

Barrow Road, Barton-upon- Humber – Viability Statement

February 2024

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Report title: Land at Barrow Road, Barton-upon-Humber - Viability Statement

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Status: Final

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For and on behalf of Avison Young (UK) Limited

1. Introduction

- 1.1 Avison Young (AY) has been appointed by North Lincolnshire Council (the Council) to prepare an independent assessment of scheme viability in relation to a proposed development of 173 dwellings on Land at Barrow Road, Barton upon Humber.
- 1.2 The Applicant (Strata Homes) has applied for planning permission (PA/2023/1607), which is the subject of the following 'developer contributions', as set out within the Heads of Terms for the Section 106 Agreement:
- 35 affordable dwellings (20% of the total number of dwellings), split 69% for rent (circa 25 dwellings rounded up) and 31% (10 dwellings) as intermediate products. The trigger points are 10 units on occupation of the 30th dwelling, 10 units on occupation of the 70th dwelling, 10 units on occupation of the 110th dwelling and 5 units on occupation of the 140th dwelling.
 - Primary and secondary education contributions at a combined cost of £10,602 per market dwelling. Assuming policy compliant levels of affordable housing the scheme would deliver 138 market dwellings¹, which would mean the total education contribution is £1,463,076², of which 30% is to be paid on occupation of the 1st dwelling, 30% on occupation of the 60th dwelling and 40% on occupation of the 120th dwelling.
 - Informal open space maintenance contribution of £48,171.20, payable prior to occupation of the 100th dwelling.
 - Off site contribution of £108,212 for two LEAP's, payable on occupation of the 50th dwelling.
 - Recreation contribution of £1,185.98 per dwelling, which equates to a total cost of £205,174.54³. Half is payable on occupation of the 60th dwelling and half on occupation of the 120th dwelling.
 - A health contribution of £864.03 per market dwelling, which equates to a total cost of £119,236⁴. Payment is required in full on occupation of the 20th dwelling.
 - A contribution of between £1,000 and £5,000 towards improvements to the Assembly Rooms.
 - A biodiversity net gain must be secured on site and if this can't be done through conditions it may need to be included on the S106 Agreement.
- 1.3 The purpose of this assessment is to consider the viability of providing the S106 obligations (including policy-compliant provision of affordable housing) alongside other scheme development costs.

Basis of Reporting

- 1.4 Our report has been prepared in accordance with the RICS Professional Statement Financial Viability in Planning: Conduct, and Reporting, 1st edition, May 2019. This document sets out mandatory requirements on conduct and reporting in relation to viability assessments for planning in England to demonstrate how a reasonable, objective and impartial outcome should be arrived at.
- 1.5 The Professional Statement sets out the mandatory reporting and process requirements for all viability assessments prepared on behalf of, or by applicants, reviewers, decisionmakers and plan-makers.
- 1.6 This assessment has been undertaken in accordance with these mandatory reporting requirements, which are set out under the sub-headings below and expanded on where relevant in this document.

¹ 173 total dwellings less the 35 affordable homes.

² 138 market dwellings multiplied by £10,602 per dwelling.

³ 173 total dwellings multiplied by £1,185.98 per dwelling.

⁴ 138 market dwellings multiplied by £864.03 per dwelling.

Objectivity, Impartiality and Reasonableness Statement

- 1.7 This assessment has been carried out by an RICS member who has acted with objectivity, impartially, without interference and with reference to all appropriate available sources of information. Furthermore the RICS member who has undertaken this report is a suitably qualified practitioner and RICS Registered Valuer with sufficient skills, expertise and knowledge to provide a robust and objective assessment.
- 1.8 The RICS member has extensive experience in advising on financial viability assessments and up-to-date knowledge of the planning system gained through previous viability experience and working alongside Avison Young's local and national planning teams.

Confirmation of Instructions and Absence of Conflicts of Interest

- 1.9 The terms of engagement for this instruction are appended to the rear of this report⁵.
- 1.10 We confirm that we have not had previous involvement with the subject site in preparing any viability assessments. We also confirm that, to the best of our knowledge, no conflict of interest arises in preparing the advice requested.

No Contingent Fee Statement

- 1.11 In preparing this assessment, no performance-related or contingent fees have been agreed.

Confirmation Where the RICS Member is Acting on Area-Wide and Scheme-Specific Assessments

- 1.12 Neither Avison Young or the RICS member has undertaken an area-wide viability assessment concerning existing or future planning policies against which the proposed scheme could be assessed in the future.

Justification of Evidence

- 1.13 All inputs into this assessment have been justified as explained in further detail throughout this report. We have aimed to provide thorough detail regarding our approach and assumptions to limit the need for clarifications and subsequent negotiations with the applicant's adviser following submission of this report.
- 1.14 It is noted that where the Applicant's adviser disagrees with elements of this assessment, the parties should always seek to resolve differences of opinion where possible.

Benchmark Land Value

- 1.15 The benchmark land value ('BLV') has been assessed in accordance with Section 2.7 of the Professional Statement in that we have reported the following:
- Current Use Value (referred to as Existing Use Value ('EUW'));
 - Premium;
 - Market evidence (as adjusted in accordance with the Planning Practice Guidance);
 - All supporting considerations, assumptions and justifications adopted; and
 - Alternative Use Value (if appropriate).

Engagement

- 1.16 We confirm that we have advocated, and will advocate reasonable, transparent and appropriate engagement between the parties at all stages of the viability process.

⁵ Refer to Appendix 1.

Non-technical summary

- 1.17 A separate non-technical summary has been prepared and presented independently of this main report.

Timescales

- 1.18 We confirm that adequate time has been allowed to produce this assessment having regard to the scale of this particular project. We further confirm that this assessment has been carried out in accordance with Section 4 – Duty of Care and Due Diligence of the Professional Statement and that full consideration has been given to the matters referenced in Section 4.
- 1.19 Further to the mandatory RICS reporting requirements the assessment has also been undertaken with due regard to the RICS Professional Standard: Assessing viability in planning under the National Planning Policy Framework 2019⁶ for England, 1st edition March 2021 and the latest Planning Policy guidance (PPG) and National Planning Policy Framework (NPPF) guidance relating to viability.
- 1.20 The advice contained within this report does not constitute a valuation of the site in accordance with RICS Valuation – Global Standards 2022 and should not be relied upon as such⁷.
- 1.21 This report has been prepared for the sole use of our client, based on the scope of work and on the terms and conditions agreed with our client. Whilst facts have been rigorously checked, Avison Young can take no responsibility for any damage or loss suffered because of any inadvertent inaccuracy within this report. Information contained herein should not, in whole or part, be published, reproduced, or referred to without prior approval. Any such reproduction should be credited to Avison Young.

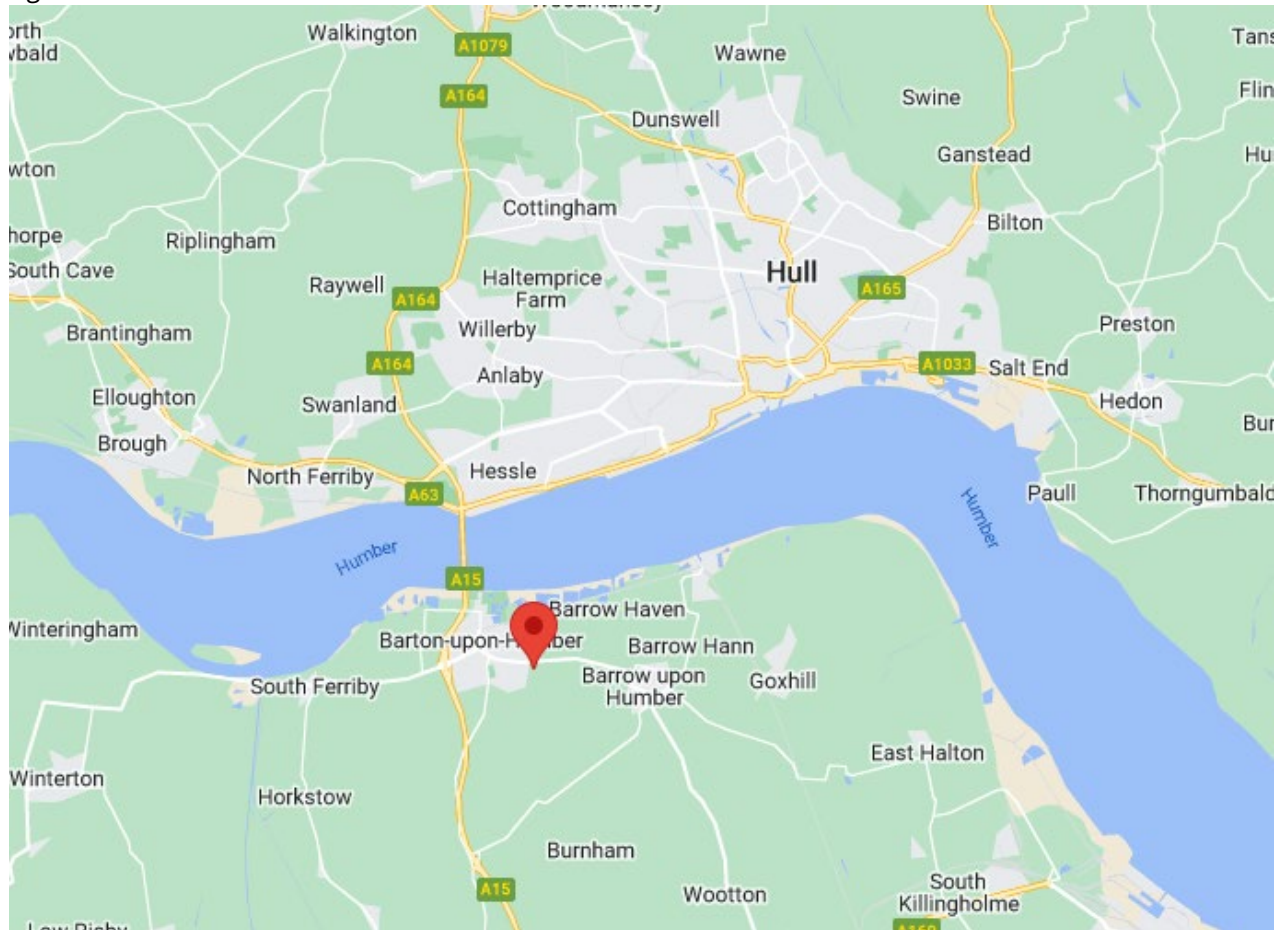
⁶ It should be noted that although the latest version of the NPPF is July 2021 the guidance remains valid.

⁷ The assessment is prepared for assessing the viability of development to assist with planning matters, either plan/policy making, or decision taking. The assessment therefore constitutes an exception from valuation technical and performance standards ('VPS') 1 – 5 of the Red Book and is not a formal valuation and should not be relied upon as such.

2. The Site and Surrounding Context

- 2.1 The site is located on land to the south of Barrow Road, to the east of Barton – upon – Humber and extends to approximately 6.56ha (16.21 acres).
- 2.2 Barton upon Humber is well-connected through its train station, offering services to Grimsby Town and Cleethorpes. The town also provides a range of local shops, services and facilities, which are within walking distance of the site.

Figure 2.1 – Location Plan



Source: Nimbus/Avison Young

- 2.3 The site comprises arable land and is bound to the south and east by agricultural land, residential properties to the west and Barrow Road to the north. It lies directly opposite the intersection with Falkland Way, which provides access to residential properties.
- 2.4 The sites boundaries comprise garden hedges and fences of the residential properties to the west and hedgerows along its other boundaries.

3. Summary of the Proposed Scheme

3.1 The scheme comprises 173 new homes providing a mixture of two, three and four bedroom properties. There are 11 house types consisting of detached, semi detached and terraced properties. The schedule of accommodation upon which this assessment is based is summarised below.

Table 3.1 – Schedule of Accommodation

	Dwelling Name	Type	No Beds	Parking	Size sq.m (Sq.ft)	No. dwgs
1	Bungalow	Detached	2	2 Spaces	80 (858)	1
2	Malmo	Semi Detached	3	2 Spaces	93 (998)	30
3	Malmo	End Terrace	3	2 Spaces	93 (998)	10
4	Malmo	Mid Terrace	3	2 Spaces	93 (998)	6
5	Geneva	Semi Detached	3	2 Spaces	112 (1,204)	26
6	Geneva	End Terrace	3	2 Spaces	112 (1,204)	20
7	Geneva	Mid Terrace	3	2 Spaces	112 (1,204)	11
8	Rosas	Semi Detached	3 ⁸	2 Spaces	116 (1,246)	28
9	Bologna	Detached	3	2 spaces	115 (1,235)	7
10	Oporto	Semi Detached	3	2 Spaces	125 (1,345)	24
11	Copenhagen	Detached	4	2 Spaces and single garage	125 (1,350)	10
Totals						173

Source: Site layout, drawing number 22-CL3-SEGB-BR-01-PL

3.2 The planning report (September 2023) states that of the 173 homes, 26.5% are Part M4(2) (accessible and adaptable) compliant and 1 dwelling is Part M4(3) (wheelchair use dwellings) compliant⁹.

Affordable Housing

3.3 The Head of Terms for the S106 Agreement include an obligation to provide 20% of the total number of homes as affordable. This equates to 35 affordable homes. The Council has confirmed that their preferred tenure split would be 69% for rent (circa 25 dwellings rounded up) and 31% (10 dwellings) as intermediate products.

3.4 In terms of affordable ‘house types’ the Council has confirmed that nothing has been agreed due to the viability challenge. The Council’s housing need assessment recommends the following.

Table 3.2 – Affordable Housing Need

Affordable House Type	%
1 bedroom	8.1%
2 bedroom	22.5%
3 bedroom	53.1%
4+ bedroom	16.3%

Source: North Lincolnshire Council’s Housing Need Assessment

⁸ Plus study

⁹ Presumably the bungalow.

- 3.5 However, the Council has confirmed that they seek to secure as many three beds as possible and don't (generally) receive or ask for any 4 bed affordable housing types. On this basis we have assumed that all of the affordable dwellings will be 3 bedroom houses.
- 3.6 Within this context we have assumed the following affordable housing mix within our appraisal.

