

Financial Viability
Assessment
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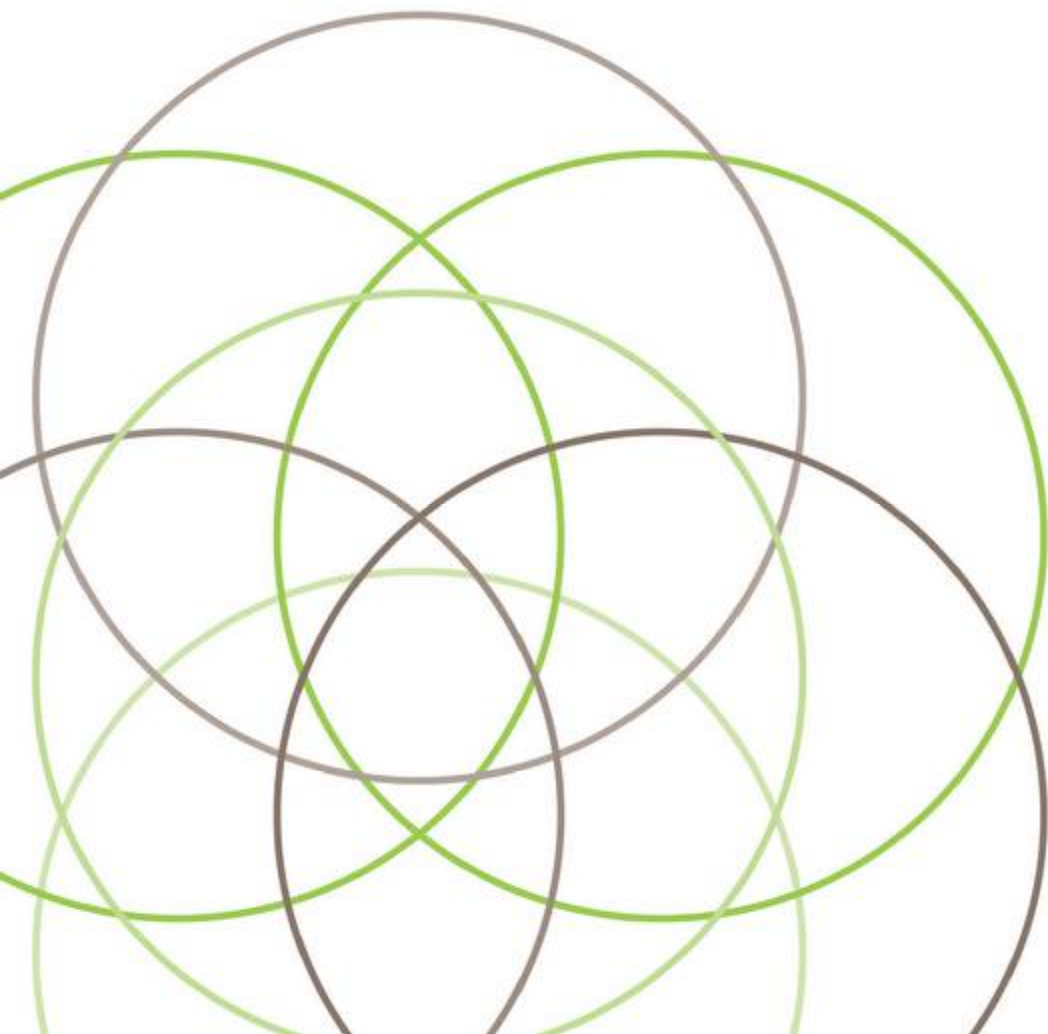
Land at St Helen's Boulevard,
Barnsley



Keepmoat Homes

July 2019

Private and Confidential



Quality Assurance

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Executive Summary

- ES 1 This report has been prepared on behalf of Keepmoat Homes for the proposed development of 93 residential houses at the Land of St Helen's Boulevard in Athersley South, Barnsley. This report supersedes the earlier Financial Viability Assessment due to the reduction in the overall number of units.
- ES 2 The report considers the viability of the scheme in the context of the delivery of affordable housing, other planning obligations (non-affordable housing S106) that the Council seeks in accordance with adopted policy.
- ES 3 It should be noted that the site will be acquired from the Council and the Leeds Diocesan Board of Finance, and a land payment has been agreed between the parties.
- ES 4 This report has been prepared by Atam Verdi, Director, MRICS, RICS Registered Valuer
- ES 5 We note that a standard executive summary template is to be published, however the following should provide a sufficient summary as outlined within the PPG¹.

Development Context

- ES 6 The proposal is to construct 93 residential houses which include a mixture of 2, 3 and 4 bedroom terraced, semi-detached and detached houses. The site area is approximately 3.19 Hectares (7.90 acres) gross.
- ES 7 The site has been offered on the basis of a joint sale between Barnsley Council and Leeds Diocesan Board of Finance. The offer that has been accepted for this site is £1.046m.
- ES 8 The development site is affected by a number of abnormal development costs which has a bearing on the viability of the scheme. Such costs include the following;

Abnormals	Cost
Foundations	£252,677
Other Abnormals	£135,050
Capital Contributions	£77,650
Abnormal Roads & Sewers	£713,599

¹ MHCLG (2018) PPG Paragraph: 021 Reference ID: 10-021-20180724

ES 9 We attach a detailed breakdown of the abnormal development costs at Appendix 2 of this report.

Planning Policy

- ES 10 The Council's current policies require 10% provision of affordable housing for developments over 15 or more dwellings. An affordable housing tenure split of 80% Affordable Rented and 20% Shared Ownership is sought.
- ES 11 In our assessment of the capital values for the affordable rented units, we have consulted the Council's website to obtain information on Local Housing Allowance rates. We have then deducted costs for management and maintenance, bad debts and voids and renewals to arrive at a net rental value.
- ES 12 In our assessment of the values for the affordable shared ownership units, we have modelled the shared ownership units on an initial 40% equity sale and the retained equity being the subject of a rental based on 2.75% of unsold equity. This is in line with the affordable housing assumptions within the Council's Affordable Housing Viability Assessment 2010.²
- ES 13 The affordable houses have been allocated to the smaller house types (Halstead) at the development. By selecting the smaller units for the affordable housing provision, we have strived to ensure that the most efficient units are selected and thus maximising the level of provision. The relationship of value and construction cost would be worse if larger units were selected.
- ES 14 In addition to affordable housing, non-housing S106 contributions for the scheme has been considered which are based on the Council's Adopted SPD documents (May 2019). This includes contributions towards Education, Loss of Green Space and offsite Open Space contribution (see Section 2 of this report).

Residential Market Assessment

- ES 1 The potential Gross Development Value of the scheme has been determined using comparable evidence in the local market place. In addition to achieved prices, we have had regard to asking price data for similar new-build developments in the area.
- ES 2 We have assumed the following sales prices for the market sale houses.

² Barnsley MBC Affordable Housing Viability Assessment Final Report, 2010. Three Dragons

Plot Type	Property Type	No of Units	GIA (sqm)	AspinallVerdi Proposed Asking Prices	£ psm	£ psf
Halstead End	End/Semi	10	60.52	£115,000	£1,900	£177
Halstead Mid	Mid	4	60.52	£115,000	£1,900	£177
Danbury End	End/Semi	10	77.31	£135,000	£1,746	£162
Caddington End	End/Semi	20	78.98	£135,000	£1,709	£159
Caddington Mid	Mid	2	78.98	£135,000	£1,709	£159
Windsor End	End/Semi	2	80.71	£140,000	£1,735	£161
Windsor Det	Detached	3	80.71	£160,000	£1,982	£184
Warwick	Detached	1	80.71	£160,000	£1,982	£184
Bamburgh End	End/Semi	25	97.68	£195,000	£1,996	£185
Rothway	End/Semi	6	95.47	£195,000	£2,043	£190
Eaton	Detached	4	118.81	£220,000	£1,852	£172
Hardwick End	End/Semi	3	116.22	£215,000	£1,850	£172
Hardwick Det	Detached	2	116.22	£220,000	£1,893	£176
Cambridge	Detached	1	116.25	£220,000	£1,892	£176
Total		93				

Assessment of Land Cost

ES 15 We understand that the site was marketed in 2015 through a tender process.

ES 16 We understand that the Council originally accepted a bid of £1.60m from Keepmoat Homes on a risk share basis. It was then decided by the Council that the developer should take all the risk which reduced the agreed land price to £1.046m for a scheme of 101 dwellings. The scheme has been revised for planning purposes and the current scheme proposes the development of 93 dwellings. A further reduced land value of £713,000 is in the process of being agreed with the Council. This equates to a land value of £223,511 per hectare (£90,253 per acre).

Financial Appraisal Assumptions

ES 17 Construction costs for the proposed development have been prepared by Keepmoat Homes. This includes a build rate of £1,210 psm / £112.41 psf. The amount includes costs for abnormal development costs, contingency at 3% and external works at 9%.

ES 18 In addition, assumptions have been made for

- Finance costs at 6.5%
- Professional fees at 8%.
- Marketing costs at 1% of GDV.
- Sales Agents fees at 1% and Sales legal fees at 0.5% of GDV.

- A developer's profit allowance has been made at 20% profit on gross development value for the market sale units and 7% for the affordable units.

Viability Conclusions

ES 19 To determine the schemes viability and the ability to contribute towards policy compliant affordable housing and s106 costs, we have appraised the scheme on the following bases.

- Land residual on the basis of current policy including 10% affordable housing and a non-housing S106 contribution of £1,051,412 for Education, Greenspace loss and Open Space.
- Land residual on the basis of a 100% market sale scheme.
- Fixed land cost of Keepmoat Homes offer (£713,000).

ES 20 We conclude that the scheme is not viable with the current policy requirement for S106 obligations. Our analysis has shown that the scheme cannot support the affordable housing requirement and non-housing s106 contributions, whilst also agreeing a land acquisition cost of £713,000.

ES 21 The scheme provides 2 and 3 bedroom homes which will provide homes that are accessible to many households. Other developers are generally providing more costly 4 bedroom homes.

