viability.
Affordable Housing profit/revenue	Affordable rent dwellings are sold at 60% of open market values and that starter homes are sold at 80% of open market values.

4 Local Plan Requirements

In order to be able to identify the full implications of local policies on development viability, this report reviews the policy requirements within the Draft Broads Authority Local Plan to identify those that may have a cost implication and hence an impact on viability.

The policies have been assessed to determine whether there is likely to be a cost implication over and above that required by the market to deliver the defined development. For those policies where there will be, or could be, a cost implication, this report states whether the viability model includes or excludes them.

However, it should be stressed that only the impacts of plan wide policies have been modelled.

Core Strategy Policy	Does the policy have a cost implication?	Summary of Development Management and Strategic Policies	Viability testing implication?
Policy PUBSP1: DCLG/PINS Model Policy	no		
Water and Flooding			
Policy PUBDM1: Water Quality and Foul Drainage	potentially	Development will only be permitted where it can be demonstrated that it will not have an adverse impact on waterbodies, including surface and ground water, in terms of quality and quantity. This should include the requirements of the Water Framework Directive and Habitats Regulations.	Additional costs assumed covered by external works and contingency allowances
Policy PUBDM2: Boat wash down facilities	potentially	Where development is proposed for recreational boating club facilities (new, rebuild or extensions) that increase the use of the club, there will be a requirement to designate and sign a suitable area for wash-down of vessels as part of good biosecurity practice.	Excluded as site specific
Policy PUBDM3: Water Efficiency	no	All new/replacement/converted dwellings served by Anglian Water Services will be designed to have a water demand equivalent to 110 litres per head per day.	Extra over costs of attaining water efficiency standards of 110lpppd are in the region of £6-£9 per dwelling according to the DCLG and should be covered by base build costs.

Core Strategy Policy	Does the policy have a cost implication?	Summary of Development Management and Strategic Policies	Viability testing implication?
Policy PUBDM4: Development and Flood Risk	potentially	<p>Development within the Environment Agency’s flood risk zones will only be acceptable when it:</p> <ul style="list-style-type: none"> i) Is compatible with national policy and when the sequential test and the exception test, where applicable, have been satisfied; ii) a site specific Flood Risk Assessment, where required, demonstrates an acceptable flood risk and/or suitable flood protection mitigation measures are incorporated into the proposals, where necessary, which can be satisfactorily implemented; and iii) Would not affect the ability for future flood alleviation projects to be undertaken. 	<p>Costs of risk assessment assumed to be covered by professional fee allowances. Note that modelled schemes are not site specific.</p>
Policy PUBSP2: Strategic Flood Risk Policy	potentially	<p>All new development will be located to minimise flood risk, mitigating any such risk through design and management measures, and ensuring that flood risk to other areas is not materially increased.</p> <p>All new development will incorporate appropriate surface water drainage mitigation measures, and will implement sustainable drainage (SuDS) principles, to minimise its own risk of flooding and to not materially increase the flood risk to other areas. Particular care will be required in relation to habitats designated as being of international, national, regional and local importance in the area and beyond which are water sensitive.</p> <p>Development proposals that would have an unacceptable adverse impact on flood risk management will be refused.</p>	<p>Additional build costs assumed covered by external works and contingency allowances. Costs of risk assessment assumed to be covered by professional fee allowances. Note that modelled schemes are not site specific.</p>
Policy PUBDM5: Surface water run-off	Potentially	<p>With the exception of minor developments all developments will demonstrate that they have incorporated measures to attenuate surface water run-off in accordance with a drainage hierarchy for rainwater so that, in order of priority, they:</p> <ul style="list-style-type: none"> a) continue natural discharge processes; b) store water for later use; c) adopt infiltration techniques in areas of suitable porosity; d) store water in open water features for gradual release to a watercourse; e) store water in sealed water features for gradual release to a watercourse; f) discharge direct to a watercourse; g) discharge direct to a surface water drain; 	<p>Additional build costs assumed covered by external works and contingency allowances. Costs of risk assessment assumed to be covered by professional fee allowances. Note that modelled schemes are not site specific.</p>

Core Strategy Policy	Does the policy have a cost implication?	Summary of Development Management and Strategic Policies	Viability testing implication?
		h) discharge direct to a combined sewer.	
Open Space (land and water), Play and Allotments			
Policy PUBDM6: Open Space on land, play, sports fields and allotments	possibly	Existing Provision. See map bundles Development that would result in the loss of existing sport, recreational, allotment or amenity open space will only be permitted if it can be demonstrated through a local assessment.	Off-site contributions to amenity land excluded on basis that each constituent council has a different policy. Contributions will be site specific.
Green Infrastructure			
Policy PUBDM7: Green Infrastructure	possibly	There is an expectation that new development proposals will enhance, and integrate with, the local green infrastructure network. Development shall contribute to the delivery and management of green infrastructure that meets the needs of communities and biodiversity both within and beyond the proposal boundaries, including establishment of new and enhancement of existing green infrastructure.	External works are included and good design should mitigate against costs
Climate Change			
Policy PUBSP3: Climate Change	no	The Authority welcomes positives actions from development which enables a move to a low carbon economy and society and helps biodiversity to adapt to climate change.	Viability model assumes no uplift from Building Regulations
Policy PUBDM8: Climate Smart Checklist	possibly	Development proposals with residential and/or commercial elements (which would result in new build, replacement, change of use or an increasing in floor space) must demonstrate how climate change has been taken account of in the scheme with the submission of a Climate Smart Checklist	Viability model assumes no uplift from Building Regulations
Soils			
Policy PUBSP4: Soils	possibly	Proposals shall address the following in relation to soils in the Broads: i) protect the best and most versatile agricultural land, defined as Grades 1, 2 and 3a of the Agricultural Land Classification; ii) address decontamination where needed in order to improve quality; iii) re-use top soil locally;	Additional build costs assumed covered by external works and contingency allowances. Costs of site investigation

		iv) take particular care in the transportation and disposal of soil during development to prevent possible movement of invasive species; and	assumed to be covered by professional fee allowances. Note that modelled schemes are not site specific.
Policy PUBDM9: Peat Soils	possibly	Sites of peat will be protected, enhanced and preserved. Where it is considered necessary in cases where development coincides with the location of peat an evaluation will be required in relation to palaeoenvironments, archaeology and potential carbon content.	Excluded as site specific
Heritage and Historic Assets			
Policy PUBDM10: Heritage Assets	possibly	The Broads Authority will protect and enhance its historic environment. Key buildings, structures and features which contribute to the Broads' character and distinctiveness will be protected from inappropriate development or change. Appropriate development proposals that bring into use or remove an asset from the heritage at risk register will be supported.	Excluded as site specific.
Policy PUBSP5:. Historic Environment	possibly	All development will be expected to protect, preserve or enhance the significance and setting of historic, cultural and architectural heritage assets and elements of the wider historic environment that give the Broads its distinctive character.	Excluded as site specific
Policy PUBDM11: Re-use of Historic Buildings	possibly	The re-use, conversion or change of use of a building or structure which is a heritage asset (designated or non-designated)	Excluded as site specific
Biodiversity			
Policy PUBSP6: Biodiversity	possibly	Development will protect the value and integrity of nature conservation interest and objectives of European, international, national and local nature conservation designations paying attention to habitats and species including ecological networks and habitat corridors, especially linking fragmented habitats of high wildlife value	Excluded as site specific
Policy PUBDM12: Natural Environment	yes	All development shall: a) Protect biodiversity value and minimise the fragmentation of habitats; b) Maximise opportunities for restoration and enhancement of natural habitats; c) Incorporate beneficial biodiversity and geological conservation features	Excluded as site specific. Please refer to Policy PODM8: Green Infrastructure

Core Strategy Policy	Does the policy have a cost implication?	Summary of Development Management and Strategic Policies	Viability testing implication?
		where appropriate; and d) Include green infrastructure where appropriate.	
Renewable Energy			
Policy PUBDM13: Energy demand and performance	no	Development is required to take a 'fabric first' approach and reduce overall energy demand through its design, layout and orientation. Then proposals are also required to maximise the use of energy efficiency and energy conservation measures.	Base cost to cover construction to Part L standards only
Policy PUBDM14: Renewable Energy	no	Renewable energy proposals should be of a scale and design appropriate to the locality	Site specific exclusion
Landscape Character			
Policy PUBSP7: Landscape Character	no	Development proposals will ensure that the location or intensity of the use or activity is appropriate to the character and appearance of the Broads and pay particular attention to the defining and distinctive qualities of the varied positive landscape characteristics areas and the character, appearance and integrity of the historic and cultural environment.	Site specific exclusion
Policy PUBDM15: Development and Landscape	possibly	Development proposals which conserve and enhance the key landscape characteristics of the Broads and comply with other relevant policies, in particular, Policy PUBDM40 (design) will be permitted.	Site specific exclusion
Policy PUBDM16: Land Raising	possibly	Schemes that propose to raise land are required to justify this approach as well as explaining what other options to address the issue that land raising seeks to resolve have been discounted and why.	Site specific exclusion
Policy PUBDM17: Excavated material	possibly	All proposals are required to ensure excavated material arising as a result of a scheme is disposed of according to the following hierarchy. Justification for the approach adopted is required.	Site specific exclusion
Policy PUBDM18: Utilities Infrastructure Development	possibly	Proposals for the erection of utilities infrastructure and associated development will only be permitted where: a) The proposal has an essential role in the provision of a regional and national network; b) There is no opportunity for undergrounding or no suitable alternative locations	Site specific exclusion

Core Strategy Policy	Does the policy have a cost implication?	Summary of Development Management and Strategic Policies	Viability testing implication?
		outside the Broads protected landscape; c) There is no unacceptable impact on the character of the locality, the wider landscape and the amenity of neighbours; d) Full consideration has been given to the opportunities for sharing a site, mast, pole or facility with existing utilities infrastructure already in the area and the least environmentally intrusive option has been selected; e) It is of a scale and design appropriate to the Broads f) The proposal is in conformity with the latest national guidelines on radiation protection; and g) It would not adversely affect protected species or habitats.	
Policy PUBDM19: Protection and enhancement of settlement fringe landscape character	no	Proposals for development lying within settlement fringe areas shall be informed by and be sensitive to the distinctive characteristics and special qualities of the Broads landscape, and should contribute to the active conservation, enhancement and restoration of these landscapes.	
Amenity			
Policy PUBDM20: Amenity	possibly	All new development, including alterations and extensions to existing buildings, will be expected to provide the occupiers/users with a satisfactory level of amenity. Development will not be permitted if it would have an unacceptable impact on the amenity of existing or potential neighbouring properties or uses.	Densities used to arrive at site costs should allow for satisfactory levels of amenity land.
Light Pollution			
Policy PUBDM21: Light pollution and dark skies	no	The tranquillity and dark sky experience of the Broads will be maintained and improved.	
Transport			
Policy PUBSP12: Getting to the Broads	no	Improvements to transportation to access facilities, services and settlements within the Broads will be sought in a manner and at a level which is compatible with sustainability objectives.	

Core Strategy Policy	Does the policy have a cost implication?	Summary of Development Management and Strategic Policies	Viability testing implication?
Policy PUBSP13: Getting around the Broads	no	Safe recreational access to both land and water and between the water's edge and the water will be protected and improved	
Policy PUBDM21: Transport, highways and access	no	Development proposals that need to be accessed by land shall: <ul style="list-style-type: none"> a) Be assessed in terms of their impact upon the highway network in respect of traffic capacity, highway safety and environmental impact of generated traffic. As appropriate, mitigation will be required including off-site works, points of access, visibility and turning facilities; b) Incorporate opportunities for increased sustainable public access by a choice of transport modes including by bus, train, foot, bicycle or horse, including where possible new access to CROW access land; c) Provide parking in accordance with the relevant adopted standards; d) Where appropriate, be accompanied by a Travel Plan that seeks to improve the accessibility of the developments by non-car modes, the implementation of which will be secured by planning condition or obligation; and e) Avoid any adverse effect on protected species or habitat. 	
Policy PUBDM23: Recreation Facilities Parking Areas	no	Proposals for slipways, boat launches and recreation routes are required to consider how users will access these facilities with access by public transport, walking and cycling being preferred where practicable.	
Employment			
Policy PUBSP10: A prosperous local economy.		Proposals that contribute towards sustainable economic growth, prosperity and employment will be supported subject to other policies in this local plan, there being no adverse impacts on the special qualities of the Broads and there being sufficient infrastructure to accommodate proposals. <p>In order to support and strengthen the local and rural economy the Authority will:</p> <ul style="list-style-type: none"> i) Support a stock of premises that are suitable for a variety of business activities, for businesses of differing sizes, and available on a range of terms and conditions for businesses with differing resources; ii) protect sites and properties in employment uses from redevelopment resulting in a loss of employment, by supporting and promoting appropriate diversification; 	

Core Strategy Policy	Does the policy have a cost implication?	Summary of Development Management and Strategic Policies	Viability testing implication?
		and iii) seek an increase in employment opportunities for local residents, including training and apprenticeships.	
Policy PUBSP11: Waterside sites	possibly	A network of waterside sites in employment and commercial use will be maintained throughout the Broads providing: i) boating support services; ii) provision of visitor facilities; iii) access to the water; iv) wider infrastructure to support tourism; v) recreational facilities; and vi) community facilities	Non housing development
Policy PUBDM24: New Employment Development	possibly	Proposals for new employment uses (classes B1, B2 and B8 and retail), or the extension of existing premises used for employment uses, will be approved subject to meeting all of the following criteria: a) The site is located within a development boundary or within or adjacent existing employment sites; b) Proposals do not have an adverse impact on landscape character; c) Site planning, layout and servicing arrangements are developed comprehensively; d) The use will not unduly impact upon the residential amenities of those living nearby due to noise, disturbance from traffic, hours of operation, external storage, light pollution, vibration or airborne emissions including odours; e) The site is capable of being satisfactorily accommodated within the highway network; f) The site has been designed to promote user accessibility by walking, cycling and public transport; g) The layout of the site has suitable space for landscaping, parking (including for large vehicles where appropriate), loading and unloading and any other operational requirements, and responds to natural drainage flow patterns;	Non housing development

Core Strategy Policy	Does the policy have a cost implication?	Summary of Development Management and Strategic Policies	Viability testing implication?
		h) The proposals enhance actual or perceived community safety; i) The development is sustainable in its energy usage, environmental impact, waste management, flood risk and transport implications; j) Adequate protection of groundwater from pollution from the storage, handling or use of chemicals can be demonstrated to the satisfaction of the Environment Agency; k) The proposal does not use the best and most versatile agricultural land (grade 3a and above), or impact unduly on the viability or functionality of farms; and l) The proposal should make effective use of previously developed land	
Policy PUBDM25: Protecting General Employment	possibly	Sites and properties currently in employment use will be protected by permitting: a) The re-use for employment uses in the first instance or subject to demonstrating that such uses are unviable: b) Community facilities or services in the second instance and only if these are not required or feasible in these locations, tourism and , recreation will be considered.	Non housing development
Policy PUBDM26 Business and Farm Diversification	no	Business or farm diversification to provide a range of employment uses will be permitted where: a) The uses proposed are complementary in scale and kind and support the original business or farm operation; b) There is no loss of local or visitor facilities; c) The proposed uses would not have an unacceptable impact on the local transport network; and d) The proposal is in accordance with other policies of the Local Plan. e) It is demonstrated that the business or agricultural use of the existing building(s) to be re-used is no longer required for its most recent or other former purpose. New build development as part of a business or farm diversification will only be permitted when it can be demonstrated to the satisfaction of the Authority that the diversified use cannot be accommodated through the conversion of an existing building. Diversification proposals shall not involve a significant amount of new	