Table 3.3 – Affordable Housing Split

Dwelling Name	House Type	Affordable Housing Type	No Units
Malmo	Semi Detached	Affordable Rent	15
Geneva	End Terrace	Affordable Rent	10
Geneva	Semi Detached	Intermediate ¹⁰	10
Total			35

Source: North Lincolnshire Council/Avison Young

Access and Highways

- 3.7 The site is covered in the draft local plan by housing allocation H1P-13 which has an allocation for 225 dwellings. As part of this allocation the developer will need to provide the first phase of a new link road between the A1077 and Caistor Road. Improvements and contributions will also be required to improve the existing Barrow Road/Falkland Way Junction, which we understand will be via a new roundabout access / junction.
- 3.8 However, the Council has been successful in securing circa £19.7m of Levelling Up Funds to deliver the Barton Principal Town Regeneration Project, which includes, *improvements to the A1077 to alleviate congestion, a new link road, 14km of cycle lanes and a major programme at the railway station including new cycle parking, a car park extension and bus shelter upgrades.*
- 3.9 Within this context the Council has advised that the Levelling Up Funding will be paying for the roundabout and spine road (i.e. first phase of the link road).

¹⁰ We have assumed discounted market sale for the intermediate products.

4. Methodology

4.1 Financial viability for planning purposes is defined as:

‘An objective financial viability test of the ability of a development project to meet its costs, including the cost of planning obligations, while ensuring an appropriate site value for the landowner and a market risk adjusted return to the developer in delivering that project’.

4.2 There is no single approach for assessing viability, but an accepted method of valuation is the ‘residual method’. This is explained further in the RICS Guidance Note (Valuation of Development Property – 1st Edition, October 2019). In summary this valuation approach recognises that the value of a development scheme is a function of several elements. These include:

- The value of the completed development (GDV).
- The direct costs of developing the scheme (TCC).
- The return (profit) to the developer for taking the development risk and delivering the scheme.
- The cost or value of the land.

4.3 Normally the residual method of valuation is used in two basic ways. In the first instance it can be used to assess the level of return (profit) generated from the proposed project where the cost of the land is an input into the appraisal. In the second option it can be used to establish a ‘residual site value’ by inputting a predetermined level of profit. The consequential outputs of both options can then be compared to a benchmark to assess the viability of the scheme.

4.4 This assessment is based on Option 2, with the resultant output from our appraisal being the residual land value. This can be expressed through the simple calculation below.

Gross Development Value (GDV) (minus) Total Costs (including profit) = Residual Land Value

- Gross Development Value (GDV) includes all sales income generated by the development.
- Total Development Costs (TDC) includes construction costs, professional fees, planning/S106 obligations and finance / interest charges etc.
- Developer’s Profit is expressed by reference to a percentage of the Total Development Costs or Gross Development Value. It can also be expressed by reference to an Internal Rate of Return (IRR)¹¹.

4.5 In terms of the process, land value is a key component of a development appraisal, albeit (as explained previously) it can often be the ‘outcome’ of the appraisal rather than being a fixed figure, hence why appraisals are often referred to as being ‘residual’, because once all the inputs are included the ‘residue’ (if there is any) is the amount that the developer can afford to pay for the site.

4.6 However, the ‘residue’ from the appraisal (as a land value) does not always meet the expectations of the landowner. If a developer is only able to pay a significantly reduced sum below the landowners’ expectations, or the costs of the scheme exceed the values generated resulting in a negative land value, then the outcome is straight forward. The land will not be sold / released for development.

¹¹ The IRR is highly sensitive to the timing of costs and revenues and small changes to the development programme (including timing of scheme costs and revenues), which will be uncertain at the planning stage, can have a large impact on the calculations, distorting the actual potential return. As such, depending on the quality of information available, the use of an IRR approach when determining development viability as part of the planning process has the potential to be more unstable and isn’t often used.

4.7 Therefore, when undertaking a viability assessment, a benchmark land value needs to be identified.

Benchmark Land Value.

4.8 Para 013¹² of the PPG provides guidance on the issue of benchmark land values and states that a benchmark land value should be established based on the Existing Use Value (EUV) of the land, plus a premium for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to comply with policy requirements. Landowners and site purchasers should consider policy requirements when agreeing land transactions. This approach is often called 'Existing Use Value plus (EUV+).

4.9 In determining the benchmark land value, the PPG states at Para 014¹³ what factors should be considered when establishing the benchmark land value. It states that the benchmark land value should:

- Be based upon Existing Use Value (EUV).
- Allow for a premium to landowners.
- Reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees; and
- Be informed by market evidence including current uses, costs, and values. Where recent market evidence is used to inform assessment of benchmark land value this evidence should be based on developments which are compliant with policies, including for affordable housing. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.

4.10 PPG defines EUV at Para 015¹⁴. It states that EUV is the first component of calculating benchmark land value. It goes on to state that EUV is the value of the land in its existing use, which will vary depending on the type of site and development types. Para 015 is also clear in that EUV is not the price paid for the land and should also disregard hope value.

4.11 The premium (or the 'plus' in EUV+) is the second component of benchmark land value. It is the amount above EUV that goes to the landowner. Para 016 of PPG¹⁵ states that the premium should provide a reasonable incentive for a landowner to bring forward land for development while allowing a contribution to fully comply with policy requirements. Para 016 states that the process for establishing the premium will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration. Market evidence can include benchmark land values from other viability assessments. Land transactions can be used but only as a cross check to the other evidence. Any data used should reasonably identify any adjustments necessary to reflect the cost of policy compliance (including for affordable housing), or differences in the quality of land, site scale, market performance of different building use types and reasonable expectations of local landowners. PPG states that policy compliance means that the development complies fully with up-to-date plan policies including any policy requirements for contributions towards affordable housing requirements at the relevant levels set out in the plan. PPG also confirms that a decision maker can give appropriate weight to emerging policies.

¹² Reference ID: 10-013-20190509

¹³ Reference ID: 10-014-20190509

¹⁴ Reference ID: 10 - 015-20190509

¹⁵ Reference: 10-016-20190509

- 4.12 PPG (para 17) also states that for the purpose of viability assessment Alternative Use Value (AUV) of the land may be informative in establishing benchmark land value. This refers to the value of land for uses other than its existing use. If applying alternative uses when establishing benchmark land value PPG states that these should be limited to those uses which would fully comply with up-to-date development plan policies, including any policy requirements for contributions towards affordable housing at the relevant levels set out in the plan. It further states that plan makers can set out in which circumstances alternative uses can be used. This might include if there is evidence that the alternative use would fully comply with up-to-date development plan policies, if it can be demonstrated that the alternative use could be implemented on the site in question, if it can be demonstrated there is market demand for that use, and if there is an explanation as to why the alternative use has not been pursued. Where AUV is used this should be supported by evidence of the costs and values of the alternative use to justify the land value. Valuation based on AUV includes the premium to the landowner. If evidence of AUV is being considered the premium to the landowner must not be double counted.
- 4.13 The RICS Professional Statement also provides guidance on the issue of benchmark land value. It states: In the interest of transparency, when providing benchmark land values in accordance with the PPG for an FVA, RICS members must report the:
- Current Use Value. CUV referred to as EUV or first component in the PPG . This equivalent use of terms (i.e., that CUV and EUV are often interchangeable) is dealt with in paragraph 150.1 of IVS 104 Bases of Value (2017).
 - Premium. Second component as set out in the PPG.
 - Market Evidence as adjusted in accordance with the PPG.
 - All supporting considerations, assumptions and justifications adopted including valuation reports, where available.
 - Alternative Use Value as appropriate (market value on the special assumption of a specified alternative use). It will not be appropriate to report an AUV where it does not exist.
- 4.14 The statement also confirms that the price paid is not allowable evidence for the assessment of BLV and cannot be used to justify failing to comply with policy.
- 4.15 Within this context, establishing a 'Benchmark Land Value' (BLV), requires an assessment of five components, including:
- a) Existing Use Value (EUV) of the site, disregarding 'hope value'.
 - b) premium to the landowner, which provides a reasonable incentive over and above the sites EUV for them to bring the land forward for development.
 - c) Alternative Use Value (AUV) but only if applicable.
 - d) Policy compliant site value assessed by the residual method and
 - e) Policy compliant site value assessed by the comparative method.

Existing Use Value

- 4.16 As outlined previously PPG states that the EUV is the value of the land in its existing use, disregarding hope value.
- 4.17 Currently the site comprises arable land which based on the Yorkshire and the Humber Region Agricultural Land Classification map has a Grade 2 agricultural land classification.
- 4.18 Agricultural land rarely transacts on the open market and therefore, sourcing land evidence is challenging. However, The English Estates and Farmland Market Review (Winter 23/24) undertaken by Strutt and Parker states that the average arable land values are £27,923per ha (£11,300 per acre).

- 4.19 The Carter Jonas farmland market update (Q4 2023) states that the average value for arable land is currently £23,681 per ha (£9,583 per acre). Within the East Midlands, which includes North Lincolnshire, the report states that the average value per acre for arable land is £22,858 per ha (£9,250 per acre) with a low of £20,387 per ha (£8,250 per acre) and a high of £27,182 per ha (£11,000 per acre).
- 4.20 We have also referred to farmland currently listed as available for sale on UK Land and Farms. The evidence upon which we have relied is summarised below.

Table 4.1 – Agricultural Land Asking Price Comparable Evidence

Size (acres)	Grade	Location	Price	Price per acre (£)
432.82	2 and 3	Spa Brackens and Gunberry Hill Farm, Hanthorpe, Bourne, PE10, Lincolnshire	£3,300,000	£7,624
296.43	3	Pickhill Lane, Grimoldby, Louth, LN11 8TH	£2,820,000	£9,513
292	2 and 3	Mill Lane, Scamblesby, Louth, LN11, Lincolnshire	£2,425,000	£8,305
183.26	3	Brigg Road, Scotter, Gainsborough, DN21, Lincolnshire	£1,450,000	£7,912
128.84	3	Low Apley, Market Rasen, Lincolnshire	£775,000	£6,015
37.64	1 and 2	Kirton Holme, Boston, PE20 3HL	£510,000	£13,549
47.59	1 and 2	Gedney Hill, Holbeach Drove & Fleet Coy, Lincolnshire	£420,000	£8,825
29.3	2	Land At Eastville, New Leake, Boston, PE22, Lincolnshire	£255,000	£8,703
18.08	1	East Heckington, Sleaford, PE20, Lincolnshire	£180,000	£9,956

Source: UK Land and Farms

- 4.21 The average value across all the evidence in the previous table is £22,075 per ha (£8,934 per acre). However, some of the evidence relates to the sale of significant estates, which we would expect has a discount applied for quantum. If the larger sites¹⁶ are excluded the average value is £25,349 per ha (£10,258 per acre).
- 4.22 The RICS/RAU directory of Land Sales 2023 also lists several sales in the Lincolnshire region throughout 2023.

Table 4.2 – Agricultural Land - Achieved Sales

Size (acres)	Grade	Location	Price	Price per acre (£)
9	3	Tattershall Bridge, Lincolnshire	£80,000	£8,889
6.44	3	Brant River Wood, Lincolnshire	£75,000	£11,646
223.38	Unspecified	Land at Rose Farm, Lincolnshire	£1,800,000	£8,058
41.68	3	Skidbrook, Lincolnshire	£305,000	£7,318
30.96	3	Wood Lane, Lincolnshire	£300,000	£9,690
4.13	3	Thurlby, Lincolnshire	£50,000	£12,107
8.47	3	Thurlby, Lincolnshire	£80,000	£9,445
3.33	Unspecified	Ulyatt's Drove, Lincolnshire	£40,000	£12,012

Source: RICS/RAU

¹⁶ i.e. Sites greater than 40 ha (100 acres).

- 4.23 The average value across all the evidence in the previous table is £24,453 per ha (£9,895 per acre). If the larger sites¹⁷ are excluded the average value is £25,102 per ha (£10,158per acre).
- 4.24 Having regard to the transactional, asking price and general market data in the round, we are of the opinion that an appropriate EUV for the site would be circa £24,711 per ha (£10,000 per acre).

Premium

- 4.25 The HCA (now Homes England) Area Wide Viability Model (Annex 1 Transparent Viability Assumptions) is the only source of specific guidance on the level of premium. Whilst the document has been withdrawn many practitioners still refer to the guidance. The document recognises that there is practitioner convention on the required premium above EUV, but this is some way short of consensus and the views of Planning Inspectors at Examination of Core Strategy have varied. Benchmarks for greenfield / agricultural sites typically range between 10 and 20 times EUV.
- 4.26 Within the table below we have presented a range of benchmark land values based on premiums over the site’s EUV. The BLVs produced range between £1,377,850, assuming a multiplier of x10 EUV to £4,133,550 assuming a multiplier of x30 EUV.

Table 4.3 – BLV Scenarios

EUV per acre	Gross Acres	Total EUV	Premium x10	Premium x15	Premium x20	Premium x25	Premium x30
£10,000	16.21	£162,100	£1,621,000	£2,431,500	£3,242,000	£4,052,500	£4,863,000

Source: Avison Young

- 4.27 At this stage we should pause and remember that when determining the benchmark land value, PPG states that the BLV should reflect the implications of site specific infrastructure and abnormal costs.

Site Specific Infrastructure and Abnormal Costs

- 4.28 The Applicant has provided a schedule of abnormal costs totalling £3,603,309.90. Our cost consultant has reviewed and clarified these costs with the applicant and concluded that the majority of the costs appear reasonable other than were indicated in the table below.

Table 4.4 – Abnormal Costs

Description	Cost	Comments
Cut and Fill	£437,684	
Flow Control	£30,000	
Attenuation Tanks	£813,060	
Headwalls	£22,500	
Swales	£16,747	
Basin Inc Track	£74,517	
Abnormal Drainage (Above Standard allowance)	£598,094	For a scheme of 173 dwellings we would expect the cost items listed, as abnormal, to be included within the main build costs. We have, therefore, excluded these costs as abnormal costs in our assessment.
Substation including Civils and Equipment	£55,000	

¹⁷ i.e. Sites greater than 40 ha (100 acres).

Description	Cost	Comments
Retaining walls	£1,555,706.	
Total	£3,603,309.	

Source: The Applicant/Avison Young

4.29 Based on their assessment our cost consultant believes that the extent of the abnormal costs would be lower at £3,005,215, when excluding the abnormal drainage costs.