1 Introduction

- 1.2 This report has been prepared on behalf of Keepmoat Homes for the proposed development of 93 residential houses at the Land of St Helen's Boulevard in Athersley South, Barnsley.
- 1.3 The report considers the viability of the scheme in the context of the delivery of affordable housing, other planning obligations (non-affordable housing S106) that the Council seeks in accordance with adopted policy.
- 1.4 This report has been prepared by Atam Verdi, Director, MRICS, RICS Registered Valuer

Approach

- 1.5 The rest of this viability report is set out as follows;
- **Chapter 2: Development Proposal and Planning Review** - this section provides a review of the Council's affordable housing policy, as this will have a bearing on the viability of the proposed development.
 - **Chapter 3: Residential Market Assessment** - provides an assessment of the current residential market. The market assessment is based on industry recognised published data such as; Land Registry and rightmove.co.uk. The outputs of the market assessment are used to assess development revenue.
 - **Chapter 4: Financial Development Assumptions** - this section provides a review of the assumptions used in our financial development appraisal, including the costs of development.
 - **Chapter 5: Viability Conclusions** - this section provides a review of the financial appraisal having regard to the financial outturn. The scheme has been modelled on both a residual and fixed land cost basis.

Limitations of Report

- 1.6 The analysis contained within this report was undertaken during July 2019. As such, if AspinallVerdi deem necessary we reserve the right to review the value and costs contained within this report.
- 1.7 This report and the accompanying appraisals are documents in relation to the planning application. As per Valuation Standards 1 of the RICS Valuation Standards - Global and UK Edition, the advice expressly given in the preparation for, or during the course of negotiations or possible litigation does not form part of a formal 'Red Book' valuation and should not be relied upon as such.

2 Development Proposal and Planning Review

- 2.1 This section provides an overview of the development proposal, and an overview of the local planning policy relevant to the viability of residential development at the proposal site.

Development Proposal

- 2.2 The proposed scheme will comprise 93 dwellings, which will be a mixture of 2, 3 and 4 bedroom terraced, semi-detached and detached houses. The proposed schedule of accommodation is provided at Table 2.1 below and the site plan at Figure 2.1 overleaf.

Table 2.1 - Accommodation Schedule

Plot Type	No of Beds	Property Type	No of Units	GIA (sqm)
Halstead End	2	End/Semi	10	60.52
Halstead Mid	2	Mid	4	60.52
Danbury End	3	End/Semi	10	77.31
Caddington End	3	End/Semi	20	78.98
Caddington Mid	3	Mid	2	78.98
Windsor End	3	End/Semi	2	80.71
Windsor Det	3	Detached	3	80.71
Warwick	3	Detached	1	80.71
Bamburgh End	3	End/Semi	25	97.68
Rothway	4	End/Semi	6	95.47
Eaton	4	Detached	4	118.81
Hardwick End	4	End/Semi	3	116.22
Hardwick Det	4	Detached	2	116.22
Cambridge	4	Detached	1	116.25
Total			93	

Source: Keepmoat Homes, 2019

- 2.3 In summary, the scheme will comprise the following mix
- 14 x 2 bed houses
 - 63 x 3 bed houses
 - 16 x 4 bed houses
- 2.4 The houses will be 2 storey in nature and include parking spaces. The proposed accommodation is illustrated in the site layout plan provided at Figure 2.1 overleaf.



Location

- 2.5 The application site is located approximately 3.5 km from Barnsley Town Centre to the north west. The site fronts the main B6132 Carlton Road, located off the junction where it meets A633 Rotherham Road and can be accessed off St Helen's Boulevard, sharing an access with the adjoining Springwell Community Special School. Barnsley railway station is located approximately 3 km from the site which provides regular services to other major settlement towns including Leeds, Sheffield and Nottingham. The M1 also provides access routes to Sheffield and Leeds to the north.
- 2.6 A site location map is provided at Figure 2.2 below.

Figure 2.2- Site Location Map



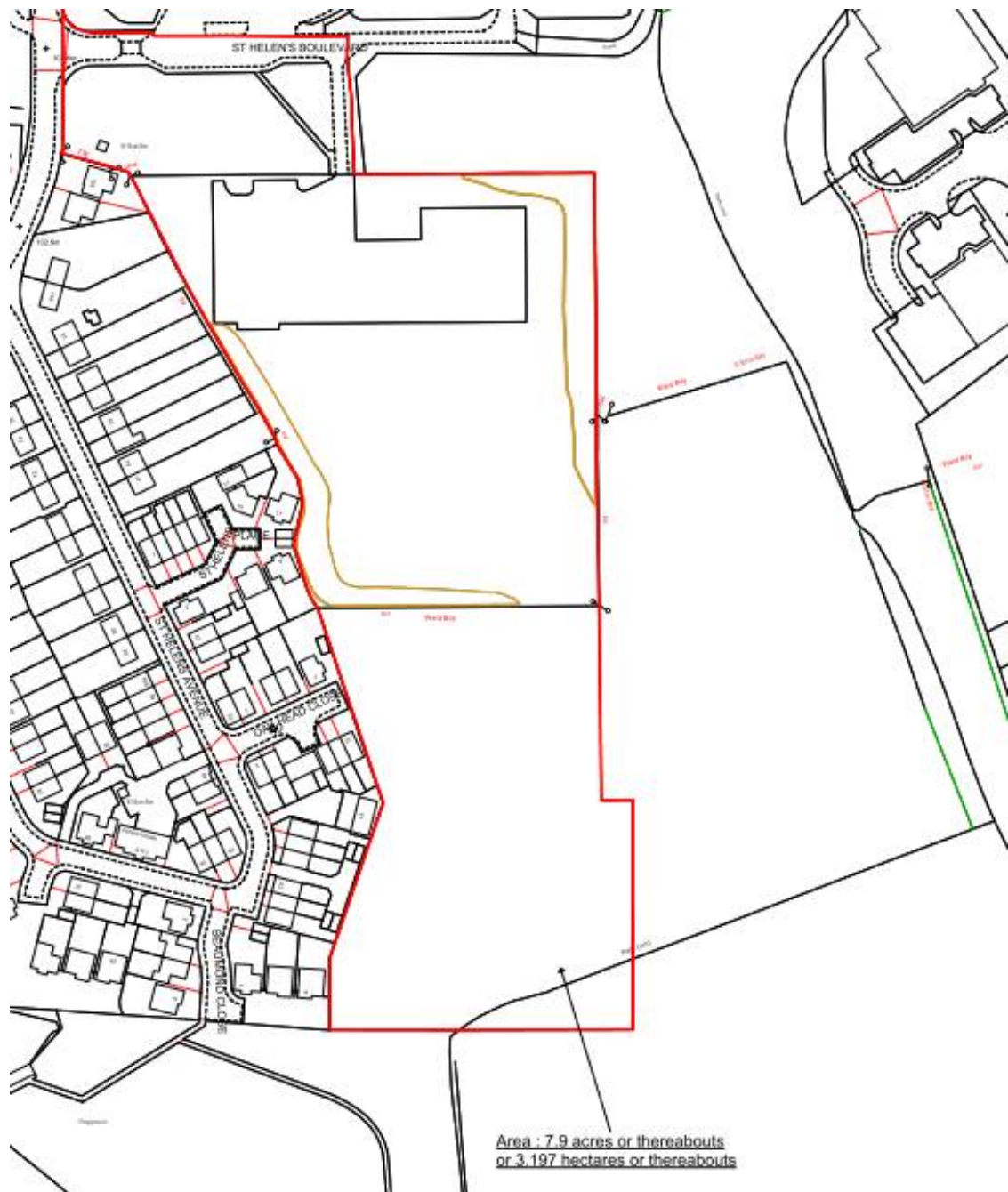
 Application Site

Source: Google Maps, 2018

Site

- 2.7 This site is a mix of greenfield and brownfield land.
- 2.8 The site area is approximately 3.19 hectares (7.90 acres) in extent, and consists of the former site of the Holy Cross Deanery CE (VA) J&I School and playing fields. The school building was demolished in 2013 to leave a vacant site. The bulk of the site is covered in low level grass and is generally level in terrain.
- 2.9 The site can be identified at Figure 2.3 below.

Figure 2.3 - Site Boundary Plan



Source: Keepmoat Homes (2019)

Planning Policy

2.10 This section reviews the planning policy which will have an impact on viability.

National Planning Policy Context

2.11 The National Planning Policy Framework (NPPF) and the Planning Practice Guidance (PPG) provide guidance on viability and decision taking. In July 2018 the revised NPPF and updated PPG were published with minor adjustments undertaken in May and July 2019. Annex 1 of the NPPF states that policies within this framework are material considerations which should be taken into account from the day of its publication.

Affordable Housing

2.12 The Council recently adopted their Local Plan in January 2019. Policy H7 of the Local Plan sets out the Affordable Housing requirement which states that;

'30% affordable housing will be expected in Penistone and Dodworth and Rural West, 20% in Darton and Barugh; 10% in Bolton, Goldthorpe, Thurnscoe, Hoyland, Wombwell, Darfield, North Barnsley and Royston, South Barnsley and Worsbrough and Rural East for sites with 15 or more dwellings'.

2.13 The proposed site is located within the North Barnsley and Royston area. An Affordable Housing contribution of 10% is therefore sought for this development. The Affordable Housing policy does not set out a preferred type and tenure of affordable housing that the Council seeks, however we have consulted with a member of the Strategic Housing team at the Council who has advised that an affordable housing tenure split of 80% Affordable Rented and 20% Shared Ownership is sought.

Community Levy Infrastructure

2.14 We understand that a Draft CIL Charging Schedule is published, however this has not been adopted. It is understood therefore CIL will not be charged.

Non-Affordable S106 Contributions

2.15 We have included the following contributions within our policy compliant financial appraisal which are set out within the Council's Adopted SPD's (May 2019) and which have been confirmed by the Council.