Core Strategy Policy	Does the policy have a cost implication?	Summary of Development Management and Strategic Policies	Viability testing implication?
		<p>built development. Any new buildings will need to be fully justified and should relate well to existing buildings or farm group.</p> <p>In the case of farm diversification, development should be complementary in scale and kind to the main farm operation and site area and must not prejudice the existing or future agricultural operations. Farm shops will only be acceptable where a significant proportion of the range of goods for sale is produced on the farm.</p> <p>In the case of proposed diversification, redevelopment or change of use of commercial waterside sites, including boatyards, development proposals will be determined against Policy PUBDM27.</p>	
Sustainable Tourism			
Policy PUBSP12: Sustainable Tourism	no	The creation, enhancement and expansion of high quality and inclusive tourism attractions, and tourism infrastructure will be supported in accordance with the policies within this Local Plan	Non housing development
Policy PUBDM28: Sustainable Tourism and Recreation Development	no	General Location of Sustainable Tourism and Recreation Development New tourism and recreational development (including holiday accommodation)	Non housing development
Policy PUBDM29: Holiday Accommodation – New Provision and Retention	no	New holiday accommodation will be permitted	Non housing development
Navigation			
Policy PUBSP13: Navigable Water Space	no	The water space will be managed in a strategic, integrated way and navigation and conservation interests will be maintained and enhanced.	Non housing development
Policy PUBDM30: Access to the Water	possibly	Developments that support and encourage the use of waterways, including the provision of supporting infrastructure for navigation, such as the construction of	Site specific exclusion

Core Strategy Policy	Does the policy have a cost implication?	Summary of Development Management and Strategic Policies	Viability testing implication?
		<p>jetties and walkways and the provision of electric hook up points</p> <p>Development proposals for new freight wharves and for the provision of freight interchange on brownfield sites adjacent to the navigation will be permitted where these are in accordance with the other policies of the Local Plan.</p>	
Policy PUBDM31: Riverbank stabilisation	possibly	Development proposals that include riverbank stabilisation will be permitted where the need can be fully justified and it can be demonstrated through the submission of the Riverbank stabilisation	Site specific exclusion
Policy PUBSP14 Mooring Provision	possibly	The provision of a range of additional short term visitor moorings will be encouraged in order to ensure that visitor moorings are available in appropriate locations and where they are most needed and, where they contribute to the management of a safe and attractive waterway. Existing short term visitor moorings will be protected.	Site specific exclusion
Policy PUBDM32: Moorings, mooring basins and marinas.	possibly	<p>In accordance with the Integrated Access Strategy new moorings will be permitted where they contribute to the network of facilities around the Broads system in terms of their location and quality.</p> <p>Proposals for new moorings, mooring basins and marinas, including changes to existing provision will be permitted where it can be demonstrated through the submission of a Bank Stabilisation Pre-application Questionnaire</p>	Site specific exclusion
Housing			
	possibly		
Policy PUBSP15: Residential development	yes	<p>a) Meeting the Objectively Assessed Housing Need</p> <p>The Authority will endeavour to enable housing delivery to meet its objectively assessed housing need throughout the plan period.</p> <p>The Authority will allocate land in the Local Plan to provide 212 net new dwellings.</p> <p>To meet the remaining requirement of 44 dwellings to 2036, which falls within that part of the Broads in the Borough of Great Yarmouth, the Authority will work with</p>	Scheme house types assume compliance with national space standards; dwelling types selected according to SHMA needs

Core Strategy Policy	Does the policy have a cost implication?	Summary of Development Management and Strategic Policies	Viability testing implication?
		<p>Great Yarmouth Borough Council to address housing need.</p> <p>b) The type of new homes The size and type of homes for each proposal will be based on up-to date evidence of local needs. A suitable mix will be determined through liaison with housing authorities and rural housing enablers where applicable.</p> <p>c) Spatial Strategy To facilitate sustainable development across the Broads Authority Executive Area, development proposals should accord with the spatial strategy as set out below. The spatial strategy aims to ensure that communities across the Broads Authority Executive Area continue to thrive so that they are economically resilient, environmentally sustainable, socially mixed and inclusive. The Authority will direct development to meet the amount of housing as set out in this policy to the following locations:</p> <p>i) Three brownfield sites at Pegasus in Oulton Broad, Utilities Site in Norwich and Hedera House in Thurne as detailed in the site allocation section of this Local Plan.</p> <p>ii) In relation to windfall, those areas with development boundaries as detailed in policy x.</p> <p>iii) Other areas which meet the requirements as set out in policies x, x, and x.</p>	
Policy PUBDM33: Affordable Housing	yes	<p>a) Delivery of affordable housing Contributions towards affordable housing provision will be sought in accordance with the full requirements of the adopted standards of the relevant District Council, including thresholds, level (%) of contribution, house types/mix and tenure, and having regard to evidence provided by Council surveys and research, including Council waiting list data. The mix of house types and tenures will be based on the most up-to-date evidence.</p> <p>b) Provision outside development boundaries (rural exception sites), Affordable housing developments outside defined development boundaries as</p>	Viability assumes on site provision on sites of 10 and above; off site provision for 6-9 dwellings

Core Strategy Policy	Does the policy have a cost implication?	Summary of Development Management and Strategic Policies	Viability testing implication?
		defined on the Proposals Map, will be permitted where: iv) There is an identified local need for affordable housing; v) The need cannot be met within the boundaries of the adjoining local authority's part of the Broads settlement or elsewhere within established settlements in the Broads; and vi) The development would be in a sustainable location with adequate access to local services and facilities. vii) Development will be of a scale that is suitable and appropriate for the size of the site and settlement. Proposals need to avoid over development and reflect the character of the area	
Policy PUBDM34: Residential Development within Defined Development Boundaries	no	New residential development will only be permitted within defined development boundaries and must be compatible with other policies of the Development Plan.	
Policy PUBDM35: Gypsy, Traveller and Travelling Show People	no	Development proposals for the provision of permanent or transit accommodation, or temporary stopping places, to meet the needs of Gypsies and Travellers and Travelling Showpeople will be supported where they meet a proven need, as identified by a Gypsy and Traveller Accommodation Assessment.	
Policy PUBDM36: New Residential Moorings	no	Applications for permanent residential moorings will be permitted All such development will meet the requirements of the Water Framework Directive.	
Policy PUBDM37: Permanent and Temporary Dwellings for Rural	no	Development of a new dwelling or a residential mooring for rural workers will only be permitted outside the defined development boundaries	

Core Strategy Policy	Does the policy have a cost implication?	Summary of Development Management and Strategic Policies	Viability testing implication?
Enterprise Workers			
Policy PUBDM38: Residential Ancillary Accommodation	no	Policy PUBDM38: Residential Ancillary Accommodation Residential ancillary accommodation within the curtilage of an existing residential building is acceptable in principle subject to other policies of the Local Plan. Residential ancillary accommodation shall be functionally integral to the main dwelling, where this is not possible, residential ancillary accommodation shall be physically linked to the main dwelling. Only where this is not feasible consideration will be given to the conversion of a detached outbuilding, and only where this is not feasible will consideration be given to new build detached residential ancillary accommodation. In all cases, there will not be boundary treatments that physically separate the accommodation from the main dwelling nor a separate vehicular access.	
Policy PUBDM39: Replacement Dwellings	no	Replacement dwellings outside of the development boundary will be permitted on a one-for-one basis	
Policy PUBDM40: Elderly and Specialist Needs Housing	possibly	When assessing the suitability of sites and/or proposals for the development of or change to elderly or specialist needs housing the Authority will have regard to the following: i) The local need for the accommodation proposed; ii) The ability of future residents to access essential services, including public transport, GPs and shops; iii) Whether the proposal would result in an undue concentration of such provision in the area; iv) Impact upon amenity, landscape character, the historic environment and protected species or habitats.	General needs housing only
Policy PUBDM41: Custom/self-build	no	The Authority encourages developers of multi-dwelling sites to set aside part of their scheme for custom/self-build plots. Custom/self-build dwelling proposals will be considered in accordance with other policies in the Local Plan on the location of new dwellings.	Site specific exclusion

Design			
Core Strategy Policy	Does the policy have a cost implication?	Summary of Development Management and Strategic Policies	Viability testing implication?
Policy PUBDM42: Design	possibly	All development will be expected to be of a high design quality. Development should integrate effectively with its surroundings, reinforce local distinctiveness and landscape character and preserve or enhance cultural heritage. Innovative designs will be encouraged where appropriate..	Site specific exclusion. Base build cost consistent across all schemes.
Sport and Recreation Venues/Buildings			
Policy PUBSP16: New Community Facilities	no	New community facilities will be supported where there is a proven need identified and location within the Broads is fully justified.	
Policy PUBDM43: Visitor and Community Facilities and Services	no	Applications for the change of use or redevelopment of an existing community, visitor or recreational facility or service that meets a local need or contributes to the network of facilities through the Broads will only be permitted where: Facilities which are educational in nature or relate to the promotion of the conservation of the Broads environment will be supported.	
Health and Wellbeing			
Policy PUBDM44: Designing Places for Healthy Lives	no	Development proposals that support healthy choices, healthy behaviours and reduce health inequalities will be supported.	
Safety by the Water			
Policy PUBDM45: Safety by the Water	possibly	Proposals that increase the number of people accessing the water or facilitate the enjoyment of land adjacent to the water must address water safety. For such developments a Water Safety Plan must be produced to accompany planning applications.	Site specific exclusion
Developer Contributions/Planning Obligations			
Policy PUBDM46: Planning Obligations and Developer Contributions	yes	The Authority will seek appropriate contributions from developers in order to serve the development and its occupants.	Off site contributions modelled for 3 dwelling schemes up to 9

Core Strategy Policy	Does the policy have a cost implication?	Summary of Development Management and Strategic Policies	Viability testing implication?
Other Development Management Policy			
Policy PUBDM47: Conversion of Buildings	no	<p>The re-use, conversion or change of use of buildings and structures to employment, tourism (including holiday accommodation for short stay occupation on a rented basis), recreation and community uses will be supported</p> <p>The conversion of a building or structure to a residential use outside a development boundary, where the building would be used as a second home or for the main residence of the occupiers, will only be acceptable when it is clearly demonstrated that employment, recreation, tourism and community uses would be unviable.</p>	
Policy PUBDM48: Advertisements and Signs	no	Advertisements and signs should be sensitively designed and located having regard to the character of the building/structure on which they are to be displayed and/or the general characteristics of the locality including their location relative to the dark sky zones	
Policy PUBDM49: Leisure plots and mooring plots	no	New leisure plots and mooring plots will not normally be permitted.	

5 Residential Appraisal Results

The aim of this report is to test the viability of the Broads Authority policies rather than to assess the effects of viability on specific development sites. The typologies modelled reflect broadly the emerging work on the Local Plan for the Broads Authority as well as typical small scale development which may come forward during the plan period. The typologies are seeking to capture the generality rather than the specific.

The modelled sites cover a range of development situations in terms of scale and location as well as a variety of densities. A total of 16 hypothetical schemes were modelled, including options, from 3 dwellings up to 100 dwellings.

Ref	Scheme	Revenue (GDV)	Build Costs incl. off site	Site Cost	Interest	Profit	Profit/ Revenue
1	3 dwellings, offsite £50K	£910,870	£571,494	£172,476	£38,740	£103,111	11.32%
2	4 dwellings, offsite £50K	£1,201,554	£738,161	£229,968	£50,063	£150,319	12.51%
3	5 dwellings	£1,492,238	£854,767	£269,493	£56,076	£270,865	18.15%
4	5 dwellings M4(2)	£1,492,238	£865,492	£269,493	£56,870	£259,346	17.38%
5	5 dwellings, offsite £50K	£1,492,238	£915,492	£269,493	£59,117	£207,099	13.88%
6	5 dwellings, offsite £70K	£1,492,238	£935,492	£269,493	£60,008	£186,208	12.48%
7	6 dwellings, offsite £50K	£1,821,740	£1,099,072	£304,369	£69,320	£298,881	16.41%
8	6 dwellings, offsite £70K	£1,821,740	£1,119,072	£304,369	£70,211	£277,990	15.26%
9	7 dwellings, offsite £70K	£2,112,424	£1,298,939	£335,370	£80,367	£339,656	16.08%
10	7 dwellings, offsite £140K	£2,112,424	£1,365,603	£335,370	£82,963	£270,396	12.80%
11	8 dwellings, offsite £70k	£2,441,926	£1,479,884	£363,107	£89,564	£442,218	18.11%
12	8 dwellings, offsite £140k	£2,441,926	£1,549,884	£363,107	£92,681	£369,101	15.12%
13	9 dwellings, offsite £140K	£2,771,428	£1,733,315	£369,591	£100,702	£491,606	17.74%
14	10 dwellings, 33% affordable	£2,693,971	£1,694,495	£391,990	£100,198	£433,204	16.08%
15	20 dwellings, 33% affordable	£5,100,305	£3,131,761	£689,903	£295,553	£842,830	16.53%
16	100 dwellings, 33% affordable	£23,059,769	£13,646,608	£2,874,597	£840,063	£5,064,357	21.96%

The Broads Authority can seek planning obligations and affordable housing commuted sum contributions from small schemes of 6 to 10 dwellings. 'Off site' refers to these commuted sums and, taking advice from North Norfolk and South Norfolk Councils, sums of £50,000 and £70,000 were modelled.

Planning policy for the Greater Norwich area states that 33% of new homes should be made affordable and this is the standard that we have adopted and modelled for larger schemes.

M4(2) is an optional design standard that the Broads Authority intend to introduce in policy to improve accessibility of homes built in the Broads area.

The viability modelling demonstrates that:

- Accessible housing designed and constructed to Building Regulations Approved Document M4(2) standard is viable for 20% of dwellings in schemes of 5 or above.
- Financial contributions in lieu of on-site provision of affordable housing are only viable for schemes of 6 to 9 dwellings with a single commuted sum of £70,000 for 6 and 7 dwelling schemes; rising to sums of £140,000 for 8 and 9 dwelling schemes.
- On site provision of affordable housing at 33% threshold is viable for schemes of 10 dwellings and over.

Policies have been assessed and modelled on the basis of current costs and values. The Local Plan will cover a period of 20 years and both the policies in the plan and the assumptions and values in our report should therefore be kept under review to ensure that the future supply of development sites is not prejudiced.