4.30 The BLV after deducting the abnormal costs is presented in the table below.

Table 4.5 – BLV Scenarios Reflecting Abnormal Costs

EUV per acre	Premium x10	Premium x15	Premium x20	Premium x25	Premium x30
£10,000	£1,621,000	£2,431,500	£3,242,000	£4,052,500	£4,863,000
Less Abnormal	£3,005,215	£3,005,215	£3,005,215	£3,005,215	£3,005,215
BLV reflecting Abnormal Costs	(£1,381,215)	(£573,715)	£236,785	£1,047,285	£1,857,785

Source: Avison Young

4.31 However, at this point it is worth considering the definition of 'hope value'.

4.32 The RICS define hope value as "any element of open market value of a property in excess of the current use value¹⁸, reflecting the prospect of some more valuable future use or development".

4.33 Hope value applies where there is a "less than reasonable expectation of planning permission".

4.34 Therefore, if there is no prospect of planning permission being in place, the land is valued at its current/existing use. Conversely, if there is a reasonable expectation of securing planning permission for a more valuable use, this should be reflected in the sites EUV.

4.35 The site is covered in the draft local plan by housing allocation H1P-13 which has an allocation for 225 dwellings. The new local plan can be given some weight in the decision-making process as examination on the new local plan has now commenced. Therefore, it is clear that the Council considers this site is a suitable and sustainable location for new residential development.

4.36 In reaching our opinion of EUV we have, therefore, had regard to the sale of comparable residential development land.

Land Transactions

4.37 This evidence has come into our possession from numerous sources, including our valuation colleagues, which is given in good faith but without liability. Some comes from databases such as the Land Registry or computer databases to which Avison Young subscribes. In all cases, other than where we have had a direct involvement with the transaction, we are unable to warrant that the information on which we have relied is correct although we believe it to be so.

4.38 In terms of achieved land values we are aware of the transactions, summarised in Table 4.6.

¹⁸ It should be remembered that current use value is often used interchangeably with existing use value.

Table 4.6 - Comparable Land Transactions

Ref	Site	Price Paid	Date of Purchase	Site Area (acres)	£ per acre	Planning Reference	Planning Description	Planning Status	S106 obligations	Comment
1	Land Lying To The West Of Falkland Way Barton-upon-Humber DN18 5SE	£1,574,860	01 January 2017	19.213	£91,337	PA/2020/1628	Planning permission to erect 317 dwellings, including associated garages, access road, playground, ponds and public open space	Approved with conditions	<ul style="list-style-type: none"> a) Education contribution - £8,851 per market dwelling b) Affordable Housing at 50 dwellings (16%) c) Open Space provision d) Open space contribution of £104,669.80 e) Recreation - £216,039 f) Highways - £100,000 g) Public transport - £17,118 h) Cemetery land - no cost i) Archaeology board - £2,000 j) Drainage = £25,000 	Part of a larger development site under the same application.
2	Land At Luxmore Farm Immingham Road Habrough Immingham DN40 3BG	£1,700,000	01 October 2020	14.373	£110,277	DM/1175/17/FUL	Residential development for 145 dwellings with associated parking	Granted	<ul style="list-style-type: none"> Education: 3x £120,282.86 payments Public Open Space provision Affordable Housing – policy compliant 	
3	Land on the south side of Phoenix Parkway, Scunthorpe, DN15 8NH	£1,345,000	30 June 2021	19.739	£68,139	PA/2020/2049 and PA/2022/1159	Planning permission for the construction of 158 two, three and four bedroomed, 2 storey traditional residential homes with associated garages and access infrastructure.	Approved with conditions	<ul style="list-style-type: none"> a) 20% dwellings to be affordable b) 1580m2 of information open space to be provide on the site and either maintained by the council or by private management company and the provision of a LEAP to be maintained private management company. c) £8,508 per dwelling for primary and secondary school contribution d) £131,133 leisure contribution for facility enhancements at The Pods and for the construction of a new football artificial turf pitch. e) £99,000 biodiversity net gain contribution. 	<p>The applicant had concerned that the S106 package required would make the scheme unviable and submitted a viability appraisal. The agreed S106 package includes the onsite POS, a reduced education contribution of £6,329.12 per dwellings and the biodiversity off site contribution.</p> <p>The contributions for Leisure and affordable housing were successfully omitted by the applicant on viability grounds.</p> <p>It was expressly stated in the 'Delegated Assessment' that one of the issues driving the viability contains was the ground conditions, which necessitated the need for specialised foundations, significantly increase the build costs for the development.</p>
4	Land on the north side of Dartmouth Road, Scunthorpe	£1,428,599	29 March 2019	6.150	£232,292	PA/2018/2404	Planning permission to erect 77 dwellings with associated garaging, new estate access road and open space area.	Approved with conditions	<ul style="list-style-type: none"> a) Affordable housing – 15 Dwellings. b) 6 bungalows for over 55s in perpetuity. c) Education £440,440. d) Leisure £47,500. 	

Ref	Site	Price Paid	Date of Purchase	Site Area (acres)	£ per acre	Planning Reference	Planning Description	Planning Status	S106 obligations	Comment
									e) Recreation £35,173 and LEAP of £40,876.	
5	Land at Lakeside, Scunthorpe (South Parcel)	£1,200,000	6 May 2021	7.513	£159,723	PA/2019/1107	Planning permission to erect 122 dwellings with associated access, drainage and landscaping.	Approve with Conditions	Education Contribution £137,000.	The applicant submitted an assessment which set out arguments for no S106 Contributions (including affordable housing). Notwithstanding this the Applicant offered to pay the necessary education contributions at £8,196 per dwelling.

Source: Avison Young

- 4.39 In terms of the transactions that are most comparable to the subject site we have focussed on Land Lying To The West Of Falkland Way, Barton-upon-Humber, DN18 5SE due to location and scale of S106 Obligations as well as land on the south side of Phoenix Parkway, Scunthorpe, due to the abnormal cost impact.
- 4.40 On this basis the site would have a value of between £173,000per ha (£70,000 per acre) and £222,400 per ha (£90,000 per acre). For the purpose of this assessment we have adopted a land value of £197,688 per ha (£80,000 per acre) which reflects the planning obligations and abnormal costs of development in bringing this site forward. This would equate to a **Benchmark Land Value of £1,296,800 (say £1,300,000)**.

Alternative Use Value

- 4.41 We do not believe that an alternative use value is applicable.

5. Appraisal Assumptions

- 5.1 Assessing viability requires judgements which are informed by the relevant available information / evidence. 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.
- 5.2 Para 008 of the PPG states that any viability assessment should reflect the government’s recommended approach to defining key [standardised] inputs as set out in National Planning Guidance.
- 5.3 Para 010 of PPG¹⁹ further states that any viability assessment should be supported by appropriate available evidence informed by engagement with developers, landowners and infrastructure and affordable housing providers. It also states that any viability assessment should follow the government’s recommended approach to assessing viability as set out in the National Planning Guidance and be proportionate, simple, transparent, and publicly available.
- 5.4 The RICS Professional Standard (2021)²⁰ provides further guidance to practitioners on the evidence that could be used.

Gross Development Value

- 5.5 Para 011 of PPG states that for a viability assessment of a specific site or development, market evidence from the actual site or from existing developments can be used. The RICS Guidance note also advocates the use of evidence from the actual site (if available/applicable) or from existing developments.
- 5.6 We have obtained sales evidence from a number of housing schemes within close proximity of the site, including.

Table 5.1 – Comparable Schemes

ID	Scheme	Developer
1	Falkland Way	Keigar Homes
2	Harrison Green	Keigar Homes
3	Tranby Park	Bellway
4	Fleet Green	Barratt Homes
5	Hesslewood Park	David Wilson Homes
6	Pilgrims Walk	Beal Homes
7	Swanland Heights	Redrow

Source: Avison Young

- 5.7 A summary of the sales values achieved are highlighted in Table 5.2²¹.

Table 5.2 – Summary of Achieved Values

Scheme	Values £psm (£psf)		
	Max	Min	Average
Falkland Way	£2,458 (£228)	£2,101 (£195)	£2,270 (£211)
Harrison Green	£3,374 (£313)	£1,175 (£165)	£2,584 (£240)
Tranby Park	£3,182 (£296)	£1,350 (£125)	£2,256 (£210)
Fleet Green	£3,213 (£298)	£2,800 (£260)	£3,007 (£279)
Hesslewood Park	£2,968 (£276)	£2,680 (£249)	£2,873 (£267)

¹⁹ Ref ID: 10-010-20180724

²⁰ Assessing viability in planning under the National Planning Policy Framework 2019 for England

²¹ A detailed schedule of comparable evidence is included at Appendix 2.

Scheme	Values £psm (£psf)		
	Max	Min	Average
Pilgrims Walk	£3,430 (£319)	£1,008 (£94)	£2,384 (£221)
Swanland Heights	£3,933 (£365)	£2,705 (£251)	£3,170 (£294)

Source: Avison Young/Realyse

- 5.8 We have had particular regard to Falkland Way and Harrison Green, due to their close proximity to the application site. Based on this evidence we have applied an average sale value of £2,427psm (£225psf), which results in the following house prices.

Table 5.3 – House Prices

Dwelling Name	Type	No Beds	Unit Price	Affordable Rent	Intermediate /Discounted Market Sale
Bungalow	Detached	2	£193,050	-	-
Malmö	Semi Detached	3	£224,550	£134,730	-
Malmö	End Terrace	3	£224,950	-	-
Malmö	Mid Terrace	3	£224,950	-	-
Geneva	Semi Detached	3	£270,900	-	£216,720
Geneva	End Terrace	3	£270,900	£162,540	-
Geneva	Mid Terrace	3	£270,900	-	-
Rosas	Semi Detached	3 ²²	£280,350	-	-
Bologna	Detached	3	£277,875	-	-
Oporto	Semi Detached	3	£302,625	-	-
Copenhagen	Detached	4	£303,750	-	-

Source: Avison Young

- 5.9 With respect to the affordable tenures we have assumed that Affordable Rented homes are transferred at 60% of the market value and discounted sales at 80%, which we understand has been accepted by the Council on other schemes.

Development Costs

- 5.10 Para 012 PPG²³ states that the assessment of costs should be based on evidence that is reflective of local market conditions.

Base Build Cost

- 5.11 The latest RICS Guidance²⁴ states that a full quantity surveyor's cost report showing how costs have been estimated, should be made available for site-specific information.
- 5.12 However, the applicant has not provided a detailed cost plan, so we have relied on BCIS cost data.
- 5.13 We have sourced cost information from BCIS, rebased to Q1 2024 and adjusted to reflect local sensitivities in the Humberside area²⁵. We have employed the lower quartile cost data for new build estate housing generally, which equates to £1,311psm (£120psf)²⁶. The costs are inclusive of

²² Plus study

²³ Reference ID:10-012-20180724

²⁴ Assessing viability in planning under the National Planning Policy Framework 2019 for England.

²⁵ The use of Humberside as the data source stems from the significantly more robust sample size available, which stands at 143 data points. In contrast, the sample size for the Scunthorpe district is notably smaller, comprising only 14 data points.

²⁶ It is assumed that the cost data from BCIS captures the additional costs associated with recent changes (June 2022) to Part L of the Building Regulations which requires all new homes to produce 30% less CO₂ than the standard for Part L of the 2013 Building Regulations.

preliminaries but it is worth noting that costs from BCIS are net of external works, which are typically assumed at 15% on cost. Therefore, we have assumed a gross build cost of circa £1,508psm (£138psf).

Contingency

5.14 We have allowed a contingency of 3%.

Abnormal Costs

5.15 As outlined in Section 4, the Applicant has provided a schedule of abnormal costs totalling £3,603,309.90. Our cost consultant has reviewed these costs and based on their review, the extent of the abnormal costs would be slightly lower at £3,005,215.

Project Fees

5.16 Many viability assessments incorporate an assessment of fees based upon a percentage of build costs. Expenditure on fees will vary with the complexity of the site. They will also vary depending on the type of developer, with volume builders often able to realise some savings from in-house provision. Figures for fees relating to design, planning and other professional fees can range between 6% and 8% for straight forward sites but can be a lot of higher for complex multi-phased sites.

5.17 We have included an allowance for project fees based on 6% of the build costs. This covers architecture, planning, survey, legal and other professional fees etc.

S106 Costs

5.18 The Heads of Terms for the Section 106 Agreement include the following obligations.

- A contribution of £1,436,076 for primary and secondary education.
- Informal open space maintenance contribution of £48,171.20
- Off site contribution of £108,212 for two LEAP's.
- Recreation contribution of £205,174.54.
- A health contribution of £119,236
- A contribution of £5,000 towards improvements to the Assembly Rooms.

Disposal Costs (Sales and Marketing)

5.19 We have included an allowance based on 3% of the open market sales GDV.

Developer's Profit

5.20 In simple terms, only when the development value exceeds the total project costs can a scheme be considered viable. A scheme will not proceed where development costs exceed revenue (i.e. where there is a negative profit). However, even in circumstances where a very modest profit is generated it does not always meet the expectations of the developer. Therefore, when undertaking a viability assessment, a minimum profit needs to be identified.

5.21 Planning Practice Guidance (PPG) states²⁷ that for the purpose of plan making an assumption of 15% to 20% of gross development value (GDV) may be considered a suitable return to developers to establish the viability of plan policies. It further states that plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development. PPG also advocates that a lower figure may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value and reduces risk. It also states that alternative figures may also be appropriate for different development types.

²⁷ Paragraph: 018 Reference ID: 10-018-20190509

5.22 Whilst the reference within PPG is clearly aimed towards viability in plan making many practitioners also refer to the guidance within PPG for viability in decision making. However, at the application and decision-making stage the level of return needs to have regard to the scale and complexity of the project in question, its cash efficiency, the scale of investment required and the embedded risk in the project.

5.23 With respect to this project, we would highlight the following:

- The project is subject to a number of technical challenges and as a result is subject to a range of abnormal costs;
- The current costs are subject to a much higher level of uncertainty than would normally be the case, due to continuing inflation, albeit much reduced.

5.24 Within this context, our opinion of a reasonable return for the developer is a profit, across the open market sales and affordable housing, of 18% GDV.

Finance Costs and Timescales

5.25 It is difficult to establish what the appropriate rate of interest would be in the current market. The Bank of England has recently increased the base rate to 5.25%, as it continues to grapple with inflation. It is also widely recognised that the approach to development varies widely and is influenced by the equity invested in the site along with the financial organisation/strength of the developer. The interest rates can, therefore, differ widely between these approaches.