- Education Contribution - £576,000
- Loss of Greenspace Contribution - £326,664
- Open Space Contribution - £148,748

3 Residential Market Assessment

- 3.1 This section reviews the local residential market, and will inform the sales values to be adopted within our financial development appraisal. The structure of this section provides a broad national, regional and local market overview before looking at new-build values and asking prices on comparable schemes.

National & Regional Market Overview

- 3.2 Figure 3.1 below displays the average sold values for all property types in England and Wales, South Yorkshire and in the Barnsley Local Authority area. It shows that values for all property types in South Yorkshire and Barnsley are consistently below the national average. Leading up to the global financial crisis, property price inflation was strong – average prices at this time were around £135,000 in South Yorkshire, £123,000 in Barnsley and £190,000 in England and Wales. Average prices have recovered in all regions, reaching pre-recession levels by late 2014/early 2015. The average price for all property types as of December 2018 is c. £145,000 in South Yorkshire, c. £126,000 in Barnsley and c. £231,000 in England and Wales.
- 3.3 Values are clearly low in relative terms in Barnsley and this informs future sales values.

Figure 3.1 - Average House Prices Overtime



Source: Land Registry (2001-2018)

Local Market Overview

- 3.4 Table 3.1 presents the average values for all property types in Barnsley. It indicates both the average asking prices and sold prices for the last 12 months. The data upon which these values are based include all house types across the Town.

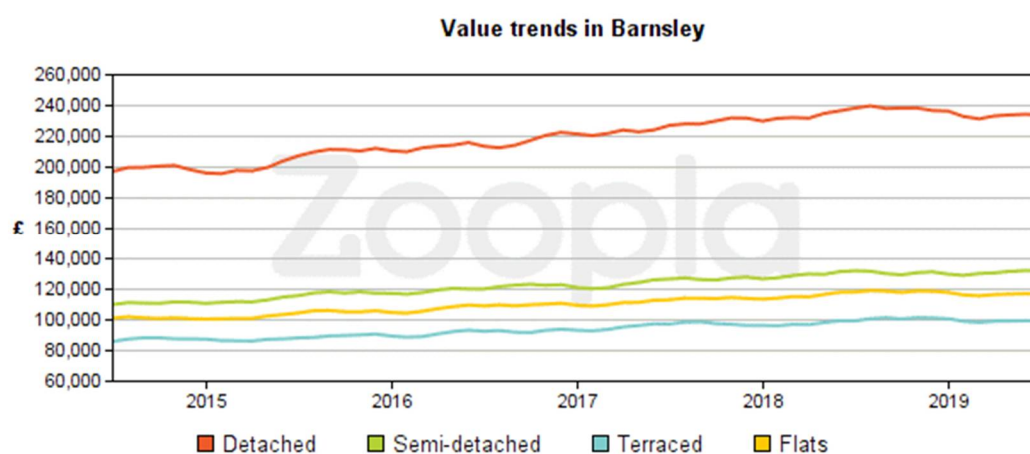
Table 3.1 - Average Property Values in Barnsley

Property Type	Avg. Current Value	Avg. £ psf	Average. # beds	Avg. £ paid (last 12 months)
Detached	£233,462	£172	3.5	£221,540
Semi-detached	£131,484	£139	2.9	£126,691
Terraced	£98,752	£117	2.6	£96,444
Flats	£116,321	£155	2.0	£88,233

Source: Zoopla (2018-2019)

- 3.5 It is interesting to note that with the detached properties the average price paid is lower than the average current value which indicates that vendors are not achieving asking prices. The same is true of flats/apartments.
- 3.6 The graph in Figure 3.2 demonstrates the value trends for different types of property in Barnsley. Since around 2015, average values in the area have gradually risen. However, since late 2018 property prices for all property types have begun to level out. Detached dwellings command considerably higher values than the other house types in the locality on average, edging closer to £240,000.

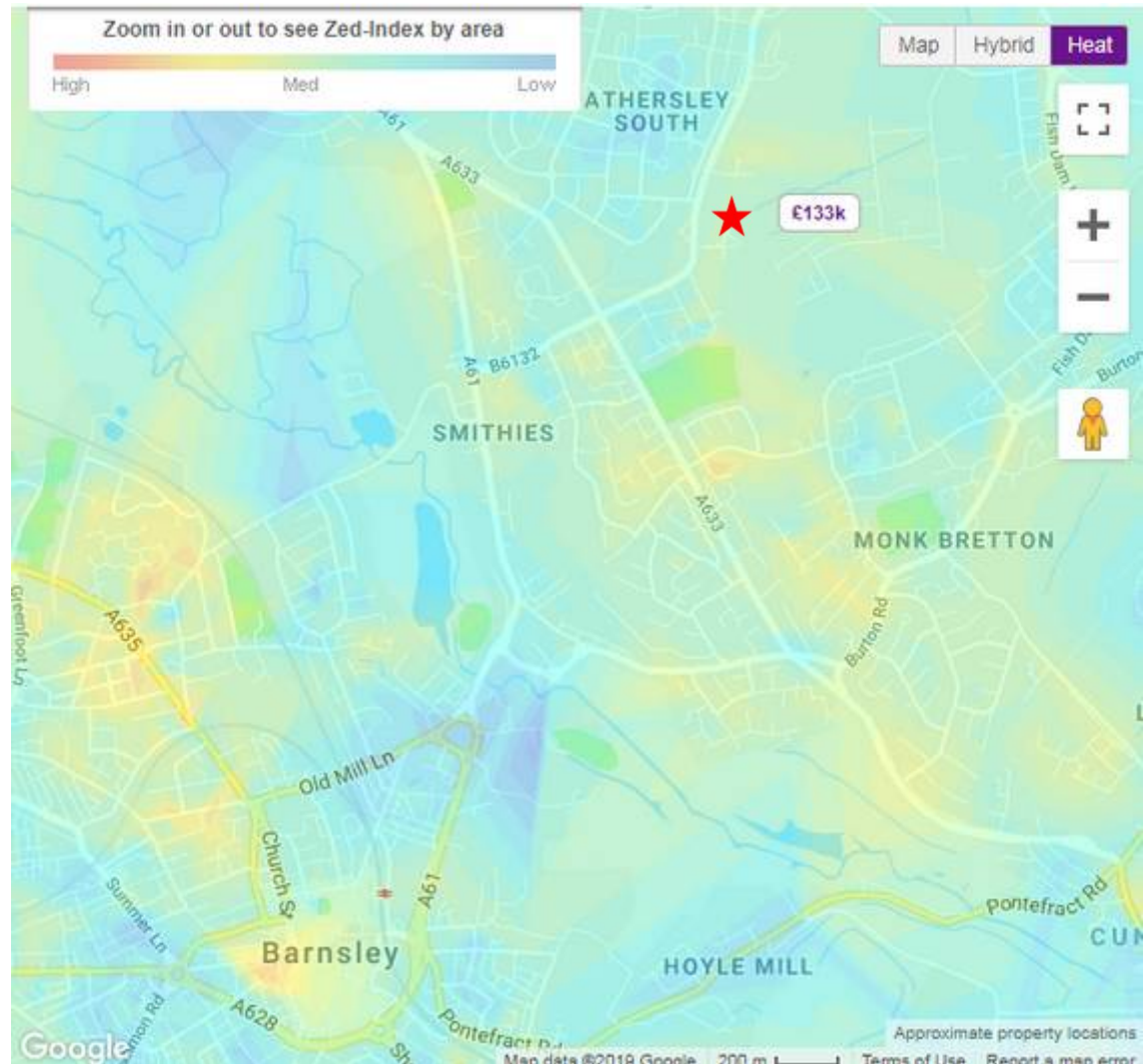
Figure 3.2 - Average House Values in Barnsley



Source: Zoopla, 2019

- 3.7 We also provide below (Figure 3.3) a 'heat map' which indicates graphically the relationship of values across the area. The site is situated in lower value area.

Figure 3.3 - Heat Map



Source: Zoopla, September 2019

- 3.8 The local context of the site is an important indicator in value and this site's location (in a median to lower value area) poses an additional development risk. Clearly, whilst the development will provide new-build houses that would expect to command a premium over second-hand values, this premium has to be relative to the second-hand stock on the market in the vicinity of the site. The location of the site has therefore been taken into consideration when assessing the likely sales prices that can be achieved at the proposed development.

Comparable Developments

- 3.9 To further understand what values the residential houses are likely to achieve, we have reviewed the sold values and asking prices of similar new-build developments in the area.

New Build Achieved Prices (S71)

- 3.10 We have analysed new-build sales value evidence using Land Registry Price Paid data on comparable developments for residential houses in postcode area (S71). The sold prices are cross-referenced, on an address-by-address basis to the floor areas published on the EPC (Energy Performance Certificate) database in order to derive the achieved values (£ psm). It should also be noted that the Land Registry data for new build achieved values contains a 'PPD Category Type' which is defined on the gov.uk website as:

"Indicates the type of Price Paid transaction.