APPENDICES

6.1 Viability Appraisals

3 dwellings offsite £50k - (Appraisal) - Page 1

Direct Sales			
4 bed house	1.00 units at	329,502.00	329,502
3 bed house	2.00 units at	290,684.00	581,368
Direct Sale Fees		1.75 %	-15,940
Direct Sale Legal Fees		1.00 %	-9,109
		Total	885,821
Build Costs			
4 bed house	1.00 units at	117,600.00	-117,600
3 bed house	2.00 units at	103,950.00	-207,900
Planning fee			-3,339
Small site premium			-19,524
Offsite 50k			-50,000
Prelims		52,799 a	-52,799
Externals		51,739 a	-51,739
Contingency		21,497 a	-21,497
Professional Fee		47,096 a	-47,096
		Total	-571,494
Land Value			
Site Cost			-172,476
		Total	-172,476
Debt Interest - Overall	100.00% of Cost	-769,019	(92.26% Used)
Charged Quarterly			
Compounded Quarterly	7.00%pa	Interest	-38,740
Profit/Cost	12.77%	Revenue	910,870
Profit/Revenue	11.32%	Outgoings	-807,759
IRR Excl.Intr	26.21%pa	Profit	103,111

3 dwellings offsite £50k - (Cashflow) - Page 1

		1	2	3	4	5	6	7	8	9	10	11	12	13	14
		Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019
Direct Sales	From To														
4 bed house	12 14	0	0	0	0	0	0	0	0	0	0	0	109,834	109,834	109,834
3 bed house	12 14	0	0	0	0	0	0	0	0	0	0	0	193,789	193,789	193,789
Direct Sale Fees		0	0	0	0	0	0	0	0	0	0	0	-5,313	-5,313	-5,313
Direct Sale Legal Fees		0	0	0	0	0	0	0	0	0	0	0	-3,036	-3,036	-3,036

Build Costs	From To														
4 bed house	1 12	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	0	0
3 bed house	1 12	-17,325	-17,325	-17,325	-17,325	-17,325	-17,325	-17,325	-17,325	-17,325	-17,325	-17,325	-17,325	0	0
Planning fee	1 1	-3,339	0	0	0	0	0	0	0	0	0	0	0	0	0
Small site premium	1 12	-1,627	-1,627	-1,627	-1,627	-1,627	-1,627	-1,627	-1,627	-1,627	-1,627	-1,627	-1,627	0	0
Offsite 50k	1 1	-50,000	0	0	0	0	0	0	0	0	0	0	0	0	0
Prelims	1 2	-26,400	-26,400	0	0	0	0	0	0	0	0	0	0	0	0
Externals	1 2	-25,870	-25,870	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1 12	-1,791	-1,791	-1,791	-1,791	-1,791	-1,791	-1,791	-1,791	-1,791	-1,791	-1,791	-1,791	0	0
Professional Fee	1 12	-3,925	-3,925	-3,925	-3,925	-3,925	-3,925	-3,925	-3,925	-3,925	-3,925	-3,925	-3,925	0	0

Land Value	From To														
Site Cost	1 1	-172,476	0	0	0	0	0	0	0	0	0	0	0	0	0

SUMMARY

Revenue		0	0	0	0	0	0	0	0	0	0	0	303,623	303,623	303,623
Costs		-312,552	-86,737	-34,468	-34,468	-34,468	-34,468	-34,468	-34,468	-34,468	-34,468	-34,468	-42,818	-8,350	-8,350
Net Cashflow		-312,552	-399,289	-433,757	-468,225	-502,693	-537,162	-571,630	-606,098	-640,566	-675,034	-709,502	-448,696	-153,423	141,851
Debt Interest - Overall		-312,552	-399,289	-433,757	-468,225	-502,693	-537,162	-571,630	-606,098	-640,566	-675,034	-709,502	-448,696	-153,423	0
Interest Bal		-312,552	-399,289	-433,757	-474,904	-509,372	-543,840	-587,220	-621,688	-656,156	-701,501	-735,969	-475,164	-191,055	0
Interest %pa		7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest		0	0	-6,679	0	0	-8,912	0	0	-10,877	0	0	-11,165	0	-1,108
Balance B/F		0	-312,552	-399,289	-440,436	-474,904	-509,372	-552,752	-587,220	-621,688	-667,033	-701,501	-735,969	-486,328	-191,055
Period Total		-312,552	-86,737	-34,468	-34,468	-34,468	-34,468	-34,468	-34,468	-34,468	-34,468	-34,468	260,806	295,274	295,274
Interest		0	0	-6,679	0	0	-8,912	0	0	-10,877	0	0	-11,165	0	-1,108
Balance C/F		-312,552	-399,289	-440,436	-474,904	-509,372	-552,752	-587,220	-621,688	-667,033	-701,501	-735,969	-486,328	-191,055	103,111

4 dwellings offsite £50k - (Appraisal) - Page 1

Direct Sales			
4 bed house	1.00 units at	329,502.00	329,502
3 bed house	3.00 units at	290,684.00	872,052
Direct Sale Fees		1.75 %	-21,027
Direct Sale Legal Fees		1.00 %	-12,016
		Total	1,168,511
Build Costs			
4 bed house	1.00 units at	117,600.00	-117,600
3 bed house	3.00 units at	103,950.00	-311,850
Planning fee			-4,452
Small site premium			-25,767
Off-site			-50,000
Prelims		69,683 a	-69,683
Externals		68,283 a	-68,283
Contingency		28,371 a	-28,371
Professional Fee		62,155 a	-62,155
		Total	-738,161
Land Value			
Site Cost			-229,968
		Total	-229,968
Debt Interest - Overall	100.00% of Cost	-1,001,172	(92.16% Used)
Charged Quarterly			
Compounded Quarterly	7.00%pa	Interest	-50,063
Profit/Cost	14.30%	Revenue	1,201,554
Profit/Revenue	12.51%	Outgoings	-1,051,235
IRR Excl.Intr	28.64%pa	Profit	150,319

4 dwellings offsite £50k - (Cashflow) - Page 1

		1	2	3	4	5	6	7	8	9	10	11	12	13	14
		Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019
Direct Sales	From To														
4 bed house	12 14	0	0	0	0	0	0	0	0	0	0	0	109,834	109,834	109,834
3 bed house	12 14	0	0	0	0	0	0	0	0	0	0	0	290,684	290,684	290,684
Direct Sale Fees		0	0	0	0	0	0	0	0	0	0	0	-7,009	-7,009	-7,009
Direct Sale Legal Fees		0	0	0	0	0	0	0	0	0	0	0	-4,005	-4,005	-4,005

Build Costs	From To														
4 bed house	1 12	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	0	0
3 bed house	1 12	-25,988	-25,988	-25,988	-25,988	-25,988	-25,988	-25,988	-25,988	-25,988	-25,988	-25,988	-25,988	0	0
Planning fee	1 1	-4,452	0	0	0	0	0	0	0	0	0	0	0	0	0
Small site premium	1 12	-2,147	-2,147	-2,147	-2,147	-2,147	-2,147	-2,147	-2,147	-2,147	-2,147	-2,147	-2,147	0	0
Off-site	1 1	-50,000	0	0	0	0	0	0	0	0	0	0	0	0	0
Prelims	1 2	-34,842	-34,842	0	0	0	0	0	0	0	0	0	0	0	0
Externals	1 2	-34,142	-34,142	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1 12	-2,364	-2,364	-2,364	-2,364	-2,364	-2,364	-2,364	-2,364	-2,364	-2,364	-2,364	-2,364	0	0
Professional Fee	1 12	-5,180	-5,180	-5,180	-5,180	-5,180	-5,180	-5,180	-5,180	-5,180	-5,180	-5,180	-5,180	0	0

Land Value	From To														
Site Cost	1 1	-229,968	0	0	0	0	0	0	0	0	0	0	0	0	0

SUMMARY

Revenue		0	0	0	0	0	0	0	0	0	0	0	0	400,518	400,518	400,518
Costs		-398,882	-114,462	-45,479	-45,479	-45,479	-45,479	-45,479	-45,479	-45,479	-45,479	-45,479	-45,479	-56,493	-11,014	-11,014
Net Cashflow		-398,882	-513,343	-558,822	-604,300	-649,779	-695,258	-740,736	-786,215	-831,693	-877,172	-922,650	-978,129	-1028,606	-1079,080	-1129,554
Debt Interest - Overall		-398,882	-513,343	-558,822	-604,300	-649,779	-695,258	-740,736	-786,215	-831,693	-877,172	-922,650	-978,129	-1028,606	-1079,080	-1129,554
Interest Bal		-398,882	-513,343	-558,822	-612,876	-658,355	-703,833	-760,830	-806,309	-851,787	-911,373	-956,852	-612,826	-237,806	0	0
Interest %pa		7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest		0	0	-8,576	0	0	-11,518	0	0	-14,107	0	0	-14,483	0	-1,379	
Balance B/F		0	-398,882	-513,343	-567,397	-612,876	-658,355	-715,351	-760,830	-806,309	-865,894	-911,373	-956,852	-627,309	-237,806	
Period Total		-398,882	-114,462	-45,479	-45,479	-45,479	-45,479	-45,479	-45,479	-45,479	-45,479	-45,479	344,025	389,504	389,504	
Interest		0	0	-8,576	0	0	-11,518	0	0	-14,107	0	0	-14,483	0	-1,379	
Balance C/F		-398,882	-513,343	-567,397	-612,876	-658,355	-715,351	-760,830	-806,309	-865,894	-911,373	-956,852	-627,309	-237,806	150,319	

5 dwellings with Planing and Building Regs - (Appraisal) - Page 1

Direct Sales			
4 bed house	1.00 units at	329,502.00	329,502
3 bed house	4.00 units at	290,684.00	1,162,736
Direct Sale Fees		1.75%	-26,114
Direct Sale Legal Fees		1.00%	-14,922
		Total	1,451,201
Build Costs			
4 bed house	1.00 units at	117,600.00	-117,600
3 bed house	4.00 units at	103,950.00	-415,800
Small site premium			-32,004
Planning and Building Regs			-5,565
Prelims		86,549 a	-86,549
Externals		84,811 a	-84,811
Contingency		35,238 a	-35,238
Professional Fee		77,200 a	-77,200
		Total	-854,767
Land Value			
Site Cost			-269,493
		Total	-269,493
Debt Interest - Overall			
100.00% of Cost		-1,165,297	(91.63% Used)
Charged Quarterly			
Compounded Quarterly	7.00%pa	Interest	-56,076
Profit/Cost	22.18%	Revenue	1,492,238
Profit/Revenue	18.15%	Outgoings	-1,221,373
IRR Excl.Intr	41.66%pa	Profit	270,865

5 dwellings with Planing and Building Regs - (Cashflow) - Page 1

			1	2	3	4	5	6	7	8	9	10	11	12	13	14
			Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019
Direct Sales	From To															
4 bed house	12 14		0	0	0	0	0	0	0	0	0	0	0	109,834	109,834	109,834
3 bed house	12 14		0	0	0	0	0	0	0	0	0	0	0	387,579	387,579	387,579
Direct Sale Fees			0	0	0	0	0	0	0	0	0	0	0	-8,705	-8,705	-8,705
Direct Sale Legal Fees			0	0	0	0	0	0	0	0	0	0	0	-4,974	-4,974	-4,974

Build Costs	From To															
4 bed house	1 12		-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	0	0
3 bed house	1 12		-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	0	0
Small site premium	1 12		-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	0	0
Planning and Building Regs	1 1		-5,565	0	0	0	0	0	0	0	0	0	0	0	0	0
Prelims	1 2		-43,275	-43,275	0	0	0	0	0	0	0	0	0	0	0	0
Externals	1 2		-42,406	-42,406	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1 12		-2,937	-2,937	-2,937	-2,937	-2,937	-2,937	-2,937	-2,937	-2,937	-2,937	-2,937	-2,937	0	0
Professional Fee	1 12		-6,433	-6,433	-6,433	-6,433	-6,433	-6,433	-6,433	-6,433	-6,433	-6,433	-6,433	-6,433	0	0

Land Value	From To															
Site Cost	1 1		-269,493	0	0	0	0	0	0	0	0	0	0	0	0	0

SUMMARY

Revenue			0	0	0	0	0	0	0	0	0	0	0	497,413	497,413	497,413
Costs			-417,225	-142,167	-56,487	-56,487	-56,487	-56,487	-56,487	-56,487	-56,487	-56,487	-56,487	-70,166	-13,679	-13,679
Net Cashflow			-417,225	-559,392	-615,879	-672,365	-728,852	-785,339	-841,826	-898,313	-954,800	-1,011,286	-1,067,773	-640,526	-156,792	326,941
Debt Interest - Overall			-417,225	-559,392	-615,879	-672,365	-728,852	-785,339	-841,826	-898,313	-954,800	-1,011,286	-1,067,773	-640,526	-156,792	0
Interest Bal			-417,225	-559,392	-615,879	-681,648	-738,135	-794,622	-864,022	-920,509	-976,996	-1,049,588	-1,106,075	-678,828	-211,641	0
Interest %pa			7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest			0	0	-9,283	0	0	-12,914	0	0	-16,105	0	0	-16,547	0	-1,227
Balance B/F			0	-417,225	-559,392	-625,161	-681,648	-738,135	-807,535	-864,022	-920,509	-993,101	-1,049,588	-1,106,075	-695,375	-211,641
Period Total			-417,225	-142,167	-56,487	-56,487	-56,487	-56,487	-56,487	-56,487	-56,487	-56,487	-56,487	427,247	483,734	483,734
Interest			0	0	-9,283	0	0	-12,914	0	0	-16,105	0	0	-16,547	0	-1,227
Balance C/F			-417,225	-559,392	-625,161	-681,648	-738,135	-807,535	-864,022	-920,509	-993,101	-1,049,588	-1,106,075	-695,375	-211,641	270,865

5 dwellings M4(2) - (Appraisal) - Page 1

Direct Sales			
4 bed house	1.00 units at	329,502.00	329,502
3 bed house	4.00 units at	290,684.00	1,162,736
Direct Sale Fees		1.75 %	-26,114
Direct Sale Legal Fees		1.00 %	-14,922
		Total	1,451,201
Build Costs			
4 bed house	1.00 units at	117,600.00	-117,600
3 bed house	4.00 units at	103,950.00	-415,800
Planning fee			-5,565
Small site premium			-32,004
M4(2)			-7,350
Prelims		87,733 a	-87,733
Externals		85,913 a	-85,913
Contingency		35,352 a	-35,352
Professional Fee		78,175 a	-78,175
		Total	-865,492
Land Value			
Site Cost			-269,493
		Total	-269,493
Debt Interest - Overall	100.00% of Cost	-1,176,022	(91.70% Used)
Charged Quarterly			
Compounded Quarterly	7.00%pa	Interest	-56,870
Profit/Cost	21.04%	Revenue	1,492,238
Profit/Revenue	17.38%	Outgoings	-1,232,891
IRR Excl.Intr	39.74%pa	Profit	259,347

5 dwellings M4(2) - (Cashflow) - Page 1

		1	2	3	4	5	6	7	8	9	10	11	12	13	14	
		Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	
Direct Sales	From To															
4 bed house	12 14	0	0	0	0	0	0	0	0	0	0	0	0	109,834	109,834	109,834
3 bed house	12 14	0	0	0	0	0	0	0	0	0	0	0	0	387,579	387,579	387,579
Direct Sale Fees		0	0	0	0	0	0	0	0	0	0	0	0	-8,705	-8,705	-8,705
Direct Sale Legal Fees		0	0	0	0	0	0	0	0	0	0	0	0	-4,974	-4,974	-4,974

Build Costs	From To															
4 bed house	1 12	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	0	0
3 bed house	1 12	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	0	0
Planning fee	1 1	-5,565	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Small site premium	1 12	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	0	0
M4(2)	1 1	-7,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Prelims	1 2	-43,867	-43,867	0	0	0	0	0	0	0	0	0	0	0	0	0
Externals	1 2	-42,957	-42,957	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1 12	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	0	0
Professional Fee	1 12	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	0	0

Land Value	From To															
Site Cost	1 1	-269,493	0	0	0	0	0	0	0	0	0	0	0	0	0	0