5.26 For the purpose of our appraisal we have assumed an interest rate of 7.5%.

5.27 In terms of timescales /phasing our assessment is based on the following assumptions:

- 6 months lead in to commencement of construction.
- 6 months to the completion of the first until and thereafter we have assumed a build to sales of 3 units per month.
- The affordable property transfers are timed in the appraisal in accordance with the S106 heads of terms, as set out previously.

6. Summary of Base Appraisal

6.1 The results of our assessment are summarised in Table 6.1 and a copy of our base case appraisal is included at Appendix 3.

Table 6.1- Summary of Base Appraisal (Policy Compliant)

Item	£
Open Market Sales	£37,272,825
Affordable Housing – Affordable Rent	£3,646,350
Affordable Housing – Discounted Market Sales	£2,167,200
Total GDV (A)	£43,086,375
Construction Costs	£28,249,566
Contingency	£937,643
Abnormal Costs	£3,005,216
S106 – Education	£1,463,076
S106 – Informal Open Space Maintenance	£48,171
S106 - Area of Play	£108,212
S106 – Recreation	£205,175
S106 - Health	£119,232
S106 Community Facilities	£5,000
Project Fees	£1,694,974
Disposal Fees	£1,292,591
Finance Costs	£10,239 ²⁸
Total Costs (excluding profit)	£37,139,095
Developers Profit at 18% GDV	£7,755,527
Total Costs (including Developers Profit) (B)	£44,894,622
Gross Residual Land Value (A – B)	(£1,808,247)
Purchasers Costs	£- ²⁹
Residual Land Value	(£1,808,247)

Source: Avison Young

■	BLV of £1,300,000 is exceeded
■	Close to BLV of £1,300,000
■	Below BLV of £1,300,000
■	Unviable (negative land value generated)

6.2 As highlighted above our appraisal generates a negative land value, meaning that the scheme is unviable on a policy-compliant basis.

²⁸ The finance cost for the land here is treated by Argus as income since it's a negative land figure, so the modest finance rate is the difference between finance on construction (cost) and finance on land, which is treated as revenue.

²⁹ Purchasers' costs include Stamp Duty in line with HMRC's prevailing rates and purchasers' costs at 1.8%. However, because the land value is negative these costs do not apply.

7. Sensitivity Analysis

- 7.1 As outlined previously, the scheme is subject to Heads of Terms for a S106 Agreement, which includes the construction of 20% of the total number of dwellings as affordable (35 dwellings in total) and £1,948,866 of other financial contributions.
- 7.2 Our base case appraisal, summarised in the previous section, highlights that the scheme generates a negative land value, with 20% affordable housing and the s106 financial obligations, meaning that the scheme is unviable on a policy-compliant basis.
- 7.3 Within the table below we set out the impact on viability of alternative S106 scenarios.

Table 7.1 – Impact on Viability of S106 Scenarios

Scenario	Residual land value
Base appraisal	(£1,808,247) ³⁰
1 Based appraisal less education contribution ³¹	(£430,302)
2 Base appraisal less all of the S106 contributions ³²	£1,125
3 No affordable housing (100%) market sales ³³ but including all of the S106 contributions.	£19,616
4 No affordable housing, (100%) market sales, and removal of education contribution	£1,499,795
5 100% market dwellings and c£730,000 of S106 contributions	£1,305,826
6 No S106 contributions and 11.5% affordable housing, split 60% affordable rent and 40% intermediate. .	£1,302,757

Source: Avison Young

	BLV of £1,300,000 is exceeded
	Close to BLV of £1,300,000
	Positive Land Value but below BLV of £1,300,000
	Unviable (negative land value generated)

- 7.4 As outlined above a scheme which includes 100% market dwellings can viably support all of the S106 obligations except education, as presented in scenario 4. The total cost of the S106 obligations in this scenario is £516,030 and as highlighted the residual land value is greater than the benchmark land value, suggesting there is headroom to increase the overall S106 obligations further.
- 7.5 We have assessed the maximum S106 obligations the scheme can support assuming 100% market sales, and the results of this exercise conclude that a total of circa £730,000 would be viable³⁴.
- 7.6 Alternatively, the Council could seek to pursue some affordable housing in lieu of the S106 contributions. The maximum affordable housing the scheme could viably support is 20 dwellings³⁵, split 60% affordable rent (12 dwellings) and 40% (8 dwellings) intermediate³⁶. Refer to scenario 6.

³⁰ Refer to Table 6.1.

³¹ A total saving of £1,463,076

³² A total saving of £1,948,866

³³ Note in this scenario the costs financial obligations for education and health will increase as they are based on a cost per market dwelling.

³⁴ See Scenario 5

³⁵ 11.5% of the total number of dwellings.

³⁶ Assuming discounted market sale.

7.7 Although not required in viability testing for planning purposes we have also considered changes in the build costs and sales values and what impact this has on the viability of delivering the S106 obligations identified as viable in Scenarios 5 and 6.

7.8 The results of this exercise are presented in the tables below.

Table 7.2- Impact of Changes in Construction Costs and Sales Values (Scenario 5)

Costs	Sales Values				
	-10%	-5%	0%	+5%	+10%
-10%	(£881,981)	£2,274,013	£3,664,439	£5,053,914	£6,442,689
-5%	(£411,231)	£1,093,925	£2,485,763	£3,876,132	£5,265,615
0%	(£1,879,482)	(£160,836)	£1,305,826 ³⁷	£2,697,461	£4,087,804
+5%	(£3,410,028)	(1,611,005)	£82,793	£1,517,727	£2,909,157
+10%	(£4,949,629)	(£3,130,292)	(£1,346,411)	£314,508	£1,729,628

BLV of £1,300,000 is exceeded
Close to BLV of £1,300,000
Positive Land Value but below BLV of £1,300,000
Unviable (negative land value generated)

7.9 The table above demonstrates that the scheme delivers a residual land value in excess of the benchmark land value in all those scenarios highlighted in green. Those scenarios highlighted in green are the ones in which the S106 obligations could be higher than £730,000 or where some affordable housing could also be sought alongside the £730,000 of S106 obligations.

7.10 The scenarios shown in amber are where the residual land value is close to the benchmark. In these scenarios a reduced S106 contribution (below £730,000) would be required.

7.11 The scenarios in peach are where a positive land value has been generated but it falls some way below the benchmark land value. In these scenarios £730,000 of S106 contributions isn't viable. In most of these scenarios it is likely that it wouldn't be viable to provide any S106 payments.

7.12 The scenarios in red are where a negative land value is generated and, in these scenarios, it wouldn't be viable to provide any S106.

Table 7.3 - Impact of Changes in Construction Costs and Sales Value (Scenario 6)

Costs	Sales Values				
	-10%	-5%	0%	+5%	+10%
-10%	£917,431	£2,378,258	£3,836,915	£5,225,049	£6,589,436
-5%	(£393,493)	£1,110,094	£2,570,921	£4,029,352	£5,418,051
0%	(£1,857,599)	(£181,048)	£1,302,757 ³⁸	£2,763,584	£4,221,789
+5%	(£3,381,265)	(£1,625,552)	£25,977	£1,495,420	£2,956,247
+10%	(£4,907,447)	(£3,142,784)	(£1,397,026)	£226,598	£1,688,083

BLV of £1,300,000 is exceeded
Close to BLV of £1,300,000
Positive Land Value but below BLV of £1,300,000
Unviable (negative land value generated)

³⁷ Refer to Table 7.1, Scenario 5.

³⁸ Refer to Table 7.1, Scenario 6.

- 7.13 The previous table demonstrates that the scheme delivers a residual land value in excess of the benchmark in all those scenarios highlighted in green. Those scenarios highlighted in green are the ones in which the affordable housing provision could be higher than 11.5% of the total number of dwellings or where a S106 contribution could be sought in addition to the 11.5% affordable housing.
- 7.14 The scenarios shown in amber are where the residual land value is close to the benchmark. In these scenarios a reduced affordable housing contribution (below 11.5%) would be required.
- 7.15 The scenarios in peach are where a positive land value has been generated but it falls some way below the benchmark land value. In these scenarios 11.5% affordable housing is not viable. In most of these scenarios it is likely that it wouldn't be viable to provide any affordable housing.
- 7.16 The scenarios in red are where a negative land value is generated and, in these scenarios, it wouldn't be viable to provide any affordable housing.

8. Conclusions

- 8.1 The Council appointed Avison Young (AY) to prepare an independent assessment of scheme viability in relation to a development of 173 dwellings on land at Barrow Road, Barton-upon-Humber.
- 8.2 The purpose of this assessment is to consider the viability of providing the S106 obligations set out within the Heads of Terms for the S106 Agreement, including:
- 35 affordable dwellings (20% of the total number of dwellings), split 69% for rent (circa 25 dwellings rounded up) and 31% (10 dwellings) as intermediate products. The trigger points are 10 units on occupation of the 30th dwelling, 10 units on occupation of the 70th dwelling, 10 units on occupation of the 110th dwelling and 5 units on occupation of the 140th dwelling.
 - Primary and secondary education contributions at a combined cost of £10,602 per market dwelling. Assuming policy compliant levels of affordable housing the scheme would deliver 138 market dwellings, which would mean the total education contribution is £1,463,076, of which 30% is to be paid on occupation of the 1st dwelling, 30% on occupation of the 60th dwelling and 40% on occupation of the 120th dwelling.
 - Informal open space maintenance contribution of £48,171.20, payable prior to occupation of the 100th dwelling.
 - Off site contribution of £108,212 for two LEAP's, payable on occupation of the 50th dwelling.
 - Recreation contribution of £1,185.98 per dwelling, which equates to a total cost of £205,174.54. Half is payable on occupation of the 60th dwelling and half on occupation of the 120th dwelling.
 - A health contribution of £864.03 per market dwelling, which equates to a total cost of £119,236. Payment is required in full on occupation of the 20th dwelling.
 - A contribution of between £1,000 and £5,000 towards improvements to the Assembly Rooms.
 - A biodiversity net gain must be secured on site and if this can't be done through conditions it may need to be included on the S106 Agreement.
 - The purpose of this assessment is to consider the viability of providing the S106 obligations (including policy-compliant provision of affordable housing) alongside other scheme development costs.
- 8.3 In order for any land to be released for development, the scheme in question is required to generate the minimum acceptable level of return for the landowner, in the form of a benchmark land value. The developer must also receive an acceptable level of return / profit for the level of risk that they take.
- 8.4 For the purpose of this assessment we have adopted a benchmark land value of £1,300,000 and applied a profit which equates to 18% of GDV.
- 8.5 Our base case appraisal generates a negative land value, meaning that the scheme is unviable on a policy-compliant basis.
- 8.6 However, if the scheme is based on 100% market sales (i.e. there is no affordable housing) our assessment demonstrates that the scheme can viably support circa £730,000 of S106 financial obligations.
- 8.7 Alternatively, our assessment also demonstrates that the Council could seek to pursue some affordable housing in lieu of the £730,000 of S106 contributions. The maximum affordable housing the scheme could viably support is twenty dwellings, split 60% affordable rent (12 dwellings) and 40% (8 dwellings) intermediate.
- 8.8 Although not required in viability testing for planning purposes our sensitivity testing exercise also demonstrated that the scheme could be more viable and therefore able to support further S106

obligations and or affordable housing, subject to changes in costs and values. This is an important consideration, as we understand that the Applicant has agreed to pay £1.28m in s106 contributions, which is higher than the £730,000 figure identified as viable through this assessment taking into account the Levelling Up Funding that has been secured to deliver the Barton Link Road and new roundabout of the A1077/ Falkland Way Junction.

- 8.9 We would, therefore, recommend that the Council proceed in line with the provisional agreement from the Applicant to pay £1.28m in S106 contributions.

Appendix 1

Terms and Conditions

Avison Young (UK) Limited Standard Terms of Appointment

PARTIES

- (1) Avison Young (UK) Limited incorporated and registered in England and Wales with company number 6382509 whose registered office is at 3 Brindleyplace, Birmingham, B1 2JB, United Kingdom (**Avison Young**).
- (2) The Client named in the Letter of Appointment (**Client**)

1. Interpretation

The following definitions and rules of interpretation apply in this appointment:

Additional Services: any additional services which Avison Young agrees to provide in accordance with clause 6.

Fee: the fees for the Services and any Additional Services (if any) as set out in the Letter of Appointment.

Force Majeure Event: means any circumstance not within a party's reasonable control including, without limitation: acts of God, flood, drought, earthquake or other natural disaster; epidemic or pandemic; terrorist attack, civil war, civil commotion or riots, war, threat of or preparation for war, armed conflict, imposition of sanctions, embargo, or breaking off of diplomatic relations; nuclear, chemical or biological contamination or sonic boom; any law or any action taken by a government or public authority, including without limitation imposing an export or import restriction, quota or prohibition, or failing to grant a necessary licence or consent; collapse of buildings, fire, explosion or accident; any labour or trade dispute, strikes, industrial action or lockouts; any interruption or failure of utility service

Insolvent: a party is insolvent if: a party is making a voluntary arrangement with its creditors, entering administration or going into liquidation; or a security holder taking possession, or a receiver or an administrative receiver being appointed over all or any part of the property or the assets of the party; or any other similar or analogous event in another jurisdiction.

Letter of Appointment: the letter by Avison Young which sets out the details of the Client and the Services and the Fee together with other details relating to the Service which may be appropriate to this appointment.

Material: all designs, drawings, models, plans, specifications, design details, photographs, brochures, reports, notes of meetings, CAD materials, calculations, data, databases, schedules, programmes, bills of quantities, budgets and any other materials provided in connection with the Services and all updates, amendments, additions and revisions to them and any works, designs, or inventions incorporated or referred to in them for any purpose relating to the Services.

Services: the Services set out in the Letter of Appointment and the Additional Services (if any).

VAT: value added tax imposed by the Value Added Tax Act 1994, or any similar tax in addition to or replacing it from time to time.

2. Appointment

- 2.1. The Client appoints Avison Young to carry out the Services, subject to the terms of this appointment.
- 2.2. This appointment takes effect from the date when Avison Young begins performing the Services, regardless of the date of this appointment.
- 2.3. This appointment consists of these Avison Young Terms and the Letter of Appointment.
- 2.4. Avison Young shall deem the Client to have accepted the terms of this appointment (including the details set out in the Letter of Appointment) within 30 days of their issue unless the Client has notified Avison Young otherwise in writing.