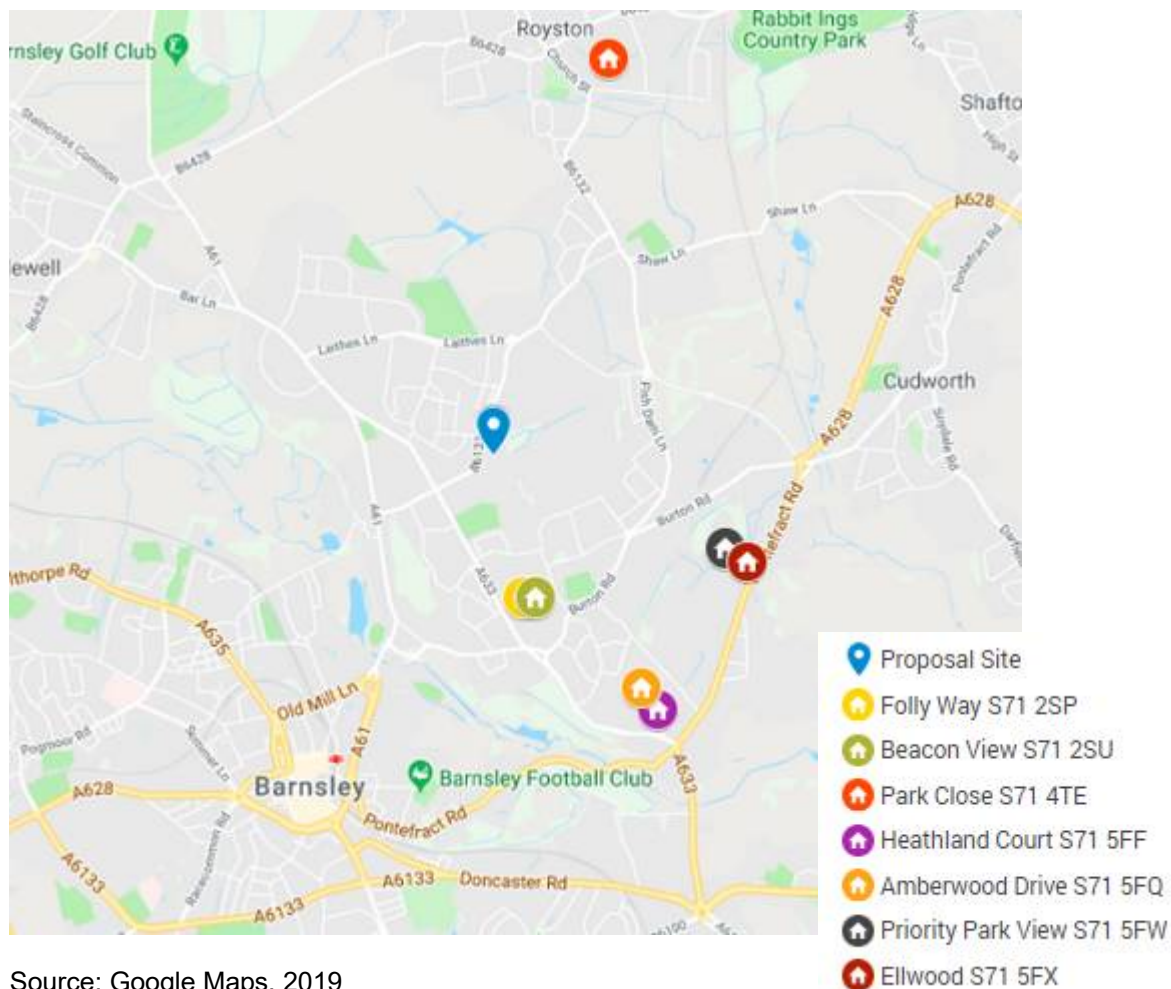
A = Standard Price Paid entry, includes single residential property sold for full market value.

B = Additional Price Paid entry including transfers under a power of sale/repossessions, buy-to-lets (where they can be identified by a Mortgage) and transfers to non-private individuals³

- 3.11 Note that category B does not separately identify the transaction types stated. HM Land Registry has been collecting information on Category A transactions from January 1995. Category B transactions were identified from October 2013.
- 3.12 For the purposes of this research, we have excluded new build achieved data that falls under category B as the transactions consistently present discounted values (i.e. Shared Ownership or Discounted Sale) to those provided under category A, therefore not providing a reflection of the true full market value.
- 3.13 We have undertaken a review of detached, semi-detached and terraced property types within the last 12 months within the postcode area S71. The properties we have had regard to are identified in the location map at Figure 3.4 below.

³ Price Paid Data Guidance, 14th August 2014 (<https://www.gov.uk/guidance/about-the-price-paid-data>)

Figure 3.4 - Location Map of New Build Sold Properties



3.14 As identified by Figure 3.4, there are several new build developments with transactions of properties over the last year in the postcode area S71. We provide summary tables of the achieved prices for different property types overleaf.

Table 3.2 – Achieved Prices for Detached Houses

	Floor Area (sqm)	Achieved Price	£ psm
Minimum	72	£121,995	£1,551
Average	103	£211,601	£2,062
Maximum	134	£284,995	£3,049

Source: Land Registry, (2017-2018)

- 3.15 There has been a total of 128 transactions for new build detached properties within the last 12 months. Achieved prices range between £121,995 (£1,551 psm / £144 psf) and £284,995 (£3,049 psm / £283 psf) for the larger unit size which is equivalent to a 6-bedroom family house.

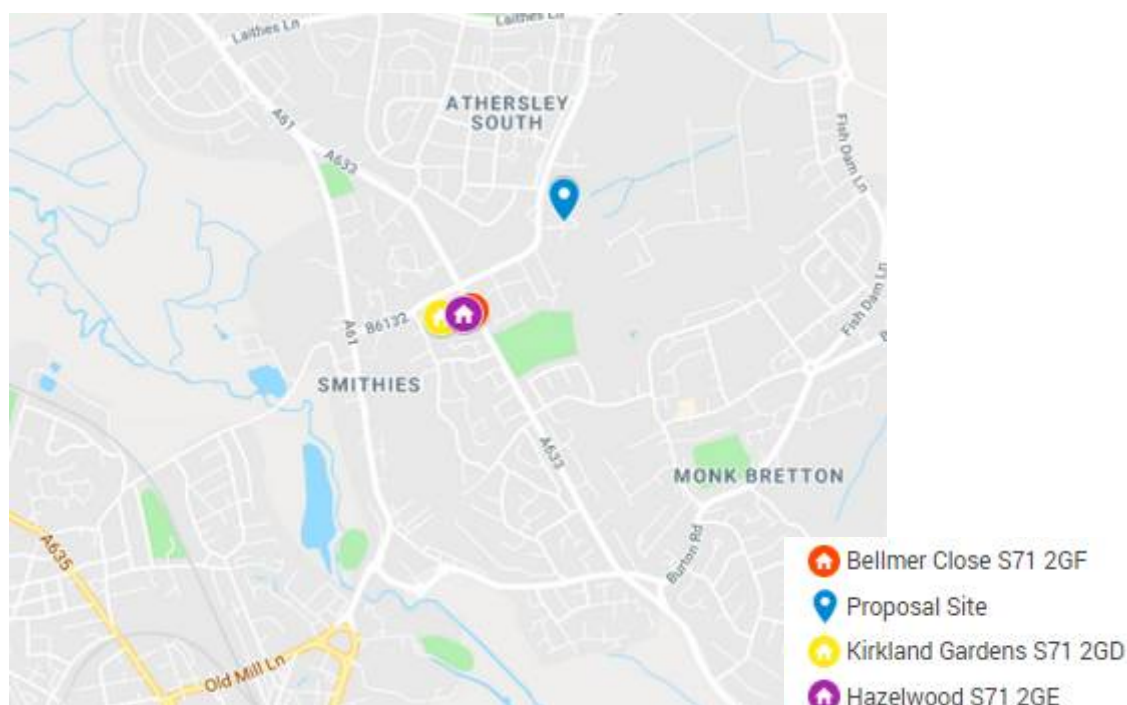
Table 3.3 - Achieved Prices for Semi-Detached Houses

	Floor Area (sqm)	Achieved Price	£ psm
Minimum	60	£91,995	£1,418
Average	75	£126,016	£1,679
Maximum	107	£193,995	£2,250

Source: Land Registry, (2017-2018)

- 3.16 There has been a total of 75 transactions for new build semi-detached properties within the last 12 months. Achieved prices range between £91,995 (£1,418 psm / £132 psf) and £193,995 (£2,250 / £209 psf). The above data presents a wider range in values being achieved.
- 3.17 No transactions for terraced properties have been recorded on Land Registry within the last 12 months.
- 3.18 We have further undertaken a search on Rightmove for relatively new build properties that are listed back onto the market and which are located within the vicinity of site. The location of these properties are identified at Figure 3.5 overleaf.

Figure 3.5 - New Build Achieved Values



Source: Google Maps, 2019

3.19 Achieved prices for properties at these developments are provide in the following tables below.

Table 3.4 - Achieved Prices at Hazelwood

Address	Property Type	Transaction Date	Floor Area (sqm)	Achieved Price	£ psm
34 Hazelwood, Monk Bretton, Barnsley, South Yorkshire S71 2GE	3 bedroom town house	11-Nov-16	99	£116,500	£1,177
28 Hazelwood, Monk Bretton, Barnsley, South Yorkshire S71 2GE	3 bedroom town house	28-Jun-17	66	£127,000	£1,924
22 Hazelwood, Barnsley, South Yorkshire S71 2GE	3 bedroom town house	06-Apr-18	73	£125,000	£1,712
14 Hazelwood, Monk Bretton, Barnsley, South Yorkshire S71 2GE	3 bedroom semi-detached house	29-May-18	80	£126,000	£1,575
26 Hazelwood, Monk Bretton, Barnsley, South Yorkshire S71 2GE	4 bedroom detached house	08-Dec-17	113	£180,000	£1,593

Source: Rightmove, 2016 – 2019

Table 3.5 - Achieved Prices at Bellmer Close

Address	Property Type	Transaction Date	Floor Area (sqm)	Achieved Price	£ psm
15 Bellmer Close, Monk Bretton, Barnsley, South Yorkshire S71 2GF	3 Bed Town House	24-Feb-16	70	£95,000	£1,357
11 Bellmer Close, Monk Bretton, Barnsley, South Yorkshire S71 2GF	3 bed Town House	18-Sep-15	59	£128,000	£2,169
7 Bellmer Close, Monk Bretton, Barnsley, South Yorkshire S71 2GF	3 Bed End Terrace	24-May-19	94	£118,000	£1,255

Source: Rightmove, 2015 – 2019

Table 3.6 - Achieved Prices at Kirkland Gardens

Address	Property Type	Transaction Date	Floor Area (sqm)	Achieved Price	£ psm
7 Kirkland Gardens, Monk Bretton, Barnsley, South Yorkshire S71 2GD	3 bed semi-detached house	03-Dec-18	74	£150,000	£2,027
23 Kirkland Gardens, Monk Bretton, Barnsley, South Yorkshire S71 2GD	4 bed detached house	06-Jan-17	121	£190,000	£1,570
21, Kirkland Gardens, Monk Bretton, Barnsley, South Yorkshire S71 2GD	3 bed detached house	31-Jan-19	93	£175,000	£1,882
14, Kirkland Gardens, Monk Bretton, Barnsley, South Yorkshire S71 2GD	3 bed detached house	28-Sep-18	102	£177,500	£1,740
6 Kirkland Gardens, Monk Bretton, Barnsley, South Yorkshire S71 2GD	4 bed detached house	19-May-16	127	£196,200	£1,545

Source: Rightmove, 2016– 2019

- 3.20 The above transactions are all relatively recent transactions. Due to the location of the above properties which are all located within a close proximity of the subject site, we consider these properties as good comparables.
- 3.21 We provide an analysis on asking prices for new build developments in the next section of this report.