SUMMARY

Revenue		0	0	0	0	0	0	0	0	0	0	0	0	497,413	497,413	497,413
Costs		-425,809	-143,401	-56,578	-56,578	-56,578	-56,578	-56,578	-56,578	-56,578	-56,578	-56,578	-56,578	-70,256	-13,679	-13,679
Net Cashflow		-425,809	-569,209	-625,787	-682,364	-738,942	-795,520	-852,097	-908,675	-965,252	-1,021,830	-1,078,407	-1,117,241	-651,251	-167,517	316,216
Debt Interest - Overall		-425,809	-569,209	-625,787	-682,364	-738,942	-795,520	-852,097	-908,675	-965,252	-1,021,830	-1,078,407	-1,117,241	-651,251	-167,517	0
Interest Bal		-425,809	-569,209	-625,787	-691,812	-748,390	-804,967	-874,638	-931,216	-987,793	-1,060,663	-1,117,241	-690,085	-223,093	0	0
Interest %pa		7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest		0	0	-9,448	0	0	-13,093	0	0	-16,292	0	0	-16,742	0	-1,294	0
Balance B/F		0	-425,809	-569,209	-635,235	-691,812	-748,390	-818,060	-874,638	-931,216	-1,004,086	-1,060,663	-1,117,241	-706,827	-223,093	-223,093
Period Total		-425,809	-143,401	-56,578	-56,578	-56,578	-56,578	-56,578	-56,578	-56,578	-56,578	-56,578	-56,578	427,156	483,734	483,734
Interest		0	0	-9,448	0	0	-13,093	0	0	-16,292	0	0	-16,742	0	-1,294	0
Balance C/F		-425,809	-569,209	-635,235	-691,812	-748,390	-818,060	-874,638	-931,216	-1,004,086	-1,060,663	-1,117,241	-706,827	-223,093	259,347	259,347

5 dwellings including £50 K offsite M4(2) - (Appraisal) - Page 1

Direct Sales			
4 bed house	1.00 units at	329,502.00	329,502
3 bed house	4.00 units at	290,684.00	1,162,736
Direct Sale Fees		1.75 %	-26,114
Direct Sale Legal Fees		1.00 %	-14,922
		Total	1,451,201
Build Costs			
4 bed house	1.00 units at	117,600.00	-117,600
3 bed house	4.00 units at	103,950.00	-415,800
Planning fee			-5,565
M4(2)			-7,350
Offsite			-50,000
Small site premium			-32,004
Externals			-85,913
Prelims		87,733 a	-87,733
Contingency		35,352 a	-35,352
Professional Fee		78,175 a	-78,175
		Total	-915,492
Land Value			
Site Cost			-269,493
		Total	-269,493
Debt Interest - Overall	100.00% of Cost	-1,226,022	(91.65% Used)
Charged Quarterly			
Compounded Quarterly	7.00%pa	Interest	-59,117
Profit/Cost	16.11%	Revenue	1,492,238
Profit/Revenue	13.88%	Outgoings	-1,285,138
IRR Excl.Intr	32.25%pa	Profit	207,100

5 dwellings including £50 K offsite M4(2) - (Cashflow) - Page 1

		1	2	3	4	5	6	7	8	9	10	11	12	13	14	
		Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	
Direct Sales	From To															
4 bed house	12 14	0	0	0	0	0	0	0	0	0	0	0	0	109,834	109,834	109,834
3 bed house	12 14	0	0	0	0	0	0	0	0	0	0	0	0	387,579	387,579	387,579
Direct Sale Fees		0	0	0	0	0	0	0	0	0	0	0	0	-8,705	-8,705	-8,705
Direct Sale Legal Fees		0	0	0	0	0	0	0	0	0	0	0	0	-4,974	-4,974	-4,974

Build Costs	From To															
4 bed house	1 12	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	0	0
3 bed house	1 12	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	0	0
Planning fee	1 1	-5,565	0	0	0	0	0	0	0	0	0	0	0	0	0	0
M4(2)	1 12	-613	-613	-613	-613	-613	-613	-613	-613	-613	-613	-613	-613	-613	0	0
Offsite	1 12	-4,167	-4,167	-4,167	-4,167	-4,167	-4,167	-4,167	-4,167	-4,167	-4,167	-4,167	-4,167	-4,167	0	0
Small site premium	1 12	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	0	0
Externals	1 1	-85,913	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Prelims	1 2	-43,867	-43,867	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1 12	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	0	0
Professional Fee	1 12	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	0	0

Land Value	From To															
Site Cost	1 1	-269,493	0	0	0	0	0	0	0	0	0	0	0	0	0	0

SUMMARY

Revenue		0	0	0	0	0	0	0	0	0	0	0	0	497,413	497,413	497,413
Costs		-466,194	-105,223	-61,357	-61,357	-61,357	-61,357	-61,357	-61,357	-61,357	-61,357	-61,357	-61,357	-75,036	-13,679	-13,679
Net Cashflow		-466,194	-571,418	-632,774	-694,131	-755,488	-816,845	-878,201	-939,558	-1,000,915	-1,062,272	-1,123,628	-701,251	-217,517	266,216	
Debt Interest - Overall		-466,194	-571,418	-632,774	-694,131	-755,488	-816,845	-878,201	-939,558	-1,000,915	-1,062,272	-1,123,628	-701,251	-217,517	0	
Interest Bal		-466,194	-571,418	-632,774	-703,869	-765,226	-826,583	-901,327	-962,684	-1,024,040	-1,102,240	-1,163,597	-741,220	-275,039	0	
Interest %pa		7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	
Interest		0	0	-9,738	0	0	-13,387	0	0	-16,843	0	0	-17,553	0	-1,595	
Balance B/F		0	-466,194	-571,418	-642,513	-703,869	-765,226	-839,970	-901,327	-962,684	-1,040,883	-1,102,240	-1,163,597	-758,773	-275,039	
Period Total		-466,194	-105,223	-61,357	-61,357	-61,357	-61,357	-61,357	-61,357	-61,357	-61,357	-61,357	422,377	483,734	483,734	
Interest		0	0	-9,738	0	0	-13,387	0	0	-16,843	0	0	-17,553	0	-1,595	
Balance C/F		-466,194	-571,418	-642,513	-703,869	-765,226	-839,970	-901,327	-962,684	-1,040,883	-1,102,240	-1,163,597	-758,773	-275,039	207,100	

5 dwellings incl offsite £70k - (Appraisal) - Page 1

Direct Sales			
4 bed house	1.00 units at	329,502.00	329,502
3 bed house	4.00 units at	290,684.00	1,162,736
Direct Sale Fees		1.75 %	-26,114
Direct Sale Legal Fees		1.00 %	-14,922
		Total	1,451,201
Build Costs			
4 bed house	1.00 units at	117,600.00	-117,600
3 bed house	4.00 units at	103,950.00	-415,800
Planning fee			-5,565
M4(2)			-7,350
Offsite			-70,000
Small site premium			-32,004
Externals			-85,913
Prelims		87,733 a	-87,733
Contingency		35,352 a	-35,352
Professional Fee		78,175 a	-78,175
		Total	-935,492
Land Value			
Site Cost			-269,493
		Total	-269,493
Debt Interest - Overall	100.00% of Cost	-1,246,022	(91.65% Used)
Charged Quarterly			
Compounded Quarterly	7.00%pa	Interest	-60,008
Profit/Cost	14.26%	Revenue	1,492,238
Profit/Revenue	12.48%	Outgoings	-1,306,029
IRR Excl.Intr	29.40%pa	Profit	186,209

5 dwellings incl offsite £70k - (Cashflow) - Page 1

			1	2	3	4	5	6	7	8	9	10	11	12	13	14
			Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019
Direct Sales	From To															
4 bed house	12 14		0	0	0	0	0	0	0	0	0	0	0	109,834	109,834	109,834
3 bed house	12 14		0	0	0	0	0	0	0	0	0	0	0	387,579	387,579	387,579
Direct Sale Fees			0	0	0	0	0	0	0	0	0	0	0	-8,705	-8,705	-8,705
Direct Sale Legal Fees			0	0	0	0	0	0	0	0	0	0	0	-4,974	-4,974	-4,974

Build Costs	From To															
4 bed house	1 12		-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	-9,800	0	0
3 bed house	1 12		-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	0	0
Planning fee	1 1		-5,565	0	0	0	0	0	0	0	0	0	0	0	0	0
M4(2)	1 12		-613	-613	-613	-613	-613	-613	-613	-613	-613	-613	-613	-613	0	0
Offsite	1 12		-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	0	0
Small site premium	1 12		-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	-2,667	0	0
Externals	1 1		-85,913	0	0	0	0	0	0	0	0	0	0	0	0	0
Prelims	1 2		-43,867	-43,867	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1 12		-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	-2,946	0	0
Professional Fee	1 12		-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	-6,515	0	0

Land Value	From To															
Site Cost	1 1		-269,493	0	0	0	0	0	0	0	0	0	0	0	0	0

SUMMARY

Revenue		0	0	0	0	0	0	0	0	0	0	0	0	497,413	497,413	497,413
Costs		-467,861	-106,890	-63,023	-63,023	-63,023	-63,023	-63,023	-63,023	-63,023	-63,023	-63,023	-63,023	-76,702	-13,679	-13,679
Net Cashflow		-467,861	-574,751	-637,774	-700,798	-763,821	-826,845	-889,868	-952,891	-1,015,915	-1,078,938	-1,141,962	-1,204,985	-1,267,997	-1,331,009	-1,394,021
Debt Interest - Overall		-467,861	-574,751	-637,774	-700,798	-763,821	-826,845	-889,868	-952,891	-1,015,915	-1,078,938	-1,141,962	-1,204,985	-1,267,997	-1,331,009	0
Interest Bal		-467,861	-574,751	-637,774	-710,594	-773,618	-836,641	-913,198	-976,222	-1,039,245	-1,119,348	-1,182,372	-1,245,395	-1,308,418	-1,371,441	0
Interest %pa		7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest		0	0	-9,797	0	0	-13,534	0	0	-17,080	0	0	-17,882	0	-1,716	
Balance B/F		0	-467,861	-574,751	-647,571	-710,594	-773,618	-850,175	-913,198	-976,222	-1,056,325	-1,119,348	-1,182,372	-1,245,395	-1,308,418	-1,371,441
Period Total		-467,861	-106,890	-63,023	-63,023	-63,023	-63,023	-63,023	-63,023	-63,023	-63,023	-63,023	-63,023	420,710	483,734	483,734
Interest		0	0	-9,797	0	0	-13,534	0	0	-17,080	0	0	-17,882	0	-1,716	
Balance C/F		-467,861	-574,751	-647,571	-710,594	-773,618	-850,175	-913,198	-976,222	-1,056,325	-1,119,348	-1,182,372	-1,245,395	-1,308,418	-1,371,441	186,209

6 dwellings offsite £50k - (Appraisal) - Page 1

Direct Sales			
4 bed house	2.00 units at	329,502.00	659,004
3 bed house	4.00 units at	290,684.00	1,162,736
Direct Sale Fees		1.75 %	-31,880
Direct Sale Legal Fees		1.00 %	-18,217
		Total	1,771,642
Build Costs			
4 bed house	2.00 units at	117,600.00	-235,200
3 bed house	4.00 units at	103,950.00	-415,800
Planning fee			-6,678
M4(2)			-7,350
Small site premium			-39,060
Offsite 50k			-50,000
Prelims		106,815 a	-106,815
Externals		104,612 a	-104,612
Contingency		43,121 a	-43,121
Professional Fee		90,436 a	-90,436
		Total	-1,099,072
Land Value			
Site Cost			-304,369
		Total	-304,369
Debt Interest - Overall	100.00% of Cost	-1,453,539	(91.54% Used)
Charged Quarterly			
Compounded Quarterly	7.00%pa	Interest	-69,320
Profit/Cost	19.63%	Revenue	1,821,740
Profit/Revenue	16.41%	Outgoings	-1,522,859
IRR Excl.Intr	38.02%pa	Profit	298,881

6 dwellings offsite £50k - (Cashflow) - Page 1

			1	2	3	4	5	6	7	8	9	10	11	12	13	14
			Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019
Direct Sales	From To															
4 bed house	12 14		0	0	0	0	0	0	0	0	0	0	0	219,668	219,668	219,668
3 bed house	12 14		0	0	0	0	0	0	0	0	0	0	0	387,579	387,579	387,579
Direct Sale Fees			0	0	0	0	0	0	0	0	0	0	0	-10,627	-10,627	-10,627
Direct Sale Legal Fees			0	0	0	0	0	0	0	0	0	0	0	-6,072	-6,072	-6,072

Build Costs	From To															
4 bed house	1 12		-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	0	0
3 bed house	1 12		-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	0	0
Planning fee	1 1		-6,678	0	0	0	0	0	0	0	0	0	0	0	0	0
M4(2)	1 1		-7,350	0	0	0	0	0	0	0	0	0	0	0	0	0
Small site premium	1 12		-3,255	-3,255	-3,255	-3,255	-3,255	-3,255	-3,255	-3,255	-3,255	-3,255	-3,255	-3,255	0	0
Offsite 50k	1 12		-4,167	-4,167	-4,167	-4,167	-4,167	-4,167	-4,167	-4,167	-4,167	-4,167	-4,167	-4,167	0	0
Prelims	1 2		-53,408	-53,408	0	0	0	0	0	0	0	0	0	0	0	0
Externals	1 2		-52,306	-52,306	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1 12		-3,593	-3,593	-3,593	-3,593	-3,593	-3,593	-3,593	-3,593	-3,593	-3,593	-3,593	-3,593	0	0
Professional Fee	1 12		-7,536	-7,536	-7,536	-7,536	-7,536	-7,536	-7,536	-7,536	-7,536	-7,536	-7,536	-7,536	0	0

Land Value	From To															
Site Cost	1 1		-304,369	0	0	0	0	0	0	0	0	0	0	0	0	0

SUMMARY

Revenue		0	0	0	0	0	0	0	0	0	0	0	0	607,247	607,247	607,247
Costs		-496,912	-178,515	-72,801	-72,801	-72,801	-72,801	-72,801	-72,801	-72,801	-72,801	-72,801	-72,801	-89,501	-16,699	-16,699
Net Cashflow		-496,912	-675,427	-748,228	-821,030	-893,831	-966,633	-1,039,434	-1,112,235	-1,185,037	-1,257,838	-1,330,640	-1,330,640	-812,894	-222,346	368,201
Debt Interest - Overall		-496,912	-675,427	-748,228	-821,030	-893,831	-966,633	-1,039,434	-1,112,235	-1,185,037	-1,257,838	-1,330,640	-1,330,640	-812,894	-222,346	0
Interest Bal		-496,912	-675,427	-748,228	-832,224	-905,026	-977,827	-1,066,462	-1,139,263	-1,212,065	-1,304,798	-1,377,600	-1,377,600	-859,854	-289,984	0
Interest %pa		7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest		0	0	-11,195	0	0	-15,833	0	0	-19,932	0	0	0	-20,678	0	-1,682
Balance B/F		0	-496,912	-675,427	-759,423	-832,224	-905,026	-993,660	-1,066,462	-1,139,263	-1,231,997	-1,304,798	-1,377,600	-880,532	-289,984	-289,984
Period Total		-496,912	-178,515	-72,801	-72,801	-72,801	-72,801	-72,801	-72,801	-72,801	-72,801	-72,801	-72,801	517,746	590,547	590,547
Interest		0	0	-11,195	0	0	-15,833	0	0	-19,932	0	0	0	-20,678	0	-1,682
Balance C/F		-496,912	-675,427	-759,423	-832,224	-905,026	-993,660	-1,066,462	-1,139,263	-1,231,997	-1,304,798	-1,377,600	-1,377,600	-880,532	-289,984	298,881