3. Consultant's Obligations

- 3.1. Avison Young warrants and undertakes that it shall comply with the terms of this appointment.
- 3.2. Avison Young warrants and undertakes that it shall act with reasonable skill and care:
 - 3.2.1. when performing the Services;
 - 3.2.2. to comply with any Act of Parliament, any instrument, rule or order made under any Act of Parliament; and any regulation or bye-law of any local authority, statutory undertaker or public or private utility or undertaking that has any jurisdiction over the Services or with those systems or property the Services is or will be connected.

Avison Young (UK) Limited Standard Terms of Appointment

4. Client Obligations

- 4.1. The Client undertakes promptly to provide Avison Young with all information, assistance and materials that Avison Young may request from time to time to facilitate the proper and timely performance of the Services. The Client warrants that all information provided by it to Avison Young will be accurate and complete, and that it is entitled to provide the same to Avison Young for its use without recourse to any third party.
- 4.2. The Client undertakes promptly to carry out all such actions and provide all such resources (if any) as may be required of the Client in the Letter of Appointment.
- 4.3. The Services will be provided at Avison Young's premises when the nature of the work permits. If any of Avison Young's personnel are to perform any Services at the Client's premises, the Client shall ensure that such personnel are allowed access to such premises upon reasonable prior notice during normal business hours and shall take full responsibility for the safety and security of Avison Young's personnel whilst at such premises.

5. Remuneration

- 5.1. The payment terms set out in clauses 5.5 to 5.7 shall apply to all Services not covered under the Housing Grants, Construction and Regeneration Act 1996. The payments terms set out in clauses 5.8 to 5.14 apply to Services which are covered under the Housing Grants, Construction and Regeneration Act 1996.
- 5.2. The Client shall pay the Fee, together with any reasonable expenses and disbursements, which shall be Avison Young's entire remuneration under this appointment.
- 5.3. The Client shall pay Avison Young any VAT properly chargeable on the Services. Any amount expressed as payable to Avison Young under this appointment is exclusive of VAT unless stated otherwise.
- 5.4. The Fee shall be calculated and paid in instalments in accordance with the dates set out in the Letter of Appointment or if not set out, the Fee shall be paid at intervals of not less than one month, beginning one month after Avison Young begins performing the Services.

To the extent that the Fee is not set out in the Letter of Appointment, Avison Young will be entitled to charge a Fee based on its current hourly rates (which are available on request), and on the number of hours it has worked on the matter.

- 5.5. Avison Young shall submit to the Client an invoice for each instalment of the Fee, together with any supporting documents that are reasonably necessary to check the invoice. The invoice and supporting documents (if any) shall specify the sum that Avison Young considers will become due on the relevant instalment date.
- 5.6. Payment shall be made within 30 days of the date of the Invoice.
- 5.7. Avison Young reserves the right to charge interest and debt recovery costs in respect of any amounts not paid in accordance with clause 5.6. Interest will be calculated in accordance with the "Late Payment of Commercial Debts (Interest) Act 1998".
- 5.8. Avison Young shall submit to the Client an invoice for each instalment of the Fee, together with any supporting documents that are reasonably necessary to check the invoice. The invoice and supporting documents (if any) shall specify the sum that Avison Young considers will become due on the payment due date in respect of the instalment of the Fee, and the basis on which that sum is calculated.
- 5.9. Payment shall be due on the date Avison Young submits each invoice (**payment due date**).
- 5.10. No later than five days after the payment due date, the Client shall notify Avison Young of the sum that the Client considers to have been due at the payment due date in respect of the payment and the basis on which that sum is calculated.
- 5.11. The **final date for payment** shall be 30 days after the payment due date.
- 5.12. Unless the Client has served a notice under clause 5.13, it shall pay Avison Young the sum referred to in the Client's notice under clause 5.10 (or, if the Client has not served notice under clause 5.10, the sum in the invoice referred to in clause 5.8) (the **notified sum**) on or before the final date for payment.
- 5.13. Not less than five days before the final date for payment (the **prescribed period**), the Client may give Avison Young notice that it intends to pay less than the notified sum (a pay less notice). Any pay less notice shall specify:

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5.13.1. the sum that the Client considers to be due on the payment due date; and

5.13.2. the basis on which that sum is calculated.

5.14. If the Client fails to pay an amount due to Avison Young by the final date for payment and fails to give a pay less notice, then the Client shall pay interest calculated in accordance with the "Late Payment of Commercial Debts (Interest) Act 1998".

6. Additional Services

6.1. Each party shall notify the other as soon as reasonably practicable if it becomes apparent that Additional Services are likely to be required, and such notice will identify the required services.

6.2. Additional Services may arise as a result of the following:

6.2.1. a change in the scope, size, complexity or duration of the Services;

6.2.2. any other changes to the Services as set out in the Letter of Appointment;

6.2.3. any material delay or disruption to the Services; or

6.2.4. any other cause outside Avison Young's reasonable control and which it could not reasonably have foreseen at the date of this appointment.

6.3. If the Client provides a notice under clause 6.1, then as soon as reasonably practicable after receiving the notice, Avison Young shall provide the Client with a written estimate of the change to the Fee in respect of the Additional Services. If Avison Young provides a notice under clause 6.1, Avison Young shall provide the Client with a written estimate of the change to the Fee in respect of the Additional Services at the same time it provides the notice.

6.4. The Fee for the Additional Services shall be calculated by agreement between the parties.

6.5. At the Client's discretion, acting reasonably, it may instruct Avison Young to carry out the Additional Services. For the avoidance of doubt, Avison Young shall only perform Additional Services on receipt of a written instruction to do so by the Client.

6.6. Any Fee payable by the Client in respect of Additional Services shall be included in the next invoice following performance of the Additional Services.

7. Limitation of Liability – PLEASE READ THIS SECTION CAREFULLY

7.1. Without affecting any other limitation in this appointment, Avison Young's liability under or in connection with this appointment shall be limited to £5,000,000 in total for all claims arising. This limit shall apply however that liability arises including a liability arising by breach of contract, arising by tort (including the tort of negligence) or arising by breach of statutory duty. Nothing in this appointment shall exclude or limit Avison Young's liability for:

7.1.1. death or personal injury caused by Avison Young's negligence; or

7.1.2. fraud or fraudulent misrepresentation.

7.2. None of Avison Young's employees, directors or consultants individually has a contract with the Client or owes the Client a duty of care or personal responsibility. The Client agrees that it will not bring any claim against any such individuals personally in connection with the Services.

7.3. If the Client suffers loss as a result of Avison Young's breach of contract or negligence, Avison Young's liability shall be limited to a just and equitable proportion of the Client's loss having regard to the extent of responsibility of any other party. Avison Young's liability shall not increase by reason of a shortfall in recovery from any other party, whether that shortfall arises from an appointment between the Client and them, difficulty in enforcement, or any other cause.

7.4. Avison Young shall have no liability to the Client under this appointment in respect of loss of profits, loss of revenue or business, loss of goodwill or reputation or any other indirect or consequential losses.

7.5. The Services and any Material produced in connection with the Services are provided for the Client's benefit alone and solely for the purposes of the instruction to which it relates. The Services or any Material may not, without Avison Young's written consent, be used or relied upon by any third party, even if that party pays all or part of Avison Young's Fees, or is permitted to see a copy of the Materials Avison Young create. If Avison Young provides written consent for a third party to rely on the Services or the Materials, it may be subject to a further fee, and any such third party will be deemed to have accepted the terms and conditions set out in this appointment.

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7.6. Avison Young shall not be liable for any loss or damage suffered or incurred by the Client arising from Avison Young's delay in performing or failure to perform the Services and/or any of its obligations under this appointment where such delay or failure results from a Force Majeure Event.

8. Suspension

- 8.1. The Client may, at any time, suspend performance of all or part of the Services by giving written notice to Avison Young. Subject to clause 9.1, Avison Young shall resume performance of the Services as soon as reasonably practicable after receiving a written notice to do so from the Client.
- 8.2. Avison Young may suspend the performance of any or all of its Services and other obligations under this appointment by giving not less than seven days' notice to the Client of its intention to do so in the event that the Client fails to pay an invoice in accordance with the relevant payment provisions set out in clause 5.
- 8.3. In the event of a suspension in accordance with this appointment, the Client shall pay Avison Young an amount in respect of any costs and expenses reasonably incurred by Avison Young as a result of such suspension.

9. Termination

- 9.1. Avison Young may immediately terminate its engagement under this appointment by giving written notice to the Client if:
- 9.1.1. a suspension of the Services in accordance with clause 8.1 continues for a continuous period of six months; and
- 9.1.2. the Client does not instruct Avison Young to resume the Services within 30 days of receiving a written notice from Avison Young requiring it to do so.
- 9.2. Either party may immediately terminate this appointment by giving written notice to the other party if:
- 9.2.1. the other party is in material breach of its obligations under this appointment and fails to remedy that breach within 14 days of receiving written notice requiring it to do so; or
- 9.2.2. the other party becomes Insolvent; or
- 9.2.3. a Force Majeure Event continues for a period of more than 30 days.

9.3. Either party may terminate this appointment at any time for any reason by giving no less than 30 days written notice to the other party.

10. Consequences of Termination

- 10.1. On termination the Client shall immediately pay Avison Young:
- 10.1.1. any amount properly due for payment under this appointment at the date of termination; and
- 10.1.2. a fair and reasonable proportion of the next instalment of the Fee, together with any expenses and disbursements, commensurate with the Services properly performed at the date of termination; and
- 10.1.3. any expenses, disbursements or costs necessarily incurred by Avison Young as a direct result of termination (unless the termination arises as a result of Avison Young's default).
- 10.2. Termination of Avison Young's engagement under this appointment shall not affect any rights, remedies, obligations or liabilities of the parties that have accrued up to the date of termination, including the right to claim damages in respect of any breach of this appointment which existed at or before the date of termination.

11. Copyright and Intellectual Property

- 11.1. Avison Young owns all intellectual property rights (including copyright) relating to the Material it produces.
- 11.2. On payment of the Fee, Avison Young grants to the Client an irrevocable, non-exclusive, non-terminable, royalty-free licence to copy and make full use of any Material prepared by, or on behalf of, Avison Young for any purpose relating to the project or the property to which the Services relate.
- 11.3. Avison Young shall not be liable for use of the Material for any purpose other than that for which it was prepared and/or provided.
- 11.4. The Client may, at any time (whether before or after completion of the Services, or after termination of Avison Young's engagement under this appointment), request a copy or copies of (some or all of) the Material from Avison Young. On the Client's payment of Avison Young's reasonable charges for providing the copy (or copies), Avison Young shall provide the copy (or copies) to the Client.

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12. Confidentiality

- 12.1. Each party undertakes that it shall not at any time disclose to any person any confidential information concerning the business, affairs, customers, clients or suppliers of the other party or of any member of the group of companies to which the other party belongs, except as permitted by clause 12.2.
- 12.2. Each party may disclose the other party's confidential information:
- 12.2.1. to its employees, officers, representatives, contractors, sub-contractors or advisers who need to know such information for the purposes of exercising the party's rights or carrying out the party's obligations under or in connection with this appointment. Each party shall ensure that its employees, officers, representatives, contractors, sub-contractors or advisers to whom it discloses the other party's confidential information comply with this clause 12; and
- 12.2.2. as may be required by law, to a court of competent jurisdiction or any governmental or regulatory authority.
- 12.3. No party shall use any other party's confidential information for any purpose other than to exercise its rights and perform its obligations under or in connection with this appointment.

13. Anti-Money Laundering

- 13.1. Avison Young operate an anti-money laundering policy in compliance with the Money Laundering Regulations 2007 and the Money Laundering Regulations 2017, The Proceeds of Crime Act 2002, The Terrorism Act 2000 and subordinate legislation. Avison Young may require the Client to provide information (including proof of identity or income) from time to time to enable Avison Young to verify the Client's identity. For the avoidance of doubt this may require Avison Young to request and retain information relating to the directors and the "beneficial owners" of the Client, as is required under the legislation.
- 13.2. Any failure to provide such information within seven days of such a request shall give Avison Young the right to terminate this appointment in accordance with Clause 9.2.1 of this appointment.

14. Bribery Act

- 14.1. In order to Comply with the Bribery Act 2010, either party must inform the other if it becomes aware of any person (employee, agent, intermediary, contractor, private individual, commercial organisation or public official) connected (in any way) with this appointment who has committed an offence under the Bribery Act 2010 (or any equivalent legislation).
- 14.2. Avison Young reserves the right to terminate this appointment in accordance with Clause 9.2.1 should it reasonably believe that a breach or likely breach of the Bribery Act 2010 (or any equivalent legislation) has occurred.

15. Data Protection

As a result of Avison Young's relationship with the Client, Avison Young may collect or retain personal data about the Client. If the Client is a company, this may include information about the Client's employees, officers, or shareholders. If the Client is a person, this may include information about the Client's family members. Avison Young will only use such data for the purposes of providing the Services, or for related purposes such as updating Client records, money laundering compliance and other legal and regulatory compliance, and we may need to disclose this information to appropriate persons in relation to such matters. In providing any personal data to Avison Young, the Client confirms that it has informed the individuals concerned and obtained any necessary consent to the transfer to Avison Young and for Avison Young's use of their data for these purposes.

16. Professional Indemnity Insurance

- 16.1. Avison Young shall maintain professional indemnity insurance to cover its liabilities arising out of this appointment for a period beginning on the date of this appointment and ending 6 years after the date of completion of the Services provided that such insurance is available at commercially reasonable rates and terms with reputable insurers lawfully carrying on insurance business in the UK.
- 16.2. Whenever the Client reasonably requests, Avison Young shall send the Client a broker letter/certificate to evidence that Avison Young's professional indemnity insurance is in force.

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17. Complaints

In the event that the Client has a complaint the Client shall be entitled to have access to the complaints handling procedure maintained by Avison Young which contains a dispute resolution process as required by the Royal Institution of Chartered Surveyors (RICS) rules of conduct (details of which are available from Avison Young on request).

18. Unoccupied Premises or Properties

Avison Young accepts no liability or responsibility for the security, maintenance or repair of, or for any damage to any premises or properties to which the Services relate. The Client shall take all necessary action to protect such premises or property and to ensure that they have adequate insurance cover in place.

19. Joint and Several Liability

If at any time the Client shall consist of more than one person, the obligations on the Client under this appointment shall be enforceable against each of them on a joint and several basis.