New Build Asking Prices

- 3.22 This section considers the asking prices for comparable residential schemes in the locality. The map below indicates the location of new-build developments we have identified on Rightmove within our search area. We discuss their respective comparability overleaf.

Figure 3.6 - New Build Developments



Source: Rightmove, July 2019

- 3.23 At present, there are three new build residential development schemes currently on offer. The schemes are located in Carlton, Royston and Monk Bretton.
- 3.24 We note that asking prices can often be aspirational and may not reflect the actual value a willing purchaser will pay. We also recognise that new properties can often command a premium over second-hand values. We have utilised property market websites including Rightmove and Zoopla and also developer's websites to identify new build development schemes currently on the market.

Meadow View – Harron Homes

- 3.25 Meadow View is a new build development by Harron Homes of 192, 2 bedroom bungalows and 3 and 4 bedroom homes located on Littleworth Lane in Barnsley. The development is located approximately 3.5 km from the proposed development site.
- 3.26 A site plan of Meadow View is provided at Figure 3.7 below.

Figure 3.7 - Site Plan for Meadow View



Source: Harron Homes, 2019

Asking Prices at Meadow View

- 3.27 Asking prices for properties currently listed at this development are provided at Table 3.7 below. Unfortunately, we have been unable to obtain information on floor areas for properties at this development.

Table 3.7 - Asking Prices at Meadow View

House Type	No of Bedrooms	Image	Asking Price £
The Settle	4 Bed Detached House		£251,995

The Windsor	4 Bed Detached House		£238,995
The Birkwith	4 Bed Detached House		£225,995
The Nidderdale	4 Bed Detached House		£223,995

Source: Rightmove, July 2019

- 3.28 From the table above we can see that currently only 4 bedroom detached houses are listed as available at this development. All properties are available with an internal garage. Current asking prices for the above properties range between £223,995 and £251,995 for the Settle house type.
- 3.29 The above development is located in Monk Bretton. As identified in the heat map provided earlier in this report, this area is of a higher value than the proposed development site. We therefore do not consider this scheme as a direct comparable to the subject site.

St Johns Court

- 3.30 St Johns Court is a new development of only five detached homes. The development is located on the edge of Carlton and is approximately 1.4 km from the proposal site.
- 3.31 A site plan of St Johns Court is illustrated at Figure 3.8 below.

Figure 3.8 - Site Plan of St Johns Court



Source: Rightmove 2019

Asking Prices at St Johns Court

3.32 Asking prices for properties currently listed at this development are provided in Table 3.8 below. Unfortunately, we have been unable to obtain information on floor areas for properties listed at this development.

Table 3.8 - Asking Prices at St Johns Court

House Type	No of Bedrooms	Image	Asking Price £
Plot 5 St Johns Court	4 Bed Detached House		£235,000
Plot 5 St Johns Court	4 Bed Detached House		£215,000
Plot 2 St Johns Court	4 Bed Detached House		£215,000

Plot 1 St Johns Court

3 Bed
Detached
House



£195,000

Source: Rightmove, July 2019

- 3.33 From the above table we can see that current asking prices for 4 bedroom detached properties at this development range between £215,000 and £235,000 for the larger property type at plot 5. A 3 bedroom detached property is also currently listed at a lower asking price of £195,000.

Notton Wood View

- 3.34 Notton Wood View is a new development by Barratt Homes. The development is set to provide 164 new houses, comprising of 2, 3 and 4 bedroom houses. The development is located approximately 4.8 km from the proposal site and is located on Lee Lane in Royston (postcode area S71 4RT).
- 3.35 A site plan of Notton Wood View is illustrated in Figure 3.9 below.

Figure 3.9 - Site Plan of Notton Wood View



Source: Barratt Homes, 2019

- 3.36 Asking prices for properties currently listed at this development are provided in Table 3.9 below.

Table 3.9 - Asking Prices at Notton Wood View

House Type	No of Bedrooms	Floor Area (sqm)	Image	Asking Price £	£ psm
Ripon	4 Bed Detached	102		£256,995	£2,515
Alderney	4 Bed Detached	119		£279,995	£2,355
Kingsley	4 Bed Detached	99		£252,995	£2,562
Kingsley	4 Bed Detached	99		£244,995	£2,481
Windermere	4 Bed Detached	106		£249,995	£2,367
Windermere	4 Bed Detached	106		£239,995	£2,272
Ennerdale	3 Bed Detached	82		£229,995	£2,792
Ennerdale	3 Bed Detached	82		£224,995	£2,731
Maidstone	3 Bed End Terrace	75		£185,995	£2,464

Source: Rightmove, July 2019

- 3.37 From the above table, we can see that asking prices for a 4 bedroom detached house ranges between £239,995 (£2,272 psm / £211 psf) and £279,995 (£2,355 psm / £218 psf) for the larger house type at the Alderney which is available with a detached double garage.

- 3.38 There are currently two, 3 bedroom detached houses listed as available at this development. Asking prices for these properties range between £224,995 (£2,731 psm / £254 psf) and £229,995 (£2,792 psm / £259 psf).
- 3.39 A 3 bedroom end terrace is also available at this development at an asking price of £185,995 (£2,464 psm / £229 psf).
- 3.40 We do not consider this development as a direct comparable. The development is located in Royston which we consider is a better location than the subject site.

Market Value Assumptions

- 3.41 In the above section, we undertook an analysis of new build developments in order to gather information on house prices in the locality. In terms of new build asking prices, we can see that there is currently an abundance of 4 bedroom detached properties listed on the market. We have taken into account that asking prices can often be aspirational and may not reflect the actual value a willing purchaser will pay. We have also taken into consideration that the proposal site is located in a lower value area.
- 3.42 Given the above analysis on new build residential houses, we consider the best comparables are the transactions of those properties located in the vicinity of the site at Kirkland Gardens, Hazelwood and Bellmer Close.
- 3.43 Given the market research and taking the above into consideration, Table 3.10 below provides the market values we have adopted in our appraisals which in our opinion can be achieved at this development.

Table 3.10 - Market Value Assumptions

Plot Type	Property Type	No of Units	GIA (sqm)	AspinallVerdi Proposed Asking Prices	£ psm	£psf
Halstead End	End/Semi	10	60.52	£115,000	£1,900	£177
Halstead Mid	Mid	4	60.52	£115,000	£1,900	£177
Danbury End	End/Semi	10	77.31	£135,000	£1,746	£162
Caddington End	End/Semi	20	78.98	£135,000	£1,709	£159
Caddington Mid	Mid	2	78.98	£135,000	£1,709	£159
Windsor End	End/Semi	2	80.71	£140,000	£1,735	£161
Windsor Det	Detached	3	80.71	£160,000	£1,982	£184
Warwick	Detached	1	80.71	£160,000	£1,982	£184
Bamburgh End	End/Semi	25	97.68	£195,000	£1,996	£185
Rothway	End/Semi	6	95.47	£195,000	£2,043	£190
Eaton	Detached	4	118.81	£220,000	£1,852	£172
Hardwick End	End/Semi	3	116.22	£215,000	£1,850	£172
Hardwick Det	Detached	2	116.22	£220,000	£1,893	£176
Cambridge	Detached	1	116.25	£220,000	£1,892	£176
Total		93				

Source: AspinallVerdi, July 2019

Affordable Housing

- 3.44 In our assessment of the values for the affordable rented units, we have consulted the Council's website to obtain information on Local Housing Allowance rates for rental values. The current rates for the period of 1st April 2019 to 31st March 2020 is set out in Table 3.11 below.

Table 3.11 - Barnsley Council LHA

Number of bedrooms	Barnsley	Sheffield	Kirklees	Doncaster
Shared accommodation rate	£58.07	£64.41	£55.00	£55.12
1 bedroom	£72.72	£94.80	£80.55	£78.08
2 bedrooms	£87.41	£107.11	£96.91	£93.23
3 bedrooms	£99.79	£116.53	£113.92	£103.56
4 bedrooms and above	£136.93	£156.00	£149.59	£143.84

Source: Barnsley MBC, July 2019

- 3.45 We have adopted a rent of £87.41 pw / £379 pcm for the 2 bedroom Halstead property type at the proposed development. By selecting the smaller units for the affordable housing provision, we have strived to ensure that the most efficient units are selected and thus maximising the level of provision. The relationship of value and construction cost would be worse if larger units were selected.
- 3.46 We have applied the following assumptions in respect to housing management and maintenance, void and repairs allowances to the income related to the rented house types. The assumptions were adopted within the Council's Affordable Housing Viability Assessment in 2010.

Table 3.12 - Affordable Housing Assumptions

Contribution	Assumptions
Management costs	6% of gross rent
Maintenance costs	£500 per dwelling
Voids / Bad Debts	5%
Repairs reserve	1%

Source: Barnsley Council Affordable Housing Viability Assessment 2010

- 3.47 We have capitalised the rental income by applying a yield of 6% in our appraisal to reflect the risk of a lower value area. The capitalisation rate used is from the Council's Viability Assessment and we consider that it would be more appropriate to adopt 6.5 to 7.0% to reflect the nature of the property market in this area. This equates to a capital value of £58,371 per unit.

Shared Ownership

- 3.48 In our assessment of the values for the shared ownership units, we have modelled the shared ownership units on an initial 40% equity sale and the retained equity being the subject of a charge at 2.75% per annum. This is in line with the affordable housing assumptions within the Council's Affordable Housing Viability Study 2010.
- 3.49 We have made the following assumptions in respect to housing management costs and a capitalised yield percentage.