6 dwellings offsite £70k - (Appraisal) - Page 1

Direct Sales			
4 bed house	2.00 units at	329,502.00	659,004
3 bed house	4.00 units at	290,684.00	1,162,736
Direct Sale Fees		1.75 %	-31,880
Direct Sale Legal Fees		1.00 %	-18,217
		Total	1,771,642
Build Costs			
4 bed house	2.00 units at	117,600.00	-235,200
3 bed house	4.00 units at	103,950.00	-415,800
Planning fee			-6,678
M4(2)			-7,350
Small site premium			-39,060
Offsite 70k			-70,000
Prelims		106,815 a	-106,815
Externals		104,612 a	-104,612
Contingency		43,121 a	-43,121
Professional Fee		90,436 a	-90,436
		Total	-1,119,072
Land Value			
Site Cost			-304,369
		Total	-304,369
Debt Interest - Overall	100.00% of Cost	-1,473,539	(91.55% Used)
Charged Quarterly			
Compounded Quarterly	7.00%pa	Interest	-70,211
Profit/Cost	18.01%	Revenue	1,821,740
Profit/Revenue	15.26%	Outgoings	-1,543,750
IRR Excl.Intr	35.52%pa	Profit	277,990

6 dwellings offsite £70k - (Cashflow) - Page 1

			1	2	3	4	5	6	7	8	9	10	11	12	13	14
			Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019
Direct Sales	From To															
4 bed house	12 14		0	0	0	0	0	0	0	0	0	0	0	219,668	219,668	219,668
3 bed house	12 14		0	0	0	0	0	0	0	0	0	0	0	387,579	387,579	387,579
Direct Sale Fees			0	0	0	0	0	0	0	0	0	0	0	-10,627	-10,627	-10,627
Direct Sale Legal Fees			0	0	0	0	0	0	0	0	0	0	0	-6,072	-6,072	-6,072

Build Costs	From To															
4 bed house	1 12		-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	0	0
3 bed house	1 12		-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	-34,650	0	0
Planning fee	1 1		-6,678	0	0	0	0	0	0	0	0	0	0	0	0	0
M4(2)	1 1		-7,350	0	0	0	0	0	0	0	0	0	0	0	0	0
Small site premium	1 12		-3,255	-3,255	-3,255	-3,255	-3,255	-3,255	-3,255	-3,255	-3,255	-3,255	-3,255	-3,255	0	0
Offsite 70k	1 12		-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	0	0
Prelims	1 2		-53,408	-53,408	0	0	0	0	0	0	0	0	0	0	0	0
Externals	1 2		-52,306	-52,306	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1 12		-3,593	-3,593	-3,593	-3,593	-3,593	-3,593	-3,593	-3,593	-3,593	-3,593	-3,593	-3,593	0	0
Professional Fee	1 12		-7,536	-7,536	-7,536	-7,536	-7,536	-7,536	-7,536	-7,536	-7,536	-7,536	-7,536	-7,536	0	0

Land Value	From To															
Site Cost	1 1		-304,369	0	0	0	0	0	0	0	0	0	0	0	0	0

SUMMARY

Revenue		0	0	0	0	0	0	0	0	0	0	0	0	607,247	607,247	607,247
Costs		-498,579	-180,182	-74,468	-74,468	-74,468	-74,468	-74,468	-74,468	-74,468	-74,468	-74,468	-74,468	-91,167	-16,699	-16,699
Net Cashflow		-498,579	-678,760	-753,228	-827,696	-902,164	-976,633	-1,051,101	-1,125,569	-1,200,037	-1,274,505	-1,348,973	-832,894	-242,346	348,201	
Debt Interest - Overall		-498,579	-678,760	-753,228	-827,696	-902,164	-976,633	-1,051,101	-1,125,569	-1,200,037	-1,274,505	-1,348,973	-832,894	-242,346	0	
Interest Bal		-498,579	-678,760	-753,228	-838,949	-913,417	-987,886	-1,078,333	-1,152,801	-1,227,270	-1,321,907	-1,396,375	-880,295	-310,755	0	
Interest %pa		7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest		0	0	-11,253	0	0	-15,980	0	0	-20,169	0	0	-21,007	0	-1,802	
Balance B/F		0	-498,579	-678,760	-764,481	-838,949	-913,417	-1,003,865	-1,078,333	-1,152,801	-1,247,439	-1,321,907	-1,396,375	-901,302	-310,755	
Period Total		-498,579	-180,182	-74,468	-74,468	-74,468	-74,468	-74,468	-74,468	-74,468	-74,468	-74,468	516,079	590,547	590,547	
Interest		0	0	-11,253	0	0	-15,980	0	0	-20,169	0	0	-21,007	0	-1,802	
Balance C/F		-498,579	-678,760	-764,481	-838,949	-913,417	-1,003,865	-1,078,333	-1,152,801	-1,247,439	-1,321,907	-1,396,375	-901,302	-310,755	277,990	

7 Dwellings - (Appraisal) - Page 1

Direct Sales			
4 bed house	2.00 units at	329,502.00	659,004
3 bed house	5.00 units at	290,684.00	1,453,420
Direct Sale Fees		1.75 %	-36,967
Direct Sale Legal Fees		1.00 %	-21,124
		Total	2,054,332
Build Costs			
4 bed house	2.00 units at	117,600.00	-235,200
3 bed house	5.00 units at	103,950.00	-519,750
Small site premium			-45,297
Planning fee			-11,127
M4(2)			-14,700
Offsite			-70,000
Externals			-122,242
Prelims		124,865 a	-124,865
Contingency		50,103 a	-50,103
Professional Fee		105,655 a	-105,655
		Total	-1,298,939
Land Value			
Site Cost			-335,370
		Total	-335,370
Debt Interest - Overall	100.00% of Cost	-1,692,401	(91.44% Used)
Charged Quarterly			
Compounded Quarterly	7.00%pa	Interest	-80,367
Profit/Cost	19.16%	Revenue	2,112,424
Profit/Revenue	16.08%	Outgoings	-1,772,768
IRR Excl.Intr	37.41%pa	Profit	339,656

7 Dwellings - (Cashflow) - Page 1

			1	2	3	4	5	6	7	8	9	10	11	12	13	14
			Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019
Direct Sales	From To															
4 bed house	12 14		0	0	0	0	0	0	0	0	0	0	0	219,668	219,668	219,668
3 bed house	12 14		0	0	0	0	0	0	0	0	0	0	0	484,473	484,473	484,473
Direct Sale Fees			0	0	0	0	0	0	0	0	0	0	0	-12,322	-12,322	-12,322
Direct Sale Legal Fees			0	0	0	0	0	0	0	0	0	0	0	-7,041	-7,041	-7,041

Build Costs	From To															
4 bed house	1 12		-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	0	0
3 bed house	1 12		-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	0	0
Small site premium	1 12		-3,775	-3,775	-3,775	-3,775	-3,775	-3,775	-3,775	-3,775	-3,775	-3,775	-3,775	-3,775	0	0
Planning fee	1 1		-11,127	0	0	0	0	0	0	0	0	0	0	0	0	0
M4(2)	1 12		-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	0	0
Offsite	1 12		-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	0	0
Externals	1 1		-122,242	0	0	0	0	0	0	0	0	0	0	0	0	0
Prelims	1 2		-62,433	-62,433	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1 12		-4,175	-4,175	-4,175	-4,175	-4,175	-4,175	-4,175	-4,175	-4,175	-4,175	-4,175	-4,175	0	0
Professional Fee	1 12		-8,805	-8,805	-8,805	-8,805	-8,805	-8,805	-8,805	-8,805	-8,805	-8,805	-8,805	-8,805	0	0

Land Value	From To															
Site Cost	1 1		-335,370	0	0	0	0	0	0	0	0	0	0	0	0	0

SUMMARY

Revenue			0	0	0	0	0	0	0	0	0	0	0	704,141	704,141	704,141
Costs			-617,897	-149,158	-86,725	-86,725	-86,725	-86,725	-86,725	-86,725	-86,725	-86,725	-86,725	-106,089	-19,364	-19,364
Net Cashflow			-617,897	-767,055	-853,780	-940,506	-1,027,231	-1,113,957	-1,200,682	-1,287,407	-1,374,133	-1,460,858	-1,547,584	-949,532	-264,754	420,023
Debt Interest - Overall			-617,897	-767,055	-853,780	-940,506	-1,027,231	-1,113,957	-1,200,682	-1,287,407	-1,374,133	-1,460,858	-1,547,584	-949,532	-264,754	0
Interest Bal			-617,897	-767,055	-853,780	-953,557	-1,040,282	-1,127,008	-1,231,932	-1,318,658	-1,405,383	-1,515,179	-1,601,905	-1,003,853	-343,131	0
Interest %pa			7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest			0	0	-13,051	0	0	-18,199	0	0	-23,071	0	0	-24,056	0	-1,990
Balance B/F			0	-617,897	-767,055	-866,832	-953,557	-1,040,282	-1,145,207	-1,231,932	-1,318,658	-1,428,454	-1,515,179	-1,601,905	-1,027,909	-343,131
Period Total			-617,897	-149,158	-86,725	-86,725	-86,725	-86,725	-86,725	-86,725	-86,725	-86,725	-86,725	598,052	684,777	684,777
Interest			0	0	-13,051	0	0	-18,199	0	0	-23,071	0	0	-24,056	0	-1,990
Balance C/F			-617,897	-767,055	-866,832	-953,557	-1,040,282	-1,145,207	-1,231,932	-1,318,658	-1,428,454	-1,515,179	-1,601,905	-1,027,909	-343,131	339,656

7 Dwellings offsite £140k - (Appraisal) - Page 1

Direct Sales			
4 bed house	2.00 units at	329,502.00	659,004
3 bed house	5.00 units at	290,684.00	1,453,420
Direct Sale Fees		1.75 %	-36,967
Direct Sale Legal Fees		1.00 %	-21,124
		Total	2,054,332
Build Costs			
4 bed house	2.00 units at	117,600.00	-235,200
3 bed house	5.00 units at	103,950.00	-519,750
M4(2)			-14,700
Offsite			-140,000
Plg and Bld Costs			-7,791
Small site premium			-45,297
Externals			-122,242
Prelims		124,865 a	-124,865
Contingency		50,103 a	-50,103
Professional Fee		105,655 a	-105,655
		Total	-1,365,603
Land Value			
Site Cost			-335,370
		Total	-335,370
Debt Interest - Overall	100.00% of Cost	-1,759,065	(91.40% Used)
Charged Quarterly			
Compounded Quarterly	7.00%pa	Interest	-82,963
Profit/Cost	14.68%	Revenue	2,112,424
Profit/Revenue	12.80%	Outgoings	-1,842,027
IRR Excl.Intr	30.55%pa	Profit	270,397

7 Dwellings offsite £140k - (Cashflow) - Page 1

			1	2	3	4	5	6	7	8	9	10	11	12	13	14	
			Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	
Direct Sales	From To																
4 bed house	12 14		0	0	0	0	0	0	0	0	0	0	0	0	219,668	219,668	219,668
3 bed house	12 14		0	0	0	0	0	0	0	0	0	0	0	0	484,473	484,473	484,473
Direct Sale Fees			0	0	0	0	0	0	0	0	0	0	0	0	-12,322	-12,322	-12,322
Direct Sale Legal Fees			0	0	0	0	0	0	0	0	0	0	0	0	-7,041	-7,041	-7,041

Build Costs	From To																
4 bed house	1 12		-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	-19,600	0	0
3 bed house	1 12		-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	0	0
M4(2)	1 12		-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	0	0
Offsite	1 12		-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	0	0
Plg and Bld Costs	1 12		-649	-649	-649	-649	-649	-649	-649	-649	-649	-649	-649	-649	-649	0	0
Small site premium	1 12		-3,775	-3,775	-3,775	-3,775	-3,775	-3,775	-3,775	-3,775	-3,775	-3,775	-3,775	-3,775	-3,775	0	0
Externals	1 1		-122,242	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Prelims	1 2		-62,433	-62,433	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1 12		-4,175	-4,175	-4,175	-4,175	-4,175	-4,175	-4,175	-4,175	-4,175	-4,175	-4,175	-4,175	-4,175	0	0
Professional Fee	1 12		-8,805	-8,805	-8,805	-8,805	-8,805	-8,805	-8,805	-8,805	-8,805	-8,805	-8,805	-8,805	-8,805	0	0

Land Value	From To																
Site Cost	1 1		-335,370	0	0	0	0	0	0	0	0	0	0	0	0	0	0

SUMMARY

Revenue			0	0	0	0	0	0	0	0	0	0	0	0	704,141	704,141	704,141
Costs			-613,253	-155,641	-93,208	-93,208	-93,208	-93,208	-93,208	-93,208	-93,208	-93,208	-93,208	-93,208	-112,572	-19,364	-19,364
Net Cashflow			-613,253	-768,893	-862,101	-955,309	-1,048,517	-1,141,725	-1,234,933	-1,328,141	-1,421,349	-1,514,557	-1,607,765	-1,607,765	-1,016,196	-331,418	353,359
Debt Interest - Overall			-613,253	-768,893	-862,101	-955,309	-1,048,517	-1,141,725	-1,234,933	-1,328,141	-1,421,349	-1,514,557	-1,607,765	-1,607,765	-1,016,196	-331,418	0
Interest Bal			-613,253	-768,893	-862,101	-968,392	-1,061,600	-1,154,808	-1,266,588	-1,359,796	-1,453,004	-1,570,002	-1,663,210	-1,663,210	-1,071,640	-411,991	0
Interest %pa			7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest			0	0	-13,083	0	0	-18,572	0	0	-23,790	0	0	-25,128	0	-2,389	
Balance B/F			0	-613,253	-768,893	-875,184	-968,392	-1,061,600	-1,173,380	-1,266,588	-1,359,796	-1,476,794	-1,570,002	-1,663,210	-1,096,769	-411,991	
Period Total			-613,253	-155,641	-93,208	-93,208	-93,208	-93,208	-93,208	-93,208	-93,208	-93,208	-93,208	591,569	684,777	684,777	
Interest			0	0	-13,083	0	0	-18,572	0	0	-23,790	0	0	-25,128	0	-2,389	
Balance C/F			-613,253	-768,893	-875,184	-968,392	-1,061,600	-1,173,380	-1,266,588	-1,359,796	-1,476,794	-1,570,002	-1,663,210	-1,096,769	-411,991	270,397	

8 Dwellings offsite £70k - (Appraisal) - Page 1

Direct Sales			
4 bed house	3.00 units at	329,502.00	988,506
3 bed house	5.00 units at	290,684.00	1,453,420
Direct Sale Fees		1.75 %	-42,734
Direct Sale Legal Fees		1.00 %	-24,419
		Total	2,374,773
Build Costs			
4 bed house	3.00 units at	117,600.00	-352,800
3 bed house	5.00 units at	103,950.00	-519,750
M4(2)			-14,700
Offsite			-70,000
Plg and Bld Costs			-8,904
Small site premium			-52,353
Externals			-140,940
Prelims		143,947 a	-143,947
Contingency		57,872 a	-57,872
Professional Fee		118,618 a	-118,618
		Total	-1,479,884
Land Value			
Site Cost			-363,107
		Total	-363,107
Debt Interest - Overall	100.00% of Cost	-1,910,144	(91.27% Used)
Charged Quarterly			
Compounded Quarterly	7.00%pa	Interest	-89,564
Profit/Cost	22.11%	Revenue	2,441,926
Profit/Revenue	18.11%	Outgoings	-1,999,708
IRR Excl.Intr	42.48%pa	Profit	442,218

8 Dwellings offsite £70k - (Cashflow) - Page 1

			1	2	3	4	5	6	7	8	9	10	11	12	13	14
			Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019
Direct Sales	From To															
4 bed house	12 14		0	0	0	0	0	0	0	0	0	0	0	329,502	329,502	329,502
3 bed house	12 14		0	0	0	0	0	0	0	0	0	0	0	484,473	484,473	484,473
Direct Sale Fees			0	0	0	0	0	0	0	0	0	0	0	-14,245	-14,245	-14,245
Direct Sale Legal Fees			0	0	0	0	0	0	0	0	0	0	0	-8,140	-8,140	-8,140