20. Assignment and Subcontracting

- 20.1. Neither party shall assign or subcontract its rights or obligations under this appointment without the prior written consent of the other party such consent not to be unreasonably withheld or delayed.
- 20.2. If the Client wishes to instruct Avison Young to use a specific contractor or consultant, Avison Young shall instruct such contractor on the Client's behalf. The Client retains all responsibility for any such contractors or consultants and will undertake all due diligence and investigation in relation to their competences and resources. Avison Young accepts no responsibility or liability for the acts of any consultants or contractors appointed at the Client's request.

21. Notice

A notice given to a party under or in connection with this appointment shall be in writing and delivered by hand or by recorded delivery post to the address recorded in the Letter of Appointment or such other address as the party may specify from time to time by written notice to the other.

22. Liability Period

Neither party shall commence any legal action against the other under this appointment after six years from the date of completion of the Services.

23. Third Party Rights

Except in relation to clause 7.2, a person who is not a party to this appointment shall not have any rights under the Contracts (Rights of Third Parties) Act 1999 to enforce any term of this appointment.

24. Entire Agreement

- 24.1. This appointment constitutes the entire agreement between the parties and supersedes and extinguishes all previous discussions, correspondence, negotiations, drafts, agreements, promises, assurances, warranties, representations and understandings between them, whether written or oral, relating to its subject matter.
- 24.2. Each party agrees that in entering into this appointment it does not rely on, and shall have no remedies in respect of, any statement, representation, assurance or warranty (whether made innocently or negligently) that is not set out in this appointment.
- 24.3. Each party agrees that it shall have no claim for innocent or negligent misrepresentation or negligent misstatement based on any statement in this appointment.
- 24.4. No variation to this appointment will be binding unless agreed in writing by both parties.
- 24.5. Nothing in this clause shall limit or exclude any liability for fraud.

25. Severance

If any provision or part-provision of this appointment is or becomes invalid, illegal or unenforceable, it shall be deemed modified to the minimum extent necessary to make it valid, legal and enforceable. If such modification is not possible, the relevant provision or part-provision shall be deemed deleted. Any modification to or deletion of a provision or part-provision under this clause shall not affect the validity and enforceability of the rest of this appointment.

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26. Non-Solicitation

- 26.1. The Client agrees that both during and for a period of twelve months after the term of this Appointment, the Client shall not (and shall procure that none of its subsidiary or associated companies shall) without the prior written consent of Avison Young:
- 26.1.1. directly or indirectly employ or engage any person who is (or was at any time during the term of this Appointment) a director, member, employee, agent or contractor of Avison Young and with whom the Client has had dealings pursuant to this Appointment (a "relevant person"), or solicit or induce any such relevant person to terminate their employment or engagement with Avison Young;
- 26.1.2. engage or accept services from or otherwise deal with any company, partnership or other entity of which any relevant person is a director, member, employee, agent or contractor.
- 26.2. In granting its consent hereunder, if it agrees to do so, Avison Young shall be entitled to make such consent conditional upon the payment by the Client to Avison Young of a fee equal to 50% of the relevant person's average annual salary or earnings during the preceding 12 months, which equates roughly to the cost to Avison Young of replacing such relevant person.

27. Governing Law and Jurisdiction

- 27.1. This appointment and any dispute or claim (including non-contractual disputes or claims) arising out of or in connection with it or its subject matter or formation shall be governed by and construed in accordance with the law of England and Wales and each party irrevocably agrees that the courts of England and Wales shall have exclusive jurisdiction to settle any dispute or claim arising out of or in connection with the appointment.
- 27.2. If the Services are provided primarily in Scotland then the appointment and any dispute or claim (including non-contractual disputes or claims) arising out of or in connection with it or its subject matter or formation shall be governed by and construed in accordance with Scots law and each party irrevocably agrees that the courts of Scotland shall have exclusive jurisdiction to settle any dispute or claim arising out of or in connection with the appointment.

Appendix 2

Comparable Sales Evidence

Address	Scheme	Developer	Postcode	Sold Price	Sold Price	Sold Price	Property Ty	Bedrooms	Bathrooms	Size	Date Sold
					Per Sqft	psm					
1, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	319995	300	3,232	D	3	2	1065	28/01/2022
10, Chambers Avenue, Hessle	Pilgrims Walk	Beal Homes	hu130gb	295000	319	3,430	D	3		925	31/03/2022
8, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	318995	299	3,222	D	4		1065	26/08/2022
43, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	399995	295	3,175	D	4	2	1356	18/03/2022
1, Hoyle Grove, Hessle	Pilgrims Walk	Beal Homes	hu130fu	404995	314	3,375	D	5		1291	05/08/2022
2, Hoyle Grove, Hessle	Pilgrims Walk	Beal Homes	hu130fu	389995	302	3,250	D	5		1291	18/02/2022
1, Brown Garth, Hessle	Pilgrims Walk	Beal Homes	hu130fw	397995	293	3,159	D	5		1356	14/04/2022
10, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	462995	307	3,307	D	5		1506	11/11/2022
9, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	448995	298	3,207	D	5		1506	19/08/2022
5, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	369995	302	3,246	D	5		1227	20/05/2022
8, Chambers Avenue, Hessle	Pilgrims Walk	Beal Homes	hu130gb	449995	299	3,214	D	5		1506	27/10/2022
9, Chambers Avenue, Hessle	Pilgrims Walk	Beal Homes	hu130gb	435000	289	3,107	D	5		1506	08/06/2022
7, Chambers Avenue, Hessle	Pilgrims Walk	Beal Homes	hu130gb	394995	306	3,292	D	5		1291	27/05/2022
5, Holmes Croft, Hessle	Pilgrims Walk	Beal Homes	hu130fx	204745	307	3,302	S	2		667	12/12/2022
39, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	236995	272	2,926	S	2	1	871	10/06/2022
38, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	236500	271	2,920	S	2	1	871	10/06/2022
6, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	196995	295	3,177	S	2	1	667	06/05/2022
7, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	196995	295	3,177	S	2	1	667	29/04/2022
3, Holmes Croft, Hessle	Pilgrims Walk	Beal Homes	hu130fx	250000	287	3,086	S	3		871	15/12/2022
28, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	246995	276	2,976	S	3		893	30/11/2022
21, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	83700	94	1,008	S	3		893	17/10/2022
20, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	83700	94	1,008	S	3		893	17/10/2022
42, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	201995	303	3,258	T	2	1	667	30/06/2022
2, Paddock Garth, Hessle	Pilgrims Walk	Beal Homes	hu130fy	239995	275	2,963	T	3		871	21/10/2022
31, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	116300	157	1,686	T	3		742	17/11/2022
30, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	116300	157	1,686	T	3		742	17/11/2022
23, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	83700	113	1,213	T	3		742	17/11/2022
24, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	83700	113	1,213	T	3		742	17/11/2022
33, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	116300	157	1,686	T	3		742	17/11/2022
32, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	116300	157	1,686	T	3		742	17/11/2022
25, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	83700	113	1,213	T	3		742	17/11/2022
22, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	83700	113	1,213	T	3		742	17/11/2022
34, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	83700	113	1,213	T	3		742	17/10/2022
35, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	83700	113	1,213	T	3		742	17/10/2022
36, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	83700	113	1,213	T	3		742	17/10/2022
37, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	83700	113	1,213	T	3		742	17/10/2022
17, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	104500	141	1,514	T	3		742	06/10/2022
19, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	104500	141	1,514	T	3		742	06/10/2022
18, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	104500	141	1,514	T	3		742	06/10/2022
16, Sanderson Drive, Hessle	Pilgrims Walk	Beal Homes	hu130fz	104500	141	1,514	T	3		742	06/10/2022
6, Chambers Avenue, Hessle	Pilgrims Walk	Beal Homes	hu130gb	221500	248	2,669	T	3		893	13/05/2022
4, Chambers Avenue, Hessle	Pilgrims Walk	Beal Homes	hu130gb	221500	248	2,669	T	3		893	06/05/2022
5, Chambers Avenue, Hessle	Pilgrims Walk	Beal Homes	hu130gb	220000	246	2,651	T	3		893	06/05/2022
Max					319	3,430					
Min					94	1,008					
Average					221	2,384					
4, Thompson Dale, Hessle	Hesslewood park	David Wilson Homes	hu130gy	279000	276	2,968	D	4		1011	04/03/2022
5, Thompson Dale, Hessle	Hesslewood park	David Wilson Homes	hu130gy	400000	275	2,963	D	5		1453	22/09/2022
2, Thompson Dale, Hessle	Hesslewood park	David Wilson Homes	hu130gy	335000	255	2,746	D	5		1313	01/04/2022
3, Thompson Dale, Hessle	Hesslewood park	David Wilson Homes	hu130gy	327000	249	2,680	D	5		1313	18/03/2022
1, Thompson Dale, Hessle	Hesslewood park	David Wilson Homes	hu130gy	274000	274	2,946	S	4		1001	28/04/2022
9, Thompson Dale, Hessle	Hesslewood park	David Wilson Homes	hu130gy	220000	269	2,895	T	3		818	18/03/2022
7, Thompson Dale, Hessle	Hesslewood park	David Wilson Homes	hu130gy	223000	273	2,934	T	3		818	04/02/2022
6, Thompson Dale, Hessle	Hesslewood park	David Wilson Homes	hu130gy	217000	265	2,855	T	3		818	31/01/2022
8, Thompson Dale, Hessle	Hesslewood park	David Wilson Homes	hu130gy	218000	266	2,868	T	3		818	28/01/2022
Max					276	2,968					
Min					249	2,680					
Average					267	2,873					
5, Herald Way, Barton-upon-humber	Falkland Way	Keigar Homes	dn185gu	147500	228	2,458	S	2		645	25/03/2022
9, Herald Way, Barton-upon-humber	Falkland Way	Keigar Homes	dn185gu	144950	224	2,416	S	2		645	18/03/2022
17, Herald Way, Barton-upon-humber	Falkland Way	Keigar Homes	dn185gu	144950	224	2,416	S	2		645	21/01/2022
15, Herald Way, Barton-upon-humber	Falkland Way	Keigar Homes	dn185gu	179950	199	2,142	S	3		904	04/03/2022
11, Herald Way, Barton-upon-humber	Falkland Way	Keigar Homes	dn185gu	144950	204	2,196	S	3		710	18/02/2022
7, Herald Way, Barton-upon-humber	Falkland Way	Keigar Homes	dn185gu	184950	205	2,202	S	3		904	11/02/2022
19, Herald Way, Barton-upon-humber	Falkland Way	Keigar Homes	dn185gu	142500	221	2,375	T	2		645	25/02/2022
23, Herald Way, Barton-upon-humber	Falkland Way	Keigar Homes	dn185gu	178617	195	2,101	T	3		914	11/02/2022
25, Herald Way, Barton-upon-humber	Falkland Way	Keigar Homes	dn185gu	139950	197	2,121	T	3		710	21/01/2022
Max					228	2,458					
Min					195	2,101					
Average					211	2,270					
Amborella, Ferry Road East, Barrow-upon-hu	Harrison Green	Keigar Homes	dn197az	224950	290	3,124	D	2		775	03/03/2023
Candleberry, Ferry Road East, Barrow-upon-h	Harrison Green	Keigar Homes	dn197az	242950	313	3,374	D	2		775	17/02/2023
The Elderberry, Ferry Road East, Barrow-upon	Harrison Green	Keigar Homes	dn197az	299950	165	1,775	D	2	2	1819	28/10/2022
Rowan Lodge, Ferry Road East, Barrow-upon-	Harrison Green	Keigar Homes	dn197az	349950	296	3,181	D	4		1184	09/09/2022
Walnut Lodge, Ferry Road East, Barrow-upon	Harrison Green	Keigar Homes	dn197az	349950	296	3,181	D	4		1184	19/08/2022

Ashley House, Ferry Road East, Barrow-upon-Harrison Green	Keigar Homes	dn197az	342500	188	2,027	D	4	1819	05/08/2022
Bayberry, Ferry Road East, Barrow-upon-hum Harrison Green	Keigar Homes	dn197az	349950	192	2,071	D	4	1819	29/07/2022
Mulberry Lodge, Ferry Road East, Barrow-upon-Harrison Green	Keigar Homes	dn197az	499950	180	1,938	D	6	2777	18/11/2022
					0				
Max				313	3,374				
Min				165	1,775				
Average				240	2,584				

123, Broad Avenue, Hessle	Fleet Green	Baratt Homes	hu130fh	302000	298	3,213	D	3	2	1011	31/03/2023
87, Broad Avenue, Hessle	Fleet Green	Baratt Homes	hu130fh	237500	283	3,045	D	3		839	29/04/2022
5, Banks Drive, Hessle	Fleet Green	Baratt Homes	hu130sz	259000	297	3,198	D	3		871	24/06/2022
4, Banks Drive, Hessle	Fleet Green	Baratt Homes	hu130sz	257000	298	3,213	D	3		861	10/06/2022
60, Broad Avenue, Hessle	Fleet Green	Baratt Homes	hu130fg	287000	284	3,053	D	4		1011	08/09/2022
58, Broad Avenue, Hessle	Fleet Green	Baratt Homes	hu130fg	288000	285	3,064	D	4		1011	02/09/2022
56, Broad Avenue, Hessle	Fleet Green	Baratt Homes	hu130fg	291000	291	3,129	D	4		1001	25/07/2022
42, Broad Avenue, Hessle	Fleet Green	Baratt Homes	hu130fg	277000	274	2,947	D	4		1011	23/06/2022
77, Broad Avenue, Hessle	Fleet Green	Baratt Homes	hu130fh	353000	271	2,917	D	4		1302	01/04/2022
75, Broad Avenue, Hessle	Fleet Green	Baratt Homes	hu130fh	355000	273	2,934	D	4		1302	01/04/2022
3, Banks Drive, Hessle	Fleet Green	Baratt Homes	hu130sz	280000	260	2,800	D	4		1076	10/06/2022
38, Broad Avenue, Hessle	Fleet Green	Baratt Homes	hu130fg	373000	279	3,008	D	5		1334	09/09/2022
44, Broad Avenue, Hessle	Fleet Green	Baratt Homes	hu130fg	350000	267	2,869	D	5		1313	05/08/2022
40, Broad Avenue, Hessle	Fleet Green	Baratt Homes	hu130fg	350000	267	2,869	D	5		1313	05/08/2022
46, Broad Avenue, Hessle	Fleet Green	Baratt Homes	hu130fg	350000	267	2,869	D	5		1313	28/07/2022
2, Banks Drive, Hessle	Fleet Green	Baratt Homes	hu130sz	374000	287	3,091	D	5		1302	24/06/2022
1, Banks Drive, Hessle	Fleet Green	Baratt Homes	hu130sz	357000	274	2,950	D	5		1302	27/05/2022
83, Broad Avenue, Hessle	Fleet Green	Baratt Homes	hu130fh	226000	273	2,935	S	3		828	22/04/2022
85, Broad Avenue, Hessle	Fleet Green	Baratt Homes	hu130fh	226000	273	2,935	S	3		828	22/04/2022
81, Broad Avenue, Hessle	Fleet Green	Baratt Homes	hu130fh	220500	266	2,864	S	3		828	01/04/2022
79, Broad Avenue, Hessle	Fleet Green	Baratt Homes	hu130fh	225000	271	2,922	S	3		828	01/04/2022
17, Banks Drive, Hessle	Fleet Green	Baratt Homes	hu130sz	179000	292	3,140	T	2		613	26/08/2022
15, Banks Drive, Hessle	Fleet Green	Baratt Homes	hu130sz	182000	297	3,193	T	2		613	26/08/2022
16, Banks Drive, Hessle	Fleet Green	Baratt Homes	hu130sz	174000	284	3,053	T	2		613	26/08/2022
14, Banks Drive, Hessle	Fleet Green	Baratt Homes	hu130sz	240000	290	3,117	T	3		828	16/09/2022
12, Banks Drive, Hessle	Fleet Green	Baratt Homes	hu130sz	224000	270	2,909	T	3		828	25/08/2022
11, Banks Drive, Hessle	Fleet Green	Baratt Homes	hu130sz	227000	274	2,948	T	3		828	19/08/2022
						0					
Max				298	3,213						
Min				260	2,800						
Average				279	3,007						