Table 3.13 – Shared Ownership Assumptions

Contribution	Assumptions
Housing Management Deductions	3%
Capitalisation Yield %	6%

Source: AspinallVerdi (March, 2019)

- 3.50 We have assumed a capital value of £76,683 per unit for the shared ownership dwellings at the proposed development.

4 Financial Appraisal Assumptions

- 4.1 In this section we set out the assumptions which have been made within our financial development appraisals.
- 4.2 We have modelled the scheme on both and residual basis and at a fix land cost to understand the implications of the land cost of circa £1.046m required by the Council for the purchase price of the site.
- 4.3 The viability of the scheme is benchmarked against this agreed land cost. Copies of our appraisals are provided at Appendix 3.

Construction Costs

- 4.4 Keepmoat Homes have provided a cost plan for the proposed development, we provide a copy at Appendix 1.
- 4.5 The cost plan indicates a build cost of £1,210 psm (£112.41 psf). This sum includes contingency at 3%, external works at 9% and abnormal development costs. A detailed breakdown of the abnormal development costs is provided at Appendix 2 of this report.
- 4.6 It will be noted in the financial appraisal that an additional cost equating to £850 per unit has been included and this reflects the costs of a NHBC warranty (or equivalent).

Community Infrastructure Levy

- 4.7 As set out in Chapter 2 of this assessment, a CIL payment is not required for the proposed development.

S106 Contributions

- 4.8 As mentioned in Section 2 of this report, the following contributions have been included within our policy compliant financial appraisal;
- Education Contribution - £576,000
 - Loss of Greenspace Contribution - £326,664
 - Open Space Contribution - £148,748
- 4.9 The total contribution from the above is £1,051,412 which equates to a contribution of £11,305.51 per dwelling (93 units).

Phasing and Sales Rate

- 4.10 The proposed scheme is yet to secure planning permission. In addition, a number abnormal development works are required prior to the construction of any residential dwellings. Therefore, for the purpose of the appraisal we have assumed a 9 month pre-construction period.
- 4.11 For the market sale units, we have assumed a build rate of 2.5 units per month and a sales rate of 2.5 units per month.
- 4.12 For the affordable units we have an assumed a build rate 2 units per month. The units will be sold to Registered Providers upon completion.
- 4.13 We consider that this rate of build is appropriate for a price sensitive market. The prices we envisage are affordable given the lower level of household incomes in this area. Uncertainties in the UK economy given Brexit and lower growth forecasts increase risks in this type of market.

Finance Rate

- 4.14 We have included a finance rate of 6.5% within our financial appraisals.

Professional Fees

- 4.15 We have adopted a conservative figure of 8%. This includes an allowance for a design team including structural, fire and noise engineers and M&E design. It also includes fees for the planning application, consultants and architects involved.

Marketing & Sales Costs

- 4.16 The Keepmoat cost plan only includes a cost for an interior design company to design the show homes on the site.
- 4.17 For the marketing and sales of the market houses we have assumed a marketing cost of 1%. We have also allowed for sales agency fees at 1.5% and sales legal fees at 0.5%.

Developers Profit

- 4.18 A developer's profit allowance has been made at 20% profit on gross development value for the market sale units and 7% for the affordable units. This reflects the full nature of the complexity and risk associated with the scheme.
- 4.19 The scheme will require full commitment prior to completing all sales and therefore the developer is specifically exposed to significant market risks. For example, following the 'Brexit' vote the UK economy is facing various challenges related to confidence and there are signs that the property market is slowing as a result.

Benchmark land value

- 4.20 In this section of the report we set out our assessment of a suitable Benchmark Land Value.
- 4.21 The site is yet to be acquired by Keepmoat Homes and is currently in ownership of the Council. The land is freehold and will be offered for sale with vacant possession.
- 4.22 We understand that the site was marketed in 2015 through a tender process. The Council originally accepted a bid of £1.60m from Keepmoat Homes on a risk share basis. It was then decided by the Council that the developer should take all the risk which reduced the agreed land price to £1.046m for a scheme of 101 dwellings.
- 4.23 The scheme has been revised for planning purposes and the current scheme proposes the development of 93 dwellings. A further reduced land value of £713,000 is in the process of being agreed with the Council. This equates to a land value of £223,511 per hectare (£90,253 per acre). We consider that this is a fair Benchmark Land Value for this site in this location.
- 4.24 To determine the schemes viability and the ability to contribute towards policy compliant affordable housing and s106 costs, we have appraised the scheme on the following basis
- Appraisal 1 - Land residual on the basis of current policy including 10% affordable housing and a non-housing S106 contribution of £1,051,412 for Education, Greenspace loss and Open Space.
 - Appraisal 2 - Land residual on the basis of a 100% market sale scheme.
 - Appraisal 3 - Fixed land cost at the agreed land price of £713,000.

5 Viability Conclusions

- 5.1 We present below our conclusions with respect to the viability of this scheme and the ability to provide Affordable and Non-Affordable S106 contributions.

Financial Appraisal Outturn

- 5.2 Based on the assumptions on values and costs set out in the previous section, we have prepared financial development appraisals for the proposed scheme using Argus Developer software. Copies of our appraisals are provided at Appendix 3.
- 5.3 The key outturn from the appraisals modelled on a residual basis is summarised in Table 5.1 below.

Table 5.1 - Appraisal Summary – Residual Valuation

Assumptions	Appraisal 1 Policy Compliant RLV	Appraisal 2 Applicant's Proposal RLV
Gross Development Value (GDV)	£14,306,963	£14,780,000
Total Costs £	£11,509,600	£11,824,000
Affordable Housing %	10.0%	0%
Non-Housing S106 Contribution	£1,051,412	£0
Residual Land Value (RLV)	(-) £1,064,390	£228,087

Source: AspinallVerdi, 2019

- 5.4 The financial assessment undertaken indicates that with no affordable houses and no S106 costs the viability of the scheme improves, however the residual land value remains below the benchmark land value. Whilst the residual land value for the scheme including the policy compliant affordable housing at 10% and non-affordable S106 contributions is significantly unviable and produces a deficit in land value of £1,064,390.
- 5.5 The outturn from the appraisal modelled on a fixed land cost based on the agreed land price in Table 5.2 overleaf.

Table 5.2 – Appraisal Summary - Fixed Land Cost

Assumptions	Appraisal 3
Gross Development Value (GDV)	£14,780,000
Total Costs £	£12,453,498
Affordable Housing %	0%
Non-Housing S106 Contribution	£0
Fixed Land Cost	£713,000
Profit on GDV %	15.74%

Source: AspinallVerdi, 2019

- 5.6 The financial assessment undertaken above shows that at a fixed land cost of £713,000 which is in the process of being agreed with the Council, the financial outturn with no S106 provision produces a low profit level of 15.74% on GDV. This level of profit is below accepted levels of return, particular with this scheme (i.e. due to the nature of the wider and local property market).
- 5.7 We conclude that the scheme is not viable with the current policy requirement for S106 obligations. Our analysis has shown that the scheme cannot support the affordable housing requirement and non-housing s106 contributions whilst also agreeing to a land price of £713,000.
- 5.8 It should be noted that the new build schemes we have considered are generally providing only 4 bedroom houses. The proposed scheme provides a true mix of housing types and we would suggest that these are homes which are affordable to many potential purchases considering this location. The inclusion of 2 and 3 bedroom homes are an opportunity for families in the Barnsley area to become home owners.

Appendix 1 – Cost Plan

Cost Code	Category
	Substructure
0101	Supply Only Facing Bricks
0102	Subcontract (Substructure)
0102	Subcontract (Piling)
	Superstructure
0200	Artstone / Bwk Heads & Cills
0201	Blocks
0201	Brickettes
0202	Mortar/Sand/Cement
0203	Insulation
0204	Brickwork Sundries
0205	Facing Bricks/Stone
0206	Unitels
0207	Floor Joists
	Chipboard & Tape
	Expansion Joists
	RS/s
0208	Roof Trusses
	UPVC Fascia
	Joiner Sundries
	GRP Canopies
	Velux
0209	Window Frames
0210	External Doors
	Garage Doors
0211	First Fix Timbers
	Plywood Walls
	Internal Door Casings
	Staircase
	Insulation
0212	Second Fix Timbers
	Plywood - 6mm
	Plywood - 12mm
	Internal Doors
	Loft Access
0213	Ironmongery (Internal)
0214	Kitchens
0215	Appliances Packs
0216	Non-Budgeted
0217	Garage Doors
0218	Nails, Screws & Fixings
0219	Roof Tiling
0220	Windows/Doors
0221	Plumbing & Heating
0223	Electrical
0225	Wall Tiling
0226	Plastering
0227	Loft Insulation
0228	Painting & Decorating
0229	Rendering
0230	Mastic Pointing
0231	Scaffolding
0232	Cleaning
0233	Concrete Floors & Stairs - Apt
0234	Screed - Apartments
0235	Floor Coverings
0236	Metalwork
0237	Light Duty Access Platforms
0238	Timber Frame
0239	Balconies
0240	Appliances (Subcontract)
0241	Fire & Surrounds (Subcontract)
0242	Kitchen (Subcontract)
0243	Garage Doors (Subcontract)
0250	Brickwork
0255	Garages
0260	Joinery
	Compound
0306	Site Signage
0307	Steel Compound Fence Setup & Dismantle
0308	Health & Safety Pack
0309	Subcontract (Compound)
	Prelims
0401	Site Manager Inc Car & Fuel
	Assistant SM Inc Car & Fuel
0402	Forklift Driver
0403	General Labourer
0404	Road Sweeper
0405	Forklift
0406	Mixers
0407	Generators
0408	Site Fuel
0409	Tyre Repairs
0410	Cabins & Containers
0411	Temporary Fencing (Herras)
0412	Skips & Waste Disposal
0413	Other General Plant
0414	Compound Running Costs
0415	Security
0416	General Consumables
0417	Health & Safety
0418	Compound Fence
0419	Damages
0420	Compound Setup / Dismantle
0421	Plant Damage
0422	Abortive Transport
0425	Temporary site staff - build
	Roads & Sewers
0501	Site Clearance & Establishment
0502	Main Sewers
0503	Carriageway to Basecourse
0504	Footpaths to Basecourse
0505	Carriageway to Adoption
0506	Footpaths to Adoption
	On road visitor spaces
0508	Road & Sewer bond set up fees
	External Plot Works
0601	Plot Drainage
0602	Plot Services
0603	Drives Basecourse
0604	Drives Wearing
0605	Paths & Patios
0606	Topsoil Gardens
0607	Turfing & Landscaping
0608	Fencing
0608	Plot Clearance & Scaffold Margin
0609	Boundary Walls - Subs
0609	Boundary Walls - Supers Mats
0609	Boundary Walls - Supers Labour
0609	Retaining walls - material
0610	Garden Sheds
0611	Metal / Timber Railings
0612	Bin Stores
0613	Water Butts
0614	Rotary Dryers
0615	Bat/Bird Boxes
0616	Rainwater Harvesting
0617	Solar Panels
	Sales Complex
0701	Car Park Area
0702	External Works
0703	Internal Fit Out
0703	Sales Maintenance
0704	Landscaping
	Utility Services
0800	Service Enquiry
0801	Cable
0802	Gas
0803	Water
0804	Electric
0805	Telecom
0806	Utility Bills
0807	Utility Repairs
0808	Compound Connections
0809	Multi Utility & Street Lighting
	Abnormals
1001	Demolition
1002	Foundations
1003	Off Site Works
1004	Ground Remediation
1005	Other Abnormals
1006	Capital Contributions
1007	BT Diversion
1008	Abnormal Roads & Sewers
1010	Contingency
	Maintenance
1305	Subcontract (Maintenance)