Build Costs	From To															
4 bed house	1 12		-29,400	-29,400	-29,400	-29,400	-29,400	-29,400	-29,400	-29,400	-29,400	-29,400	-29,400	-29,400	0	0
3 bed house	1 12		-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	0	0
M4(2)	1 12		-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	0	0
Offsite	1 12		-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	-5,833	0	0
Plg and Bld Costs	1 12		-742	-742	-742	-742	-742	-742	-742	-742	-742	-742	-742	-742	0	0
Small site premium	1 12		-4,363	-4,363	-4,363	-4,363	-4,363	-4,363	-4,363	-4,363	-4,363	-4,363	-4,363	-4,363	0	0
Externals	1 1		-140,940	0	0	0	0	0	0	0	0	0	0	0	0	0
Prelims	1 2		-71,974	-71,974	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1 12		-4,823	-4,823	-4,823	-4,823	-4,823	-4,823	-4,823	-4,823	-4,823	-4,823	-4,823	-4,823	0	0
Professional Fee	1 12		-9,885	-9,885	-9,885	-9,885	-9,885	-9,885	-9,885	-9,885	-9,885	-9,885	-9,885	-9,885	0	0

Land Value	From To															
Site Cost	1 1		-363,107	0	0	0	0	0	0	0	0	0	0	0	0	0

SUMMARY

Revenue		0	0	0	0	0	0	0	0	0	0	0	0	813,975	813,975	813,975
Costs		-675,604	-171,557	-99,583	-99,583	-99,583	-99,583	-99,583	-99,583	-99,583	-99,583	-99,583	-99,583	-121,967	-22,384	-22,384
Net Cashflow		-675,604	-847,160	-946,743	-1,046,326	-1,145,909	-1,245,493	-1,345,076	-1,444,659	-1,544,242	-1,643,825	-1,743,408	-1,843,011	-1,942,608	-2,042,215	-2,141,822
Debt Interest - Overall		-675,604	-847,160	-946,743	-1,046,326	-1,145,909	-1,245,493	-1,345,076	-1,444,659	-1,544,242	-1,643,825	-1,743,408	-1,843,011	-1,942,608	-2,042,215	0
Interest Bal		-675,604	-847,160	-946,743	-1,060,723	-1,160,306	-1,259,889	-1,379,771	-1,479,354	-1,578,937	-1,704,402	-1,803,985	-1,111,977	-347,358	0	0
Interest %pa		7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest		0	0	-14,396	0	0	-20,299	0	0	-25,882	0	0	-26,972	0	-2,015	0
Balance B/F		0	-675,604	-847,160	-961,140	-1,060,723	-1,160,306	-1,280,187	-1,379,771	-1,479,354	-1,604,819	-1,704,402	-1,803,985	-1,138,949	-347,358	0
Period Total		-675,604	-171,557	-99,583	-99,583	-99,583	-99,583	-99,583	-99,583	-99,583	-99,583	-99,583	-99,583	692,008	791,591	791,591
Interest		0	0	-14,396	0	0	-20,299	0	0	-25,882	0	0	-26,972	0	-2,015	0
Balance C/F		-675,604	-847,160	-961,140	-1,060,723	-1,160,306	-1,280,187	-1,379,771	-1,479,354	-1,604,819	-1,704,402	-1,803,985	-1,138,949	-347,358	442,218	0

8 Dwellings offsite £140k - (Appraisal) - Page 1

Direct Sales			
4 bed house	3.00 units at	329,502.00	988,506
3 bed house	5.00 units at	290,684.00	1,453,420
Direct Sale Fees		1.75 %	-42,734
Direct Sale Legal Fees		1.00 %	-24,419
		Total	2,374,773
Build Costs			
4 bed house	3.00 units at	117,600.00	-352,800
3 bed house	5.00 units at	103,950.00	-519,750
M4(2)			-14,700
Offsite			-140,000
Plg and Bld Costs			-8,904
Small site premium			-52,353
Externals			-140,940
Prelims		143,947 a	-143,947
Contingency		57,872 a	-57,872
Professional Fee		118,618 a	-118,618
		Total	-1,549,884
Land Value			
Site Cost			-363,107
		Total	-363,107
Debt Interest - Overall	100.00% of Cost	-1,980,144	(91.29% Used)
Charged Quarterly			
Compounded Quarterly	7.00%pa	Interest	-92,681
Profit/Cost	17.81%	Revenue	2,441,926
Profit/Revenue	15.12%	Outgoings	-2,072,825
IRR Excl.Intr	35.72%pa	Profit	369,101

8 Dwellings offsite £140k - (Cashflow) - Page 1

			1	2	3	4	5	6	7	8	9	10	11	12	13	14
			Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019
Direct Sales			From To													
4 bed house	12	14	0	0	0	0	0	0	0	0	0	0	0	329,502	329,502	329,502
3 bed house	12	14	0	0	0	0	0	0	0	0	0	0	0	484,473	484,473	484,473
Direct Sale Fees			0	0	0	0	0	0	0	0	0	0	0	-14,245	-14,245	-14,245
Direct Sale Legal Fees			0	0	0	0	0	0	0	0	0	0	0	-8,140	-8,140	-8,140
Build Costs			From To													
4 bed house	1	12	-29,400	-29,400	-29,400	-29,400	-29,400	-29,400	-29,400	-29,400	-29,400	-29,400	-29,400	-29,400	0	0
3 bed house	1	12	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	0	0
M4(2)	1	12	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	0	0
Offsite	1	12	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	0	0
Plg and Bld Costs	1	12	-742	-742	-742	-742	-742	-742	-742	-742	-742	-742	-742	-742	0	0
Small site premium	1	12	-4,363	-4,363	-4,363	-4,363	-4,363	-4,363	-4,363	-4,363	-4,363	-4,363	-4,363	-4,363	0	0
Externals	1	1	-140,940	0	0	0	0	0	0	0	0	0	0	0	0	0
Prelims	1	2	-71,974	-71,974	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1	12	-4,823	-4,823	-4,823	-4,823	-4,823	-4,823	-4,823	-4,823	-4,823	-4,823	-4,823	-4,823	0	0
Professional Fee	1	12	-9,885	-9,885	-9,885	-9,885	-9,885	-9,885	-9,885	-9,885	-9,885	-9,885	-9,885	-9,885	0	0
Land Value			From To													
Site Cost	1	1	-363,107	0	0	0	0	0	0	0	0	0	0	0	0	0
SUMMARY																
Revenue			0	0	0	0	0	0	0	0	0	0	0	813,975	813,975	813,975
Costs			-681,437	-177,390	-105,416	-105,416	-105,416	-105,416	-105,416	-105,416	-105,416	-105,416	-105,416	-127,801	-22,384	-22,384
Net Cashflow			-681,437	-858,827	-964,243	-1,069,660	-1,175,076	-1,280,493	-1,385,909	-1,491,325	-1,596,742	-1,702,158	-1,807,575	-1,121,400	-329,809	461,782
Debt Interest - Overall			-681,437	-858,827	-964,243	-1,069,660	-1,175,076	-1,280,493	-1,385,909	-1,491,325	-1,596,742	-1,702,158	-1,807,575	-1,121,400	-329,809	0
Interest Bal			-681,437	-858,827	-964,243	-1,084,260	-1,189,676	-1,295,093	-1,421,321	-1,526,738	-1,632,154	-1,764,281	-1,869,698	-1,183,523	-420,054	0
Interest %pa			7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest			0	0	-14,600	0	0	-20,812	0	0	-26,711	0	0	-28,122	0	-2,436
Balance B/F			0	-681,437	-858,827	-978,843	-1,084,260	-1,189,676	-1,315,905	-1,421,321	-1,526,738	-1,658,865	-1,764,281	-1,869,698	-1,211,645	-420,054
Period Total			-681,437	-177,390	-105,416	-105,416	-105,416	-105,416	-105,416	-105,416	-105,416	-105,416	-105,416	686,175	791,591	791,591
Interest			0	0	-14,600	0	0	-20,812	0	0	-26,711	0	0	-28,122	0	-2,436
Balance C/F			-681,437	-858,827	-978,843	-1,084,260	-1,189,676	-1,315,905	-1,421,321	-1,526,738	-1,658,865	-1,764,281	-1,869,698	-1,211,645	-420,054	369,101

9 Dwellings offsite £140k - (Appraisal) - Page 1

Direct Sales			
4 bed house	4.00 units at	329,502.00	1,318,008
3 bed house	5.00 units at	290,684.00	1,453,420
Direct Sale Fees		1.75 %	-48,500
Direct Sale Legal Fees		1.00 %	-27,714
		Total	2,695,214
Build Costs			
4 bed house	4.00 units at	117,600.00	-470,400
3 bed house	5.00 units at	103,950.00	-519,750
M4(2)			-14,700
Offsite			-140,000
Plg and Bld Costs			-10,017
Small site premium			-59,409
Externals			-159,639
Prelims		163,028 a	-163,028
Contingency		65,641 a	-65,641
Professional Fee		130,731 a	-130,731
		Total	-1,733,315
Land Value			
Site Cost			-369,591
		Total	-369,591
Debt Interest - Overall	100.00% of Cost	-2,179,120	(91.11% Used)
Charged Quarterly			
Compounded Quarterly	7.00%pa	Interest	-100,702
Profit/Cost	21.56%	Revenue	2,771,428
Profit/Revenue	17.74%	Outgoings	-2,279,822
IRR Excl.Intr	42.14%pa	Profit	491,606

9 Dwellings offsite £140k - (Cashflow) - Page 1

			1	2	3	4	5	6	7	8	9	10	11	12	13	14	
			Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	
Direct Sales			From To														
4 bed house	12	14	0	0	0	0	0	0	0	0	0	0	0	0	439,336	439,336	439,336
3 bed house	12	14	0	0	0	0	0	0	0	0	0	0	0	0	484,473	484,473	484,473
Direct Sale Fees			0	0	0	0	0	0	0	0	0	0	0	0	-16,167	-16,167	-16,167
Direct Sale Legal Fees			0	0	0	0	0	0	0	0	0	0	0	0	-9,238	-9,238	-9,238
Build Costs			From To														
4 bed house	1	12	-39,200	-39,200	-39,200	-39,200	-39,200	-39,200	-39,200	-39,200	-39,200	-39,200	-39,200	-39,200	-39,200	0	0
3 bed house	1	12	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	-43,313	0	0
M4(2)	1	12	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	-1,225	0	0
Offsite	1	12	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	-11,667	0	0
Plg and Bld Costs	1	12	-835	-835	-835	-835	-835	-835	-835	-835	-835	-835	-835	-835	-835	0	0
Small site premium	1	12	-4,951	-4,951	-4,951	-4,951	-4,951	-4,951	-4,951	-4,951	-4,951	-4,951	-4,951	-4,951	-4,951	0	0
Externals	1	1	-159,639	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Prelims	1	2	-81,514	-81,514	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1	12	-5,470	-5,470	-5,470	-5,470	-5,470	-5,470	-5,470	-5,470	-5,470	-5,470	-5,470	-5,470	-5,470	0	0
Professional Fee	1	12	-10,894	-10,894	-10,894	-10,894	-10,894	-10,894	-10,894	-10,894	-10,894	-10,894	-10,894	-10,894	-10,894	0	0
Land Value			From To														
Site Cost	1	1	-369,591	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SUMMARY																	
Revenue			0	0	0	0	0	0	0	0	0	0	0	0	923,809	923,809	923,809
Costs			-728,298	-199,068	-117,554	-117,554	-117,554	-117,554	-117,554	-117,554	-117,554	-117,554	-117,554	-142,959	-25,405	-25,405	
Net Cashflow			-728,298	-927,366	-1,044,920	-1,162,474	-1,280,028	-1,397,582	-1,515,136	-1,632,690	-1,750,244	-1,867,798	-1,985,352	-1,204,501	-306,097	592,308	
Debt Interest - Overall			-728,298	-927,366	-1,044,920	-1,162,474	-1,280,028	-1,397,582	-1,515,136	-1,632,690	-1,750,244	-1,867,798	-1,985,352	-1,204,501	-306,097	0	
Interest Bal			-728,298	-927,366	-1,044,920	-1,178,217	-1,295,771	-1,413,325	-1,553,547	-1,671,101	-1,788,655	-1,935,445	-2,052,999	-1,272,149	-404,453	0	
Interest %pa			7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	
Interest			0	0	-15,743	0	0	-22,668	0	0	-29,236	0	0	-30,709	0	-2,346	
Balance B/F			0	-728,298	-927,366	-1,060,663	-1,178,217	-1,295,771	-1,435,993	-1,553,547	-1,671,101	-1,817,891	-1,935,445	-2,052,999	-1,302,858	-404,453	
Period Total			-728,298	-199,068	-117,554	-117,554	-117,554	-117,554	-117,554	-117,554	-117,554	-117,554	-117,554	780,851	898,405	898,405	
Interest			0	0	-15,743	0	0	-22,668	0	0	-29,236	0	0	-30,709	0	-2,346	
Balance C/F			-728,298	-927,366	-1,060,663	-1,178,217	-1,295,771	-1,435,993	-1,553,547	-1,671,101	-1,817,891	-1,935,445	-2,052,999	-1,302,858	-404,453	491,606	

10 Dwellings - (Appraisal) - Page 1

Direct Sales			
4 bed house	5.00 units at	329,502.00	1,647,510
3 bed house	1.00 units at	290,684.00	290,684
Starter	1.00 units at	232,547.00	232,547
Affordable	3.00 units at	174,410.00	523,230
Direct Sale Fees		1.75 %	-47,144
Direct Sale Legal Fees		1.00 %	-26,940
		Total	2,619,887
Build Costs			
4 bed house	5.00 units at	117,600.00	-588,000
3 bed house	1.00 units at	103,950.00	-103,950
Starter	1.00 units at	103,950.00	-103,950
Affordable	3.00 units at	103,950.00	-311,850
Planning fee			-11,127
M4(2)			-14,700
Prelims		180,714 a	-180,714
Externals		168,368 a	-168,368
Contingency		72,842 a	-72,842
Professional Fee		138,994 a	-138,994
		Total	-1,694,495
Land Value			
Site Cost			-391,990
		Total	-391,990
Debt Interest - Overall	100.00% of Cost	-2,160,569	(91.48% Used)
Charged Quarterly			
Compounded Quarterly	7.00%pa	Interest	-100,198
Profit/Cost	19.16%	Revenue	2,693,971
Profit/Revenue	16.08%	Outgoings	-2,260,767
IRR Excl.Intr	38.04%pa	Profit	433,204

10 Dwellings - (Cashflow) - Page 1

			1	2	3	4	5	6	7	8	9	10	11	12	13	14
			Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019
Direct Sales	From To															
4 bed house	12 14		0	0	0	0	0	0	0	0	0	0	0	549,170	549,170	549,170
3 bed house	12 14		0	0	0	0	0	0	0	0	0	0	0	96,895	96,895	96,895
Starter	12 13		0	0	0	0	0	0	0	0	0	0	0	116,274	116,274	0
Affordable	12 13		0	0	0	0	0	0	0	0	0	0	0	261,615	261,615	0
Direct Sale Fees			0	0	0	0	0	0	0	0	0	0	0	-17,919	-17,919	-11,306
Direct Sale Legal Fees			0	0	0	0	0	0	0	0	0	0	0	-10,240	-10,240	-6,461