8, Greenfield Avenue, Hessle	Hesslewood park	David Wilson Home	hu130fs	347500	281	3,022	D	3	2	1237	21/07/2022
16, Greenfield Avenue, Hessle	Hesslewood park	David Wilson Home	hu130fs	334000	254	2,738	D	3	2	1313	20/05/2022
10, Greenfield Avenue, Hessle	Hesslewood park	David Wilson Home	hu130fs	340000	259	2,787	D	3	2	1313	20/05/2022
12, Greenfield Avenue, Hessle	Hesslewood park	David Wilson Home	hu130fs	330000	251	2,705	D	3	2	1313	06/05/2022
14, Greenfield Avenue, Hessle	Hesslewood park	David Wilson Home	hu130fs	275000	272	2,926	D	4		1011	29/04/2022
6, Greenfield Avenue, Hessle	Hesslewood park	David Wilson Home	hu130fs	236000	288	3,105	S	3		818	01/04/2022
20, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	399950	290	3,125	D	3		1377	29/09/2022
32, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	410950	294	3,161	D	3		1399	17/08/2022
29, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	413950	296	3,184	D	3		1399	29/07/2022
35, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	405950	290	3,123	D	3		1399	22/07/2022
21, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	331950	312	3,353	D	3		1065	15/07/2022
25, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	334950	314	3,383	D	3		1065	15/07/2022
37, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	294950	365	3,933	D	3		807	27/05/2022
38, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	410950	294	3,161	D	3		1399	20/05/2022
14, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	314950	296	3,181	D	3		1065	22/04/2022
24, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	399950	286	3,077	D	3		1399	25/03/2022
18, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	386950	300	3,225	D	3		1291	18/03/2022
28, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	334950	314	3,383	D	3		1065	18/03/2022
22, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	381950	296	3,183	D	3		1291	18/02/2022
23, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	392950	285	3,070	D	4		1377	02/12/2022
27, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	388950	301	3,241	D	4		1291	26/08/2022
34, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	387950	300	3,233	D	4		1291	19/08/2022
15, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	382950	296	3,191	D	4		1291	29/07/2022
31, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	462950	307	3,307	D	4		1506	29/07/2022
4, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	439950	314	3,384	D	4		1399	08/07/2022
17, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	392950	285	3,070	D	4		1377	08/07/2022
30, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	394950	287	3,086	D	4		1377	24/06/2022
36, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	454950	302	3,250	D	4		1506	20/05/2022
26, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	341950	300	3,226	D	4		1140	18/03/2022
2, West Wold, North Ferriby	Swanland Heights	Redrow	hu143pt	694950	305	3,278	D	6		2281	04/11/2022
Max				365	3,933						
Min				251	2,705						
Average				294	3,170						

43, Cape Drive, Hull	Tranby Park	Bellway	hu107fp	279995	296	3,182	D	3		947	13/02/2023
35, Cape Drive, Hull	Tranby Park	Bellway	hu107fp	291995	271	2,920	D	4		1076	28/01/2022
37, Cape Drive, Hull	Tranby Park	Bellway	hu107fp	354995	232	2,500	D	4		1528	28/01/2022
32, Hudson Avenue, Hull	Tranby Park	Bellway	hu107fw	337995	278	2,991	D	4		1216	14/04/2023
1, Vickerman Close, Hull	Tranby Park	Bellway	hu107fs	339995	268	2,881	D	5		1270	15/07/2022
2, Vickerman Close, Hull	Tranby Park	Bellway	hu107fs	364995	239	2,570	D	5		1528	30/06/2022
2, Baccarat Close, Hull	Tranby Park	Bellway	hu107ft	354995	232	2,500	D	5		1528	07/02/2022

4, Baccarat Close, Hull	Tranby Park	Bellway	hu107ft	398995	259	2,790	D	5	1539	21/01/2022
5, Baccarat Close, Hull	Tranby Park	Bellway	hu107ft	396995	258	2,776	D	5	1539	14/01/2022
3, Baccarat Close, Hull	Tranby Park	Bellway	hu107ft	393995	249	2,680	D	5	1582	10/01/2022
12, Train Garth, Hull	Tranby Park	Bellway	hu107fu	349995	276	2,966	D	5	1270	28/10/2022
11, Train Garth, Hull	Tranby Park	Bellway	hu107fu	387995	269	2,896	D	5	1442	24/10/2022
9, Train Garth, Hull	Tranby Park	Bellway	hu107fu	444995	270	2,909	D	5	1646	13/10/2022
10, Train Garth, Hull	Tranby Park	Bellway	hu107fu	382995	266	2,858	D	5	1442	13/10/2022
8, Train Garth, Hull	Tranby Park	Bellway	hu107fu	385995	268	2,881	D	5	1442	30/09/2022
7, Train Garth, Hull	Tranby Park	Bellway	hu107fu	373995	245	2,634	D	5	1528	29/09/2022
6, Train Garth, Hull	Tranby Park	Bellway	hu107fu	374995	260	2,799	D	5	1442	16/09/2022
3, Train Garth, Hull	Tranby Park	Bellway	hu107fu	318995	262	2,823	D	5	1216	19/08/2022
2, Train Garth, Hull	Tranby Park	Bellway	hu107fu	319995	263	2,832	D	5	1216	29/07/2022
38, Hudson Avenue, Hull	Tranby Park	Bellway	hu107fw	380995	249	2,683	D	5	1528	09/03/2023
45, Cape Drive, Hull	Tranby Park	Bellway	hu107fp	247995	288	3,100	S	3	861	27/01/2023
41, Cape Drive, Hull	Tranby Park	Bellway	hu107fp	116000	127	1,365	S	3	914	27/01/2023
39, Cape Drive, Hull	Tranby Park	Bellway	hu107fp	116000	127	1,365	S	3	914	27/01/2023
3, Vickerman Close, Hull	Tranby Park	Bellway	hu107fs	235995	274	2,950	S	3	861	30/06/2022
4, Vickerman Close, Hull	Tranby Park	Bellway	hu107fs	234995	273	2,937	S	3	861	28/06/2022
20, Vickerman Close, Hull	Tranby Park	Bellway	hu107fs	106000	139	1,493	S	3	764	22/04/2022
21, Vickerman Close, Hull	Tranby Park	Bellway	hu107fs	106000	139	1,493	S	3	764	22/04/2022
29, Cape Drive, Hull	Tranby Park	Bellway	hu107fp	254995	226	2,429	S	4	1130	22/04/2022
31, Cape Drive, Hull	Tranby Park	Bellway	hu107fp	251995	223	2,400	S	4	1130	28/01/2022
32, Vickerman Close, Hull	Tranby Park	Bellway	hu107fs	257995	228	2,457	S	4	1130	09/06/2022
39, Hudson Avenue, Hull	Tranby Park	Bellway	hu107fw	254995	269	2,898	S	4	947	20/01/2023
25, Vickerman Close, Hull	Tranby Park	Bellway	hu107fs	81000	125	1,350	T	2	645	10/06/2022
24, Vickerman Close, Hull	Tranby Park	Bellway	hu107fs	81000	125	1,350	T	2	645	10/06/2022
26, Vickerman Close, Hull	Tranby Park	Bellway	hu107fs	81000	125	1,350	T	2	645	10/06/2022
27, Vickerman Close, Hull	Tranby Park	Bellway	hu107fs	81000	125	1,350	T	2	645	10/06/2022
23, Vickerman Close, Hull	Tranby Park	Bellway	hu107fs	86000	133	1,433	T	2	645	27/05/2022
22, Vickerman Close, Hull	Tranby Park	Bellway	hu107fs	86000	133	1,433	T	2	645	27/05/2022
29, Vickerman Close, Hull	Tranby Park	Bellway	hu107fs	86000	133	1,433	T	2	645	27/05/2022
28, Vickerman Close, Hull	Tranby Park	Bellway	hu107fs	86000	133	1,433	T	2	645	27/05/2022
40, Cape Drive, Hull	Tranby Park	Bellway	hu107fp	102000	133	1,437	T	3	764	27/01/2023
38, Cape Drive, Hull	Tranby Park	Bellway	hu107fp	102000	133	1,437	T	3	764	27/01/2023
32, Cape Drive, Hull	Tranby Park	Bellway	hu107fp	102000	133	1,437	T	3	764	16/12/2022
24, Cape Drive, Hull	Tranby Park	Bellway	hu107fp	102000	133	1,437	T	3	764	11/11/2022
7, Vickerman Close, Hull	Tranby Park	Bellway	hu107fs	102000	133	1,437	T	3	764	15/07/2022
Max					296	3,182				
Min					125	1,350				
Average					210	2,256				

Appendix 3

Development Appraisals

Barrow Road - Viability Statement
Base Appraisal

Development Appraisal
Avison Young (UK) Ltd
09 February 2024

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD****Barrow Road - Viability Statement
Base Appraisal****Appraisal Summary for Phase 1**

Currency in £

REVENUE

Sales Valuation	Units	ft²	Sales Rate ft²	Unit Price
Malmo - Semi - Market	15	14,970	225.00	224,550
Malmo - End Terrace - Market	10	9,980	225.00	224,550
Malmo - Mid Terrace - Market	6	5,988	225.00	224,550
Geneva - Semi - Market	16	19,264	225.00	270,900
Geneva - End Terrace - Market	10	12,040	225.00	270,900
Geneva - Mid Terrace - Market	11	13,244	225.00	270,900
Rosas - Semi - Market	28	34,888	225.00	280,350
Bologna - Det - Market	7	8,645	225.00	277,875
Oporto - Semi - Market	24	32,280	225.00	302,625
Copenhagen - Detached - Market	10	13,500	225.00	303,750
Bungalow - Market	1	858	225.00	193,050
Malmo - Semi - Affordable Rent	15	14,970	225.00	224,550
Geneva - End Terrace - Affordable Re	10	12,040	225.00	270,900
Geneva - Semi - Intermediate	<u>10</u>	<u>12,040</u>	225.00	270,900
Totals	173	204,707		

NET REALISATION**43,086,375****OUTLAY****ACQUISITION COSTS**

Residualised Price (Negative land)	(1,808,247)	(1,808,247)
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CONSTRUCTION COSTS

Construction	ft²	Build Rate ft²	Cost
Malmo - Semi - Market	14,970	138.00	2,065,860
Malmo - End Terrace - Market	9,980	138.00	1,377,240
Malmo - Mid Terrace - Market	5,988	138.00	826,344
Geneva - Semi - Market	19,264	138.00	2,658,432
Geneva - End Terrace - Market	12,040	138.00	1,661,520
Geneva - Mid Terrace - Market	13,244	138.00	1,827,672
Rosas - Semi - Market	34,888	138.00	4,814,544
Bologna - Det - Market	8,645	138.00	1,193,010
Oporto - Semi - Market	32,280	138.00	4,454,640
Copenhagen - Detached - Market	13,500	138.00	1,863,000
Bungalow - Market	858	138.00	118,404
Malmo - Semi - Affordable Rent	14,970	138.00	2,065,860
Geneva - End Terrace - Affordable Re	12,040	138.00	1,661,520
Geneva - Semi - Intermediate	<u>12,040</u>	138.00	<u>1,661,520</u>
Totals	204,707 ft²		28,249,566
Contingency		3.00%	937,643
			937,643
Other Construction			
Cut and Fill			437,684
Flow Control			30,000
Attenuation Tanks			813,060
Headwalls			22,500

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD****Barrow Road - Viability Statement****Base Appraisal**

Swales			16,748	
Basin			74,518	
Substation			55,000	
Retaining Walls			1,555,706	
				3,005,216

Section 106 Costs

Education	138 un	10,602.00 /un	1,463,076	
Informal Open Space			48,171	
Area of Play			108,212	
Recreation	173 un	1,185.98 /un	205,175	
Health	138 un	864.00 /un	119,232	
Community Facilities			5,000	
				1,948,866

PROFESSIONAL FEES

Project Professional Fees		6.00%	1,694,974	
				1,694,974

DISPOSAL FEES

Disposal Costs (Sales & Marketing)		3.00%	1,292,591	
				1,292,591

FINANCE

Debit Rate 7.500%, Credit Rate 0.000% (Nominal)				
Land			(287,433)	
Construction			297,672	
Total Finance Cost				10,239

TOTAL COSTS**35,330,848****PROFIT****7,755,527****Performance Measures**

Profit on Cost%	21.95%
Profit on GDV%	18.00%
Profit on NDV%	18.00%
IRR% (without Interest)	N/A
Profit Erosion (finance rate 7.500)	2 yrs 8 mths