Cap Ex 1	Cost/Ft2
	-
803,741.00	9.30
-	-
803,741	9.30
	-
	-
112,948.00	1.31
18,624.79	0.22
96,913.00	1.12
-	-
-	-
-	-
158,702.00	1.84
17,910.55	0.21
72,265.60	0.84
40,126.00	0.46
665.00	0.01
570.00	0.01
81,661.00	0.94
7,343.40	0.08
512.16	0.01
57,549.00	0.67
4,400.00	0.05
30,225.00	0.35
604.00	0.01
39,648.00	0.46
6,396.23	0.07
17,737.00	0.21
38,756.00	0.45
20,953.00	0.24
12,987.60	0.15
694.16	0.01
1,064.53	0.01
44,002.00	0.51
3,455.70	0.04
5,239.70	0.06
-	-
-	-
-	-
-	-
185,225.71	2.14
219,764.00	2.54
497,447.67	5.76
148,231.00	1.72
31,544.04	0.36
368,677.00	4.27
42,101.14	0.49
105,971.95	1.23
-	-
22,789.09	0.26
224,462.33	2.60
29,060.00	0.34
-	-
-	-
-	-
28,073.35	0.32
-	-
-	-
-	-
36,079.13	0.42
-	-
114,403.39	1.32
-	-
666,055.59	7.71
5,600.00	0.06
263,715.67	3.05
3,881,154	44.91
	-
-	-
-	-
90,185.10	1.04
90,185	1.04
	-
	-
	-
215,188.76	2.49
108,163.42	1.25
99,544.76	1.15
77,377.08	0.90
-	-
66,283.71	0.77
-	-
-	-
4,316.79	0.05
-	-
28,532.65	0.33
-	-
46,356.92	0.54
71,464.29	0.83
55,147.03	0.64
11,400.00	0.13
9,985.71	0.12
10,620.72	0.12
-	-
-	-
-	-
-	-
-	-
804,382	9.31
	-
207,638.57	2.40
407,887.00	4.72
273,390.00	3.16
93,160.00	1.08
256,670.00	2.97
26,030.00	0.30
-	-
95,972.59	1.11
1,360,748	15.75
	-
198,569.18	2.30
83,191.96	0.96
182,556.92	2.11
71,586.75	0.83
93,860.37	1.09
39,594.75	0.46
58,404.00	0.68
72,270.77	0.84
60,450.00	0.70
-	-
-	-
-	-
-	-
-	-
-	-
-	-
-	-
-	-
-	-
-	-
-	-
860,485	9.96
	-
-	-
-	-
87,210.00	1.01
61,302.86	0.71
	-
148,513	1.72
	-
-	-
26,765.00	0.31
-	-
-	-
101,318.00	1.17
107,113.00	1.24
-	-
15,150.00	0.18
-	-
3,949.00	0.05
24,814.00	0.29
225,579	2.61
	-
	-
-	-
246,677.00	2.85
-	-
-	-
164,050.00	1.90
77,650.00	0.90
-	-
683,599.00	7.91
296,021.36	3.43
1,467,997	16.99
	-
71,610	0.83
71,610	0.83
9,714,394	112.41

Appendix 2 – Abnormal Development Costs

Carlton Road - Abnormal breakdown

Foundations	£ 252,677
other abnormalities	£ 135,050
Capital Contributions	£ 77,650
Abnormal roads & Sewers	£ 713,599
Total	£ 1,178,976

Foundations breakdown	£ 252,677
Steps and staggers due to level changes	£ 8,000
Piling to 29 plots	£ 101,390
Trench solution to 72 plots (avg 1.4m depth)	£ 125,887
Heave protection due to tree influence on 29 plots	£ 17,400

Other Abnormals	£ 135,050
Substation improvement works	£ 10,100
135lm 1800mm high masonry screen walls	£ 39,825
100lm knee rail fence	£ 1,200
4200m2 POS landscaping	£ 16,800
Works to existing trees on site	£ 9,000
Knotweed treatment on site	£ 10,000
60lm retaining walls up to 600mm high	£ 19,730
287m2 underbuild due to topography	£ 24,395
75lm flag on edge retaining	£ 4,000

Capital Contributions	£ 77,650
Gas diversions	£ 4,930
Electric diversions	£ 1,250
Telecoms diversions	£ 71,470

Abnormal roads & sewers	£ 713,599
540m3 carlow tank for surface water attenuation	£ 214,920
pumping station	£ 100,000
2643m3 of cut and fill for road formation	£ 13,215
Export top soil arisings from excavating sewers 5507m3	£ 110,140
Import of 2643m3 clean fill	£ 47,574
Allowance for encountering rock in excavations	£ 120,000
278 off site works	£ 107,750

Appendix 3 – Financial Appraisals

APPRAISAL SUMMARY**ASPINALLVERDI**

190726 Land at St Helens Boulevard_10% AFF v5
Policy Compliant

Summary Appraisal for Merged Phases 1 2

Currency in £

REVENUE

Sales Valuation	Units	m²	Rate m²	Unit Price
Halstead End	1	60.52	1,900.20	115,000
Halstead Mid	4	242.08	1,900.20	115,000
Danbury End/Semi	10	773.10	1,746.22	135,000
Caddington End / Semi	20	1,579.60	1,709.29	135,000
Caddington Mid	2	157.96	1,709.29	135,000
Windsor End/Semi	2	161.42	1,734.61	140,000
Windsor Det	3	242.13	1,982.41	160,000
Warwick Det	1	80.71	1,982.41	160,000
Banburgh End/Semi	25	2,442.00	1,996.31	195,000
Rothway End/Semi	6	572.82	2,042.53	195,000
Eaton Det	4	475.24	1,851.70	220,000
Hardwick End/Semi	3	348.66	989.50	115,000
Hardwick Det	2	232.44	1,892.96	220,000
Cambridge Det	1	116.25	1,892.47	220,000
Halstead End AR	7	423.64	964.49	58,371
Halstead SO	2	121.04	1,267.07	76,683
Totals	93	8,029.61		

NET REALISATION**14,306,963****OUTLAY****ACQUISITION COSTS**

Residualised Price (Negative land)	-1,064,390	-1,064,390
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CONSTRUCTION COSTS

Construction	m²	Rate m²	Cost
Halstead End	60.52 m²	1,210.00 pm²	73,229
Halstead End (Additional)	1.00	850.00	850
Halstead Mid	242.08 m²	1,210.00 pm²	292,917
Halstead Mid (Additional)	4.00	850.00	3,400
Danbury End/Semi	773.10 m²	1,210.00 pm²	935,451
Danbury End/Semi (Additional)	10.00	850.00	8,500
Caddington End / Semi	1,579.60 m²	1,210.00 pm²	1,911,316
Caddington End / Semi (Additional)	20.00	850.00	17,000
Caddington Mid	157.96 m²	1,210.00 pm²	191,132
Caddington Mid (Additional)	2.00	850.00	1,700
Windsor End/Semi	161.42 m²	1,210.00 pm²	195,318
Windsor End/Semi (Additional)	2.00	850.00	1,700
Windsor Det	242.13 m²	1,210.00 pm²	292,977
Windsor Det (Additional)	3.00	850.00	2,550
Warwick Det	80.71 m²	1,210.00 pm²	97,659
Warwick Det (Additional)	1.00	850.00	850
Banburgh End/Semi	2,442.00 m²	1,210.00 pm²	2,954,820
Banburgh End/Semi (Additional)	25.00	850.00	21,250
Rothway End/Semi	572.82 m²	1,210.00 pm²	693,112
Rothway End/Semi (Additional)	6.00	850.00	5,100
Eaton Det	475.24 m²	1,210.00 pm²	575,040
Eaton Det (Additional)	4.00	850.00	3,400
Hardwick End/Semi	348.66 m²	1,210.00 pm²	421,879

APPRAISAL SUMMARY**ASPINALLVERDI****190726 Land at St Helens Boulevard_10% AFF v5****Policy Compliant**