Build Costs	From To															
4 bed house	1 12		-49,000	-49,000	-49,000	-49,000	-49,000	-49,000	-49,000	-49,000	-49,000	-49,000	-49,000	-49,000	0	0
3 bed house	1 12		-8,663	-8,663	-8,663	-8,663	-8,663	-8,663	-8,663	-8,663	-8,663	-8,663	-8,663	-8,663	0	0
Starter	1 12		-8,663	-8,663	-8,663	-8,663	-8,663	-8,663	-8,663	-8,663	-8,663	-8,663	-8,663	-8,663	0	0
Affordable	1 12		-25,988	-25,988	-25,988	-25,988	-25,988	-25,988	-25,988	-25,988	-25,988	-25,988	-25,988	-25,988	0	0
Planning fee	1 1		-11,127	0	0	0	0	0	0	0	0	0	0	0	0	0
M4(2)	1 1		-14,700	0	0	0	0	0	0	0	0	0	0	0	0	0
Prelims	1 2		-90,357	-90,357	0	0	0	0	0	0	0	0	0	0	0	0
Externals	1 2		-84,184	-84,184	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1 12		-6,070	-6,070	-6,070	-6,070	-6,070	-6,070	-6,070	-6,070	-6,070	-6,070	-6,070	-6,070	0	0
Professional Fee	1 12		-11,583	-11,583	-11,583	-11,583	-11,583	-11,583	-11,583	-11,583	-11,583	-11,583	-11,583	-11,583	0	0

Land Value	From To															
Site Cost	1 1		-391,990	0	0	0	0	0	0	0	0	0	0	0	0	0

SUMMARY

Revenue		0	0	0	0	0	0	0	0	0	0	0	0	1,023,953	1,023,953	646,065
Costs		-702,324	-284,507	-109,966	-109,966	-109,966	-109,966	-109,966	-109,966	-109,966	-109,966	-109,966	-109,966	-138,124	-28,159	-17,767
Net Cashflow		-702,324	-986,830	-1,096,796	-1,206,761	-1,316,727	-1,426,692	-1,536,658	-1,646,623	-1,756,589	-1,866,554	-1,976,520	-1,090,691	-94,896	533,402	
Debt Interest - Overall		-702,324	-986,830	-1,096,796	-1,206,761	-1,316,727	-1,426,692	-1,536,658	-1,646,623	-1,756,589	-1,866,554	-1,976,520	-1,090,691	-94,896	0	
Interest Bal		-702,324	-986,830	-1,096,796	-1,222,999	-1,332,965	-1,442,930	-1,576,215	-1,686,181	-1,796,146	-1,935,612	-2,045,578	-1,159,749	-193,969	0	
Interest %pa		7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	
Interest		0	0	-16,238	0	0	-23,319	0	0	-29,501	0	0	-30,015	0	-1,125	
Balance B/F		0	-702,324	-986,830	-1,113,034	-1,222,999	-1,332,965	-1,466,250	-1,576,215	-1,686,181	-1,825,647	-1,935,612	-2,045,578	-1,189,764	-193,969	
Period Total		-702,324	-284,507	-109,966	-109,966	-109,966	-109,966	-109,966	-109,966	-109,966	-109,966	-109,966	-109,966	885,829	995,794	628,298
Interest		0	0	-16,238	0	0	-23,319	0	0	-29,501	0	0	-30,015	0	-1,125	
Balance C/F		-702,324	-986,830	-1,113,034	-1,222,999	-1,332,965	-1,466,250	-1,576,215	-1,686,181	-1,825,647	-1,935,612	-2,045,578	-1,189,764	-193,969	433,204	

20 Dwellings - (Appraisal) - Page 1

Direct Sales			
4 bed house	10.00 units at	329,502.00	3,295,020
3 bed house	2.00 units at	290,684.00	581,368
Starter 3 bed	1.00 units at	232,547.00	232,547
Starter 2 bed	1.00 units at	160,638.00	160,638
Affordable 3 bed	2.00 units at	174,410.00	348,820
Affordable 2 bed	4.00 units at	120,478.00	481,912
Direct Sale Fees		1.75 %	-89,255
Direct Sale Legal Fees		1.00 %	-51,003
		Total	4,960,047
Build Costs			
4 bed house	10.00 units at	117,600.00	-1,176,000
3 bed house	5.00 units at	103,950.00	-519,750
2 bed	5.00 units at	73,500.00	-367,500
Planning fee			-22,260
M4(2)			-29,400
Prelims		336,917 a	-336,917
Externals		313,898 a	-313,898
Contingency		135,703 a	-135,703
Professional Fee		230,333 a	-230,333
		Total	-3,131,761
Land Value			
Site Cost			-689,903
		Total	-689,903
Debt Interest - Overall	100.00% of Cost	-3,961,922	(93.05% Used)
Charged Quarterly			
Compounded Quarterly	7.00%pa	Interest	-295,553
Profit/Cost	19.80%	Revenue	5,100,305
Profit/Revenue	16.53%	Outgoings	-4,257,476
IRR Excl.Intr	25.78%pa	Profit	842,829

20 Dwellings - (Cashflow) - Page 1

			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19		
			Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020		
Direct Sales																							
	From	To																					
4 bed house	18	23	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	549,170	549,170	
3 bed house	18	20	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	193,789	193,789	
Starter 3 bed	18	19	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	116,274	116,274	
Starter 2 bed	18	19	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	80,319	80,319	
Affordable 3 bed	18	19	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	174,410	174,410	
Affordable 2 bed	18	19	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	240,956	240,956	
Direct Sale Fees			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-23,711	-23,711	
Direct Sale Legal Fees			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-13,549	-13,549	
Build Costs																							
	From	To																					
4 bed house	1	18	-65,333	-65,333	-65,333	-65,333	-65,333	-65,333	-65,333	-65,333	-65,333	-65,333	-65,333	-65,333	-65,333	-65,333	-65,333	-65,333	-65,333	-65,333	-65,333	-65,333	0
3 bed house	1	18	-28,875	-28,875	-28,875	-28,875	-28,875	-28,875	-28,875	-28,875	-28,875	-28,875	-28,875	-28,875	-28,875	-28,875	-28,875	-28,875	-28,875	-28,875	-28,875	-28,875	0
2 bed	1	18	-20,417	-20,417	-20,417	-20,417	-20,417	-20,417	-20,417	-20,417	-20,417	-20,417	-20,417	-20,417	-20,417	-20,417	-20,417	-20,417	-20,417	-20,417	-20,417	-20,417	0
Planning fee	1	1	-22,260	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
M4(2)	1	1	-29,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Prelims	1	2	-168,459	-168,459	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Externals	1	2	-156,949	-156,949	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1	18	-7,539	-7,539	-7,539	-7,539	-7,539	-7,539	-7,539	-7,539	-7,539	-7,539	-7,539	-7,539	-7,539	-7,539	-7,539	-7,539	-7,539	-7,539	-7,539	-7,539	0
Professional Fee	1	18	-12,796	-12,796	-12,796	-12,796	-12,796	-12,796	-12,796	-12,796	-12,796	-12,796	-12,796	-12,796	-12,796	-12,796	-12,796	-12,796	-12,796	-12,796	-12,796	-12,796	0
Land Value																							
	From	To																					
Site Cost	1	1	-689,903	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SUMMARY																							
Revenue			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,354,918	1,354,918	
Costs			-1,201,931	-460,368	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-172,221	-37,260	
Net Cashflow			-1,201,931	-1,662,299	-1,797,259	-1,932,219	-2,067,180	-2,202,140	-2,337,100	-2,472,061	-2,607,021	-2,741,981	-2,876,942	-3,011,902	-3,146,862	-3,281,823	-3,416,783	-3,551,743	-3,686,704	-3,821,664	-3,956,625	-4,091,586	
Debt Interest - Overall			-1,201,931	-1,662,299	-1,797,259	-1,932,219	-2,067,180	-2,202,140	-2,337,100	-2,472,061	-2,607,021	-2,741,981	-2,876,942	-3,011,902	-3,146,862	-3,281,823	-3,416,783	-3,551,743	-3,686,704	-3,821,664	-3,956,625	-4,091,586	
Interest Bal			-1,201,931	-1,662,299	-1,797,259	-1,959,391	-2,094,352	-2,229,312	-2,400,914	-2,535,875	-2,670,835	-2,850,164	-2,985,124	-3,120,085	-3,307,276	-3,442,236	-3,577,196	-3,712,156	-3,847,116	-3,982,076	-4,117,036	-4,251,996	
Interest %pa			7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	
Interest			0	0	-27,172	0	0	-36,642	0	0	-44,369	0	0	-52,231	0	0	-60,230	0	0	-68,199	-76,169		
Balance B/F			0	-1,201,931	-1,662,299	-1,824,431	-1,959,391	-2,094,352	-2,265,954	-2,400,914	-2,535,875	-2,715,204	-2,850,164	-2,985,124	-3,172,315	-3,307,276	-3,442,236	-3,637,426	-3,772,387	-3,907,347	-4,042,307	-4,177,267	
Period Total			-1,201,931	-460,368	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	-134,960	1,182,697	1,317,658	
Interest			0	0	-27,172	0	0	-36,642	0	0	-44,369	0	0	-52,231	0	0	-60,230	0	0	-68,199	-76,169		
Balance C/F			-1,201,931	-1,662,299	-1,824,431	-1,959,391	-2,094,352	-2,265,954	-2,400,914	-2,535,875	-2,715,204	-2,850,164	-2,985,124	-3,172,315	-3,307,276	-3,442,236	-3,637,426	-3,772,387	-3,907,347	-4,042,307	-4,177,267		

20 Dwellings - (Cashflow) - Page 2

		20	21	22	23
		May 2020	Jun 2020	Jul 2020	Aug 2020
Direct Sales	From To				
4 bed house	18 23	549,170	549,170	549,170	549,170
3 bed house	18 20	193,789	0	0	0
Starter 3 bed	18 19	0	0	0	0
Starter 2 bed	18 19	0	0	0	0
Affordable 3 bed	18 19	0	0	0	0
Affordable 2 bed	18 19	0	0	0	0
Direct Sale Fees		-13,002	-9,610	-9,610	-9,610
Direct Sale Legal Fees		-7,430	-5,492	-5,492	-5,492

Build Costs	From To				
4 bed house	1 18	0	0	0	0
3 bed house	1 18	0	0	0	0
2 bed	1 18	0	0	0	0
Planning fee	1 1	0	0	0	0
M4(2)	1 1	0	0	0	0
Prelims	1 2	0	0	0	0
Externals	1 2	0	0	0	0
Contingency	1 18	0	0	0	0
Professional Fee	1 18	0	0	0	0

Land Value	From To				
Site Cost	1 1	0	0	0	0

SUMMARY

Revenue	742,959	549,170	549,170	549,170
Costs	-20,431	-15,102	-15,102	-15,102
Net Cashflow	-463,821	70,247	604,315	1,138,383
Debt Interest - Overall	-463,821	0	0	0
Interest Bal	-745,192	-211,124	0	0
Interest %pa	7.00	7.00	7.00	7.00
Interest	0	-14,183	0	0
Balance B/F	-1,467,720	-745,192	-225,306	308,761
Period Total	722,528	534,068	534,068	534,068
Interest	0	-14,183	0	0
Balance C/F	-745,192	-225,306	308,761	842,829

100 Dwellings - (Appraisal) - Page 1

Direct Sales			
2 bed house	17.00 units at	200,797.00	3,413,549
3 bed house	20.00 units at	290,684.00	5,813,680
4 bed house	30.00 units at	329,502.00	9,885,060
Affd1 bed flat	10.00 units at	81,389.00	813,890
Starter 2 bed	5.00 units at	160,638.00	803,190
Affordable 2 bed	15.00 units at	120,478.00	1,807,170
Affordable 3 bed	3.00 units at	174,410.00	523,230
Direct Sale Fees		1.75%	-403,546
Direct Sale Legal Fees		1.00%	-230,598
		Total	22,425,625
Build Costs			
1 bed flat	10.00 units at	40,950.00	-409,500
2 bed	37.00 units at	73,500.00	-2,719,500
3 bed house	23.00 units at	103,950.00	-2,390,850
4 bed house	30.00 units at	117,600.00	-3,528,000
Planning fee			-111,300
M4(2)			-147,000
Prelims		1,480,371 a	-1,480,371
Externals		1,379,228 a	-1,379,228
Contingency		595,372 a	-595,372
Professional Fee		885,487 a	-885,487
		Total	-13,646,608
Land Value			
Site Cost			-2,874,597
		Total	-2,874,597
Debt Interest - Overall	100.00% of Cost	-17,155,349	(56.67% Used)
Charged Quarterly			
Compounded Quarterly	7.00%pa	Interest	-840,063
Profit/Cost	28.14%	Revenue	23,059,769
Profit/Revenue	21.96%	Outgoings	-17,995,411
IRR Excl.Intr	59.41%pa	Profit	5,064,358

100 Dwellings - (Cashflow) - Page 1

			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	
			Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	
Direct Sales																				
	From	To																		
2 bed house	18	23	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
3 bed house	18	20	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
4 bed house	18	23	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affd1 bed flat	18	23	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Starter 2 bed	18	19	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable 2 bed	18	19	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable 3 bed	18	19	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Direct Sale Fees			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Direct Sale Legal Fees			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Costs																				
	From	To																		
1 bed flat	1	48	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531
2 bed	1	48	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656
3 bed house	1	48	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809
4 bed house	1	48	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500
Planning fee	1	1	-111,300	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
M4(2)	1	1	-147,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Prelims	1	2	-740,186	-740,186	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Externals	1	2	-689,614	-689,614	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1	48	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404
Professional Fee	1	48	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448
Land Value																				
	From	To																		
Site Cost	1	1	-2,874,597	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SUMMARY																				
Revenue			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Costs			-4,782,045	-1,649,148	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348
Net Cashflow			-4,782,045	-6,431,192	-6,650,540	-6,869,888	-7,089,237	-7,308,585	-7,527,933	-7,747,281	-7,966,629	-8,185,977	-8,405,325	-8,624,673	-8,844,021	-9,063,369	-9,282,718	-9,502,066	-9,721,414	
Debt Interest - Overall			-4,782,045	-6,431,192	-6,650,540	-6,869,888	-7,089,237	-7,308,585	-7,527,933	-7,747,281	-7,966,629	-8,185,977	-8,405,325	-8,624,673	-8,844,021	-9,063,369	-9,282,718	-9,502,066	-9,721,414	
Interest Bal			-4,782,045	-6,431,192	-6,650,540	-6,974,031	-7,193,379	-7,412,727	-7,757,944	-7,977,292	-8,196,641	-8,555,576	-8,774,925	-8,994,273	-9,367,167	-9,586,515	-9,805,863	-10,192,961	-10,412,309	
Interest %pa			7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	
Interest			0	0	-104,142	0	0	-125,869	0	0	-139,588	0	0	-153,546	0	0	-167,749	0	0	
Balance B/F			0	-4,782,045	-6,431,192	-6,754,683	-6,974,031	-7,193,379	-7,538,596	-7,757,944	-7,977,292	-8,336,228	-8,555,576	-8,774,925	-9,147,819	-9,367,167	-9,586,515	-9,973,613	-10,192,961	
Period Total			-4,782,045	-1,649,148	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	
Interest			0	0	-104,142	0	0	-125,869	0	0	-139,588	0	0	-153,546	0	0	-167,749	0	0	
Balance C/F			-4,782,045	-6,431,192	-6,754,683	-6,974,031	-7,193,379	-7,538,596	-7,757,944	-7,977,292	-8,336,228	-8,555,576	-8,774,925	-9,147,819	-9,367,167	-9,586,515	-9,973,613	-10,192,961	-10,412,309	

100 Dwellings - (Cashflow) - Page 2

			18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	
			Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020	Oct 2020	Nov 2020	Dec 2020	Jan 2021	Feb 2021	Mar 2021	Apr 2021	May 2021	Jun 2021	Jul 2021	
Direct Sales																				
	From	To																		
2 bed house	18	23	568,925	568,925	568,925	568,925	568,925	568,925	0	0	0	0	0	0	0	0	0	0	0	0
3 bed house	18	20	1,937,893	1,937,893	1,937,893	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
4 bed house	18	23	1,647,510	1,647,510	1,647,510	1,647,510	1,647,510	1,647,510	0	0	0	0	0	0	0	0	0	0	0	0
Affd1 bed flat	18	23	135,648	135,648	135,648	135,648	135,648	135,648	0	0	0	0	0	0	0	0	0	0	0	0
Starter 2 bed	18	19	401,595	401,595	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable 2 bed	18	19	903,585	903,585	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable 3 bed	18	19	261,615	261,615	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Direct Sale Fees			-102,494	-102,494	-75,075	-41,161	-41,161	-41,161	0	0	0	0	0	0	0	0	0	0	0	0
Direct Sale Legal Fees			-58,568	-58,568	-42,900	-23,521	-23,521	-23,521	0	0	0	0	0	0	0	0	0	0	0	0
Build Costs																				
	From	To																		
1 bed flat	1	48	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531
2 bed	1	48	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656
3 bed house	1	48	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809
4 bed house	1	48	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500
Planning fee	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
M4(2)	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Prelims	1	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Externals	1	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1	48	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404
Professional Fee	1	48	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448
Land Value																				
	From	To																		
Site Cost	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SUMMARY																				
Revenue			5,856,772	5,856,772	4,289,977	2,352,083	2,352,083	2,352,083	0	0	0	0	0	0	0	0	0	0	0	0
Costs			-380,409	-380,409	-337,322	-284,030	-284,030	-284,030	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348
Net Cashflow			-4,245,052	1,231,311	5,183,965	7,252,017	9,320,070	11,388,123	11,168,775	10,949,427	10,730,079	10,510,731	10,291,382	10,072,034	9,852,686	9,633,338	9,413,990	9,194,642	8,975,294	
Debt Interest - Overall			-4,245,052	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Interest Bal			-4,935,947	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Interest %pa			7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	
Interest			-149,168	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Balance B/F			-10,412,309	-5,085,114	391,248	4,343,902	6,411,955	8,480,008	10,548,060	10,328,712	10,109,364	9,890,016	9,670,668	9,451,320	9,231,972	9,012,624	8,793,276	8,573,927	8,354,579	
Period Total			5,476,362	5,476,362	3,952,654	2,068,053	2,068,053	2,068,053	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	
Interest			-149,168	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Balance C/F			-5,085,114	391,248	4,343,902	6,411,955	8,480,008	10,548,060	10,328,712	10,109,364	9,890,016	9,670,668	9,451,320	9,231,972	9,012,624	8,793,276	8,573,927	8,354,579	8,135,231	

100 Dwellings - (Cashflow) - Page 3

			35	36	37	38	39	40	41	42	43	44	45	46	47	48
			Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021	Jan 2022	Feb 2022	Mar 2022	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022
Direct Sales																
	From	To														
2 bed house	18	23	0	0	0	0	0	0	0	0	0	0	0	0	0	0
3 bed house	18	20	0	0	0	0	0	0	0	0	0	0	0	0	0	0
4 bed house	18	23	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affd1 bed flat	18	23	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Starter 2 bed	18	19	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable 2 bed	18	19	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable 3 bed	18	19	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Direct Sale Fees			0	0	0	0	0	0	0	0	0	0	0	0	0	0
Direct Sale Legal Fees			0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Costs																
	From	To														
1 bed flat	1	48	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531	-8,531
2 bed	1	48	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656	-56,656
3 bed house	1	48	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809	-49,809
4 bed house	1	48	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500	-73,500
Planning fee	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0
M4(2)	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Prelims	1	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Externals	1	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	1	48	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404	-12,404
Professional Fee	1	48	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448	-18,448
Land Value																
	From	To														
Site Cost	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SUMMARY																
Revenue			0	0	0	0	0	0	0	0	0	0	0	0	0	0
Costs			-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348
Net Cashflow			8,755,946	8,536,598	8,317,249	8,097,901	7,878,553	7,659,205	7,439,857	7,220,509	7,001,161	6,781,813	6,562,465	6,343,117	6,123,768	5,904,420
Debt Interest - Overall			0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Bal			0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest %pa			7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest			0	0	0	0	0	0	0	0	0	0	0	0	0	0
Balance B/F			8,135,231	7,915,883	7,696,535	7,477,187	7,257,839	7,038,491	6,819,143	6,599,794	6,380,446	6,161,098	5,941,750	5,722,402	5,503,054	5,283,706
Period Total			-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348	-219,348
Interest			0	0	0	0	0	0	0	0	0	0	0	0	0	0
Balance C/F			7,915,883	7,696,535	7,477,187	7,257,839	7,038,491	6,819,143	6,599,794	6,380,446	6,161,098	5,941,750	5,722,402	5,503,054	5,283,706	5,064,358

6.2 Consultation Meeting Friday January 13th 2017 at County Hall

Greater Norwich Local Plan 2026 to 2036: Viability Workshop Report

The event was held on Friday 13th January 2017 in the Colman Room, at Norfolk County Council, from 10:00-12:00.

The purpose of the two-hour workshop was to gather views from industry experts on financial viability issues affecting the Greater Norwich Local Plan (GNLP) and Broads Authority so that the new policies are written in accordance with market conditions.

Development Industry Representatives in attendance:

Badger Building	Steven Lambert
Bidwells	John Long
Brown & Co	Charles Birch
Brown & Co	Andrew Haigh
CODE Development Planners Ltd	Mike Carpenter
FW Properties	Julian Wells
Hopkins Homes	Christopher Smith
Hopkins Homes	Neil Griffiths
Lanpro Services	Chris Leeming
La Ronde Wright	Mark Brown
Norfolk Homes	Terry Harper
Savills	Will Wright

An introduction by Greater Norwich Local Plan (GNLP) Team officers was followed by a presentation by Hamson Barron Smith (HBS), who are working on behalf of the GNLP Team. Participants were then divided in to two groups each undertaking a facilitated discussion of the following seven issues. ³⁶

Issue 1 – Land Prices

“Market research conducted by Hamson Barron Smith suggests that £824,465 per hectare is an average threshold value at which a landowner will sell for development; and that for

³⁶ Where discussion diverted from the set issues what was said has been incorporated as best as possible. This report has also been adapted from notes taken by each of the facilitators.

higher value locations in Norwich £1,250,000 per hectare is a reasonable guideline. What are opinions on the accuracy of these threshold values against market trends? More importantly, can development industry colleagues provide any sources of data, either to justify these values, or to justify an increase or decrease in values.”

In response the discussion included the following points:

Prices vary tremendously from site-to-site, however, for the purposes of satisfying Harman guidance £300,000-£600,000 per acre is thought a reasonable range to use. A note of caution though was that lower values, perhaps as low as £150,000 per acre do occur on some larger sites. The Sub-region breaks down into a few basic market ‘hot-spots’. These are in order: Norwich City, South Norwich, the Norwich Policy Area, and a few market towns. The point was made that in order to create creditable typologies specified values need to be ascribed to those typologies. From the comments received the following typologies for residential development are being considered.

Size	Location	Value (£ per acre) ³⁷	Gross Density (dwellings per acre) ³⁸
12 Plot Site	City	£600,000 per acre	30 per acre
12 Plot Site	Rural Market Town/Village	£600,000 per acre	10 per acre
50 Home Site	City	£600,000 per acre	30 per acre
50 Home Site	Rural Market Town	£400,000 per acre	12 per acre
150 Home Site	City	£300,000 per acre	30 per acre
150 Home Site	Suburban	£300,000 per acre	18 per acre
150 Home Site	Rural Market Town	£300,000 per acre	10 per acre
400 Home Site	City	£600,000 per acre	30 per acre
400 Home Site	Suburban	£300,000 per acre	18 per acre
400 Home Site	Rural Market Town	£300,000 per acre	12 per acre
600+ Home Site	Suburban	£300,000 per acre	18 per acre

It was agreed that for plan-wide viability testing basic assumptions had to be made, such as being implementable and deliverable. However, a broad-brush approach has to be compared to ‘real-world’ site appraisals. So it was recommended that HBS contact local firms who could help with judging whether the assumptions being applied in viability testing were correct.

The discussion on gross versus net site area was a reoccurring topic. However, a consensus appears to exist that a build cost of between £110 and £130 per square foot is realistic, provided it excludes infrastructure and garages. A single garage for example is estimated at £8,000. In addition, SUDS can equal £100,000 on a 100 home scheme.

Issue 2 – Build Cost and Market Strength

“Analysis of recent developments suggests that an appropriate average residential build cost for the Sub-region is £1,050 sqm, and that generally the market for house-building is buoyant. For speculative employment and retail developments it is thought that the market remains relatively weak. Although exceptions are premises being constructed for a specific end-user, premises in a prime retail City Centre location, and convenience (usually

³⁷ The figures used here are subject to refinement.

³⁸ The gross figure includes all roads, open space, SUDS, and landscaping.

supermarket) retailing. Are these working assumptions agreed with, and are there other considerations?”

In response the discussion included the following points:

From participants at the workshop there was a general willingness to assist with providing meaningful land cost data. Using Land Registry sales data is possibly misleading so it was recommended for HBS to approach agents locally. Firms such as Bidwells, Savills, and Brown & Co were recommended for HBS to contact. A general observation was that the Northern Distributor Road should have a positive effect on prices in north Norwich but there will still be a gap with south Norwich. For employment land there is still no market for speculative development, and considerable pump-priming is needed.

Issue 3 – Water Efficiency

“Given the low annual rainfall rates in East Anglia and proximity of Greater Norwich to wetland habitats, the Greater Norwich Councils think there is a strong case to set water efficiency standards at the Building Regulations level of 110 litres per person per day. The cost of doing so is estimated at £6-9 per dwelling. Do you agree with this being acceptable? Are there other examples from local plans elsewhere in the country, where water efficiency standards in planning policy are more ambitious?”

In response the discussion included the following points:

Relatively few comments were made about water efficiency. A point of principle from some participants was that planning policy should be silent on water policy issues, leaving this as a matter for building regulations. Emphasis from planning policy should instead be towards engagement with Anglian Water on how to bring forward a culture change in saving water and investing in new infrastructure.

Issue 4 – Energy Policy

“The existing Joint Core Strategy Policy 3 on Energy applies a ‘Merton Rule’ requirement of 10% of energy being generated from renewable sources. The policy means that encouragement is given to providing localised energy solutions, such as Combined Heat and Power (CHP), on larger sites. To reflect the cost to building to a higher energy standard (and providing other non-standard on site provision like natural green spaces), a section 106 cost of £2,000 per dwelling is added as an assumption. In addition to feedback to the cost and how workable the Joint Core Strategy Energy Policy has been, what are opinions on best practice from other local plans?”

In response the discussion included the following points:

General opinion was that decentralised, renewable energy solutions were not really established in Norfolk, and especially for developers that typically operate outside Norwich City Centre. There was also a sense that house-buyers did not seek ‘eco-tech’ in new properties, and did not wish to pay the premium. Instead house-buyers generally preferred a ‘fabric-first’ approach to energy efficiency. In essence, there seemed a preference from participants to reduce planning policy obligations, and to rely on Building Regulations.

Issue 5 – Affordable Housing

“There has been significant reform of affordable housing policy by Central Government in recent years. For viability purposes it is judged that an affordable rented property should be valued at 50% of a full market property, as well as that affordable home ownership tenures

and starter homes should be valued at 80% of a market home. Are these acceptable values, and what are general views on the deliverability of affordable housing?”

In response the discussion included the following points:

General opinion was that the era for social rent being the dominant affordable tenure had past. A different balance of affordable rent and home ownership tenures was therefore thought necessary by participants. A suggested way forward could be 60% intermediate and 40% Affordable Rent Tenure. On starter homes the consensus was that the ‘the jury is still out’. There is still a question as to whether custom build will fall into an affordable tenure as well. A view put forward by one participant is that affordable housing should be set at 27% of the site total of which 15% could be starter homes, 5% custom build, and 7% Affordable Rent Tenure and shared equity.

In modelling the value of an Affordable Rent Tenure property for viability purpose 45% of a market dwelling was thought about right. However, prices are dependent on Registered Provider (RP) housing associations being able to purchase, and although there are interested organisations, the odd case had arisen of a willing Registered Provider being difficult to find for some properties in rural locations. An added consideration is that the mix of property types and sizes sought by the local authority for its affordable housing requirement can strongly influence a scheme’s overall viability.

Issue 6 – Provision of Natural Green Space

“Given the area’s high concentration of high-quality environmental habitats, and across Norfolk, including the Broads, the North Norfolk Coast Area of Outstanding Natural Beauty (AONB), the Wash, the Brecks, as well many Special Areas of Conservation (SACs), Special Protection Areas (SPAs), Sites of Special Scientific Interest (SSSIs), and local conservation areas, there is a potential need to provide informal open space that fulfils the purpose of being Alternative Natural Greenspaces (SANGs). The cost of providing such alternative natural green space is costed within the section 106 obligation of £2,000 per dwelling, although on larger schemes the obligation is most likely to be made as onsite provision.”

In response the discussion included the following points:

Participants largely thought that Suitable Alternative Green Space (SANGS) requirements are challenging obligations in financial viability terms. The cost of providing SANGs is often high, and the likely consequence could be a reduction in affordable housing provision. Another approach being applied by North Norfolk District Council to offsetting visitor pressure on the North Norfolk AONB is an individual dwelling charge of £50.

Those who had experience of applying Broadland District Council’s EN3 Policy said there were still aspects to better understand. Issues being that the cost of the requirement, at £2,100 per dwelling, is arguably too low. Also, establishing what fulfils the requirement can be subject to challenge, such as distinguishing between general landscaping and what helps contribute to informal open space.

A wider point about how early and clear policy-making helps to manage landowner expectations about land values was generally felt to be irrelevant, with participants feeling that there was little role for planning policy in influencing what was described as the ‘raw negotiations’ between landowners and developers.

Issue 7 – Delivery of Larger Sites

“One of the challenges to development coming forward over recent years has been delays on larger sites of +500 homes. What are views on the sizes and locations of sites that are most likely to be deliverable? Larger sites inevitably have to be sub-divided and ‘parcelled’ out to multiple development companies, and may take as many as 20 years to build out. On this basis an annual inflationary uplift has been applied of 5%, and 7% for financing; are these considered to be reasonable assumptions about larger strategic sites?”

In response the discussion included the following points:

For larger strategic sites over 600 homes it was felt there were relatively few players in the market with the onus being on the nationwide volume housebuilders. Some participants questioned whether sufficient realism was being applied about whether consumers sought homes on larger developments, as compared to smaller developments of less than 400 dwellings.

A solution offered to the current difficulty in meeting house-building trajectories was to be more proactive in allocating smaller sites of between 50 to 400 homes. An opinion from some quarters was that the planning system sought larger allocations as these were often no less administratively difficult or politically sensitive to allocate than smaller sites.

The difficulties of larger sites were discussed as being principally to do with commercial risk and upfront financing of infrastructure. Other than public sector funding for infrastructure the solutions to bringing forward larger sites more quickly were thought to be few. The main idea being to adjust the phasing of affordable housing so that obligations in the first phases were lessened.

Another observation is that land promoters and housebuilders have different business models and that this needs to be borne in mind in plan-making. The lead-in time for a land promoter will occasionally be longer, as parcelling the land to house-builders takes time; and, some house-builders do relatively little land promotion.

Ends.