Hardwick End/Semi (Additional)	3.00	850.00	2,550	
Hardwick Det	232.44 m²	1,210.00 pm²	281,252	
Hardwick Det (Additional)	2.00	850.00	1,700	
Cambridge Det	116.25 m²	1,210.00 pm²	140,663	
Cambridge Det (Additional)	1.00	850.00	850	
Halstead End AR	423.64 m²	1,120.00 pm²	474,477	
Halstead End AR (Additional)	7.00	850.00	5,950	
Halstead SO	121.04 m²	1,210.00 pm²	146,458	
Halstead SO (Additional)	<u>2.00</u>	850.00	<u>1,700</u>	
Totals	8,029.61 m²		9,756,751	9,756,751

Other Construction

S106 Open Space			148,748	
S106 Education			576,000	
S106 Greenspace			326,664	
				1,051,412

PROFESSIONAL FEES

Other Professionals	8.00%	730,253		
Other Professionals	8.00%	50,287		
				780,540

MARKETING & LETTING

Marketing	1.00%	127,400		
				127,400

DISPOSAL FEES

Sales Agent Fee	1.00%	143,070		
Sales Legal Fee	0.50%	71,535		
				214,604

FINANCE

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)				
Total Finance Cost				643,283

TOTAL COSTS**11,509,600****PROFIT****2,797,363****Performance Measures**

Profit on Cost%	24.30%
Profit on GDV%	19.55%
Profit on NDV%	19.55%
IRR	28.74%
Land Cost pm²	0.00 pm²

APPRAISAL SUMMARY**ASPINALLVERDI****190724 Land at St Helens Boulevard_0% AFF v2****Summary Appraisal for Phase 1 Market Housing**

Currency in £

REVENUE

Sales Valuation	Units	m²	Rate m²	Unit Price	Gross Sales
Halstead End	10	605.20	1,900.20	115,000	1,150,000
Halstead Mid	4	242.08	1,900.20	115,000	460,000
Danbury End/Semi	10	773.10	1,746.22	135,000	1,350,000
Caddington End / Semi	20	1,579.60	1,709.29	135,000	2,700,000
Caddington Mid	2	157.96	1,709.29	135,000	270,000
Windsor End/Semi	2	161.42	1,734.61	140,000	280,000
Windsor Det	3	242.13	1,982.41	160,000	480,000
Warwick Det	1	80.71	1,982.41	160,000	160,000
Banburgh End/Semi	25	2,442.00	1,996.31	195,000	4,875,000
Rothway End/Semi	6	572.82	2,042.53	195,000	1,170,000
Eaton Det	4	475.24	1,851.70	220,000	880,000
Hardwick End/Semi	3	348.66	989.50	115,000	345,000
Hardwick Det	2	232.44	1,892.96	220,000	440,000
Cambridge Det	<u>1</u>	<u>116.25</u>	1,892.47	220,000	<u>220,000</u>
Totals	93	8,029.61			14,780,000

NET REALISATION**14,780,000****OUTLAY****ACQUISITION COSTS**

Residualised Price	228,087	
		228,087

CONSTRUCTION COSTS

Construction	m²	Rate m²	Cost	
Halstead End	605.20 m ²	1,210.00 pm ²	732,292	
Halstead End (Additional)	10.00	850.00	8,500	
Halstead Mid	242.08 m ²	1,210.00 pm ²	292,917	
Halstead Mid (Additional)	4.00	850.00	3,400	
Danbury End/Semi	773.10 m ²	1,210.00 pm ²	935,451	
Danbury End/Semi (Additional)	10.00	850.00	8,500	
Caddington End / Semi	1,579.60 m ²	1,210.00 pm ²	1,911,316	
Caddington End / Semi (Additional)	20.00	850.00	17,000	
Caddington Mid	157.96 m ²	1,210.00 pm ²	191,132	
Caddington Mid (Additional)	2.00	850.00	1,700	
Windsor End/Semi	161.42 m ²	1,210.00 pm ²	195,318	
Windsor End/Semi (Additional)	2.00	850.00	1,700	
Windsor Det	242.13 m ²	1,210.00 pm ²	292,977	
Windsor Det (Additional)	3.00	850.00	2,550	
Warwick Det	80.71 m ²	1,210.00 pm ²	97,659	
Warwick Det (Additional)	1.00	850.00	850	
Banburgh End/Semi	2,442.00 m ²	1,210.00 pm ²	2,954,820	
Banburgh End/Semi (Additional)	25.00	850.00	21,250	
Rothway End/Semi	572.82 m ²	1,210.00 pm ²	693,112	
Rothway End/Semi (Additional)	6.00	850.00	5,100	
Eaton Det	475.24 m ²	1,210.00 pm ²	575,040	
Eaton Det (Additional)	4.00	850.00	3,400	
Hardwick End/Semi	348.66 m ²	1,210.00 pm ²	421,879	
Hardwick End/Semi (Additional)	3.00	850.00	2,550	
Hardwick Det	232.44 m ²	1,210.00 pm ²	281,252	
Hardwick Det (Additional)	2.00	850.00	1,700	
Cambridge Det	116.25 m ²	1,210.00 pm ²	140,663	
Cambridge Det (Additional)	<u>1.00</u>	<u>850.00</u>	<u>850</u>	
Totals	8,029.61 m²		9,794,878	9,794,878

PROFESSIONAL FEES

Other Professionals	8.00%	783,590	
			783,590

MARKETING & LETTING

Marketing	1.00%	137,750	
			137,750

DISPOSAL FEES

Sales Agent Fee	1.00%	147,800	
Sales Legal Fee	0.50%	73,900	
			221,700

FINANCE

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)			
Land		62,405	
Construction		589,238	
Other		6,352	
Total Finance Cost			657,995

TOTAL COSTS**11,824,000**

190724 Land at St Helens Boulevard_0% AFF v2

PROFIT

2,956,000

Performance Measures

Profit on Cost%	25.00%
Profit on GDV%	20.00%
Profit on NDV%	20.00%
IRR	25.45%
Profit Erosion (finance rate 6.500%)	3 yrs 6 mths
Land Cost pm ²	0.00 pm ²

APPRAISAL SUMMARY**ASPINALLVERDI****190726 Land at St Helens Boulevard_0% FLC v3****Summary Appraisal for Phase 1 Market Housing**

Currency in £

REVENUE

Sales Valuation	Units	m²	Rate m²	Unit Price
Halstead End	10	605.20	1,900.20	115,000
Halstead Mid	4	242.08	1,900.20	115,000
Danbury End/Semi	10	773.10	1,746.22	135,000
Caddington End / Semi	20	1,579.60	1,709.29	135,000
Caddington Mid	2	157.96	1,709.29	135,000
Windsor End/Semi	2	161.42	1,734.61	140,000
Windsor Det	3	242.13	1,982.41	160,000
Warwick Det	1	80.71	1,982.41	160,000
Banburgh End/Semi	25	2,442.00	1,996.31	195,000
Rothway End/Semi	6	572.82	2,042.53	195,000
Eaton Det	4	475.24	1,851.70	220,000
Hardwick End/Semi	3	348.66	989.50	115,000
Hardwick Det	2	232.44	1,892.96	220,000
Cambridge Det	<u>1</u>	<u>116.25</u>	1,892.47	220,000
Totals	93	8,029.61		

NET REALISATION**14,780,000****OUTLAY****ACQUISITION COSTS**

Fixed Price	713,000	713,000
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CONSTRUCTION COSTS

Construction	m²	Rate m²	Cost
Halstead End	605.20 m²	1,210.00 pm²	732,292
Halstead End (Additional)	10.00	850.00	8,500
Halstead Mid	242.08 m²	1,210.00 pm²	292,917
Halstead Mid (Additional)	4.00	850.00	3,400
Danbury End/Semi	773.10 m²	1,210.00 pm²	935,451
Danbury End/Semi (Additional)	10.00	850.00	8,500
Caddington End / Semi	1,579.60 m²	1,210.00 pm²	1,911,316
Caddington End / Semi (Additional)	20.00	850.00	17,000
Caddington Mid	157.96 m²	1,210.00 pm²	191,132
Caddington Mid (Additional)	2.00	850.00	1,700
Windsor End/Semi	161.42 m²	1,210.00 pm²	195,318
Windsor End/Semi (Additional)	2.00	850.00	1,700
Windsor Det	242.13 m²	1,210.00 pm²	292,977
Windsor Det (Additional)	3.00	850.00	2,550
Warwick Det	80.71 m²	1,210.00 pm²	97,659
Warwick Det (Additional)	1.00	850.00	850
Banburgh End/Semi	2,442.00 m²	1,210.00 pm²	2,954,820
Banburgh End/Semi (Additional)	25.00	850.00	21,250
Rothway End/Semi	572.82 m²	1,210.00 pm²	693,112
Rothway End/Semi (Additional)	6.00	850.00	5,100
Eaton Det	475.24 m²	1,210.00 pm²	575,040
Eaton Det (Additional)	4.00	850.00	3,400
Hardwick End/Semi	348.66 m²	1,210.00 pm²	421,879
Hardwick End/Semi (Additional)	3.00	850.00	2,550
Hardwick Det	232.44 m²	1,210.00 pm²	281,252
Hardwick Det (Additional)	2.00	850.00	1,700

APPRAISAL SUMMARY**ASPINALLVERDI****190726 Land at St Helens Boulevard_0% FLC v3**

Cambridge Det	116.25 m ²	1,210.00 pm ²	140,663	
Cambridge Det (Additional)	<u>1.00</u>	850.00	<u>850</u>	
Totals	8,029.61 m²		9,794,878	9,794,878

PROFESSIONAL FEES

Other Professionals		8.00%	783,590	783,590
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MARKETING & LETTING

Marketing		1.00%	137,750	137,750
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DISPOSAL FEES

Sales Agent Fee		1.00%	147,800	
Sales Legal Fee		0.50%	73,900	
				221,700

FINANCE

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)				
Land			195,078	
Construction			589,238	
Other			18,263	
Total Finance Cost				802,579

TOTAL COSTS**12,453,498****PROFIT****2,326,502****Performance Measures**

Profit on Cost%	18.68%
Profit on GDV%	15.74%
Profit on NDV%	15.74%
IRR	19.47%
Land Cost pm ²	0.00 pm ²