**Barrow Road - Viability Statement
Base Appraisal**

Gross Sales	Adjustment	Net Sales
3,368,250	0	3,368,250
2,245,500	0	2,245,500
1,347,300	0	1,347,300
4,334,400	0	4,334,400
2,709,000	0	2,709,000
2,979,900	0	2,979,900
7,849,800	0	7,849,800
1,945,125	0	1,945,125
7,263,000	0	7,263,000
3,037,500	0	3,037,500
193,050	0	193,050
3,368,250	(1,347,300)	2,020,950
2,709,000	(1,083,600)	1,625,400
<u>2,709,000</u>	<u>(541,800)</u>	<u>2,167,200</u>
46,059,075	(2,972,700)	43,086,375

**Barrow Road - Viability Statement
Base Appraisal**

Barrow Road - Viability Statement
Base Appraisal
Scenario 1

Development Appraisal
Avison Young (UK) Ltd
09 February 2024

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD****Barrow Road - Viability Statement
Base Appraisal
Scenario 1****Appraisal Summary for Phase 1**

Currency in £

REVENUE

Sales Valuation	Units	ft²	Sales Rate ft²	Unit Price
Malmo - Semi - Market	15	14,970	225.00	224,550
Malmo - End Terrace - Market	10	9,980	225.00	224,550
Malmo - Mid Terrace - Market	6	5,988	225.00	224,550
Geneva - Semi - Market	16	19,264	225.00	270,900
Geneva - End Terrace - Market	10	12,040	225.00	270,900
Geneva - Mid Terrace - Market	11	13,244	225.00	270,900
Rosas - Semi - Market	28	34,888	225.00	280,350
Bologna - Det - Market	7	8,645	225.00	277,875
Oporto - Semi - Market	24	32,280	225.00	302,625
Copenhagen - Detached - Market	10	13,500	225.00	303,750
Bungalow - Market	1	858	225.00	193,050
Malmo - Semi - Affordable Rent	15	14,970	225.00	224,550
Geneva - End Terrace - Affordable Re	10	12,040	225.00	270,900
Geneva - Semi - Intermediate	<u>10</u>	<u>12,040</u>	225.00	270,900
Totals	173	204,707		

NET REALISATION**43,086,375****OUTLAY****ACQUISITION COSTS**

Residualised Price (Negative land)	(1,808,247)	(1,808,247)
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CONSTRUCTION COSTS**Construction**

	ft²	Build Rate ft²	Cost
Malmo - Semi - Market	14,970	138.00	2,065,860
Malmo - End Terrace - Market	9,980	138.00	1,377,240
Malmo - Mid Terrace - Market	5,988	138.00	826,344
Geneva - Semi - Market	19,264	138.00	2,658,432
Geneva - End Terrace - Market	12,040	138.00	1,661,520
Geneva - Mid Terrace - Market	13,244	138.00	1,827,672
Rosas - Semi - Market	34,888	138.00	4,814,544
Bologna - Det - Market	8,645	138.00	1,193,010
Oporto - Semi - Market	32,280	138.00	4,454,640
Copenhagen - Detached - Market	13,500	138.00	1,863,000
Bungalow - Market	858	138.00	118,404
Malmo - Semi - Affordable Rent	14,970	138.00	2,065,860
Geneva - End Terrace - Affordable Re	12,040	138.00	1,661,520
Geneva - Semi - Intermediate	<u>12,040</u>	138.00	<u>1,661,520</u>
Totals	204,707 ft²		28,249,566

Contingency	3.00%	937,643	937,643
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Other Construction

Cut and Fill	437,684
Flow Control	30,000

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD****Barrow Road - Viability Statement****Base Appraisal****Scenario 1**

Attenuation Tanks			813,060	
Headwalls			22,500	
Swales			16,748	
Basin			74,518	
Substation			55,000	
Retaining Walls			1,555,706	
				3,005,216

Section 106 Costs

Education	138 un	10,602.00 /un	1,463,076	
Informal Open Space			48,171	
Area of Play			108,212	
Recreation	173 un	1,185.98 /un	205,175	
Health	138 un	864.00 /un	119,232	
Community Facilities			5,000	
				1,948,866

PROFESSIONAL FEES

Project Professional Fees		6.00%	1,694,974	
				1,694,974

DISPOSAL FEES

Disposal Costs (Sales & Marketing)		3.00%	1,292,591	
				1,292,591

FINANCE

Debit Rate 7.500%, Credit Rate 0.000% (Nominal)				
Land			(287,433)	
Construction			297,672	
Total Finance Cost				10,239

TOTAL COSTS**35,330,848****PROFIT****7,755,527****Performance Measures**

Profit on Cost%	21.95%
Profit on GDV%	18.00%
Profit on NDV%	18.00%
IRR% (without Interest)	N/A
Profit Erosion (finance rate 7.500)	2 yrs 8 mths

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD****Barrow Road - Viability Statement
Base Appraisal
Scenario 1**

Gross Sales	Adjustment	Net Sales
3,368,250	0	3,368,250
2,245,500	0	2,245,500
1,347,300	0	1,347,300
4,334,400	0	4,334,400
2,709,000	0	2,709,000
2,979,900	0	2,979,900
7,849,800	0	7,849,800
1,945,125	0	1,945,125
7,263,000	0	7,263,000
3,037,500	0	3,037,500
193,050	0	193,050
3,368,250	(1,347,300)	2,020,950
2,709,000	(1,083,600)	1,625,400
<u>2,709,000</u>	<u>(541,800)</u>	<u>2,167,200</u>
46,059,075	(2,972,700)	43,086,375

**Barrow Road - Viability Statement
Base Appraisal
Scenario 1**

Barrow Road - Viability Statement
Base Appraisal
Scenario 2

Development Appraisal
Avison Young (UK) Ltd
09 February 2024

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD****Barrow Road - Viability Statement
Base Appraisal
Scenario 2****Appraisal Summary for Phase 1**

Currency in £

REVENUE

Sales Valuation	Units	ft²	Sales Rate ft²	Unit Price
Malmo - Semi - Market	15	14,970	225.00	224,550
Malmo - End Terrace - Market	10	9,980	225.00	224,550
Malmo - Mid Terrace - Market	6	5,988	225.00	224,550
Geneva - Semi - Market	16	19,264	225.00	270,900
Geneva - End Terrace - Market	10	12,040	225.00	270,900
Geneva - Mid Terrace - Market	11	13,244	225.00	270,900
Rosas - Semi - Market	28	34,888	225.00	280,350
Bologna - Det - Market	7	8,645	225.00	277,875
Oporto - Semi - Market	24	32,280	225.00	302,625
Copenhagen - Detached - Market	10	13,500	225.00	303,750
Bungalow - Market	1	858	225.00	193,050
Malmo - Semi - Affordable Rent	15	14,970	225.00	224,550
Geneva - End Terrace - Affordable Re	10	12,040	225.00	270,900
Geneva - Semi - Intermediate	<u>10</u>	<u>12,040</u>	225.00	270,900
Totals	173	204,707		

NET REALISATION**43,086,375****OUTLAY****ACQUISITION COSTS**

Residualised Price		1,125	
Stamp Duty		20	1,125
Effective Stamp Duty Rate	1.80%		20

CONSTRUCTION COSTS

Construction	ft²	Build Rate ft²	Cost
Malmo - Semi - Market	14,970	138.00	2,065,860
Malmo - End Terrace - Market	9,980	138.00	1,377,240
Malmo - Mid Terrace - Market	5,988	138.00	826,344
Geneva - Semi - Market	19,264	138.00	2,658,432
Geneva - End Terrace - Market	12,040	138.00	1,661,520
Geneva - Mid Terrace - Market	13,244	138.00	1,827,672
Rosas - Semi - Market	34,888	138.00	4,814,544
Bologna - Det - Market	8,645	138.00	1,193,010
Oporto - Semi - Market	32,280	138.00	4,454,640
Copenhagen - Detached - Market	13,500	138.00	1,863,000
Bungalow - Market	858	138.00	118,404
Malmo - Semi - Affordable Rent	14,970	138.00	2,065,860
Geneva - End Terrace - Affordable Re	12,040	138.00	1,661,520
Geneva - Semi - Intermediate	<u>12,040</u>	138.00	<u>1,661,520</u>
Totals	204,707 ft²		28,249,566
Contingency		3.00%	937,643
			29,187,209
Other Construction			
Cut and Fill			437,684

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD****Barrow Road - Viability Statement****Base Appraisal****Scenario 2**

Flow Control		30,000	
Attenuation Tanks		813,060	
Headwalls		22,500	
Swales		16,748	
Basin		74,518	
Substation		55,000	
Retaining Walls		1,555,706	
			3,005,216

PROFESSIONAL FEES

Project Professional Fees	6.00%	1,694,974	1,694,974
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DISPOSAL FEES

Disposal Costs (Sales & Marketing)	3.00%	1,292,591	1,292,591
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FINANCE

Debit Rate 7.500%, Credit Rate 0.000% (Nominal)

Land		209	
Construction		149,519	
Total Finance Cost			149,727

TOTAL COSTS**35,330,864****PROFIT****7,755,511****Performance Measures**

Profit on Cost%	21.95%
Profit on GDV%	18.00%
Profit on NDV%	18.00%
IRR% (without Interest)	60.32%
Profit Erosion (finance rate 7.500)	2 yrs 8 mths

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD****Barrow Road - Viability Statement
Base Appraisal
Scenario 2**

Gross Sales	Adjustment	Net Sales
3,368,250	0	3,368,250
2,245,500	0	2,245,500
1,347,300	0	1,347,300
4,334,400	0	4,334,400
2,709,000	0	2,709,000
2,979,900	0	2,979,900
7,849,800	0	7,849,800
1,945,125	0	1,945,125
7,263,000	0	7,263,000
3,037,500	0	3,037,500
193,050	0	193,050
3,368,250	(1,347,300)	2,020,950
2,709,000	(1,083,600)	1,625,400
<u>2,709,000</u>	<u>(541,800)</u>	<u>2,167,200</u>
46,059,075	(2,972,700)	43,086,375

**Barrow Road - Viability Statement
Base Appraisal
Scenario 2**

Barrow Road - Viability Statement
Base Appraisal
Scenario 3

Development Appraisal
Avison Young (UK) Ltd
09 February 2024

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD****Barrow Road - Viability Statement
Base Appraisal
Scenario 3****Appraisal Summary for Phase 1**

Currency in £

REVENUE

Sales Valuation	Units	ft²	Sales Rate ft²	Unit Price	Gross Sales
Malmo - Semi - Market	30	29,940	225.00	224,550	6,736,500
Malmo - End Terrace - Market	10	9,980	225.00	224,550	2,245,500
Malmo - Mid Terrace - Market	6	5,988	225.00	224,550	1,347,300
Geneva - Semi - Market	26	31,304	225.00	270,900	7,043,400
Geneva - End Terrace - Market	20	24,080	225.00	270,900	5,418,000
Geneva - Mid Terrace - Market	11	13,244	225.00	270,900	2,979,900
Rosas - Semi - Market	28	34,888	225.00	280,350	7,849,800
Bologna - Det - Market	7	8,645	225.00	277,875	1,945,125
Oporto - Semi - Market	24	32,280	225.00	302,625	7,263,000
Copenhagen - Detached - Market	10	13,500	225.00	303,750	3,037,500
Bungalow - Market	<u>1</u>	<u>858</u>	225.00	193,050	<u>193,050</u>
Totals	173	204,707			46,059,075

NET REALISATION**46,059,075****OUTLAY****ACQUISITION COSTS**

Residualised Price	19,616	
		19,616
Stamp Duty	353	
Effective Stamp Duty Rate	1.80%	
		353

CONSTRUCTION COSTS

Construction	ft²	Build Rate ft²	Cost
Malmo - Semi - Market	29,940	138.00	4,131,720
Malmo - End Terrace - Market	9,980	138.00	1,377,240
Malmo - Mid Terrace - Market	5,988	138.00	826,344
Geneva - Semi - Market	31,304	138.00	4,319,952
Geneva - End Terrace - Market	24,080	138.00	3,323,040
Geneva - Mid Terrace - Market	13,244	138.00	1,827,672
Rosas - Semi - Market	34,888	138.00	4,814,544
Bologna - Det - Market	8,645	138.00	1,193,010
Oporto - Semi - Market	32,280	138.00	4,454,640
Copenhagen - Detached - Market	13,500	138.00	1,863,000
Bungalow - Market	<u>858</u>	138.00	<u>118,404</u>
Totals	204,707 ft²		28,249,566
Contingency		3.00%	937,643
			29,187,209
Other Construction			
Cut and Fill			437,684
Flow Control			30,000
Attenuation Tanks			813,060
Headwalls			22,500
Swales			16,748
Basin			74,518
Substation			55,000

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD****Barrow Road - Viability Statement****Base Appraisal****Scenario 3**

Retaining Walls			1,555,706	3,005,216
Section 106 Costs				
Education	173 un	10,602.00 /un	1,834,146	
Informal Open Space			48,171	
Area of Play			108,212	
Recreation	173 un	1,185.98 /un	205,175	
Health	173 un	864.00 /un	149,472	
Community Facilities			5,000	2,350,176
PROFESSIONAL FEES				
Project Professional Fees		6.00%	1,694,974	1,694,974
DISPOSAL FEES				
Disposal Costs (Sales & Marketing)		3.00%	1,381,772	1,381,772
FINANCE				
Debit Rate 7.500%, Credit Rate 0.000% (Nominal)				
Land			2,634	
Construction			126,491	
Total Finance Cost				129,125
TOTAL COSTS				37,768,441
PROFIT				8,290,634
Performance Measures				
Profit on Cost%		21.95%		
Profit on GDV%		18.00%		
Profit on NDV%		18.00%		
IRR% (without Interest)		60.40%		
Profit Erosion (finance rate 7.500)		2 yrs 8 mths		

Barrow Road - Viability Statement
Base Appraisal
Scenario 4

Development Appraisal
Avison Young (UK) Ltd
09 February 2024

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD****Barrow Road - Viability Statement
Base Appraisal
Scenario 4****Appraisal Summary for Phase 1**

Currency in £

REVENUE

Sales Valuation	Units	ft²	Sales Rate ft²	Unit Price	Gross Sales
Malmo - Semi - Market	30	29,940	225.00	224,550	6,736,500
Malmo - End Terrace - Market	10	9,980	225.00	224,550	2,245,500
Malmo - Mid Terrace - Market	6	5,988	225.00	224,550	1,347,300
Geneva - Semi - Market	26	31,304	225.00	270,900	7,043,400
Geneva - End Terrace - Market	20	24,080	225.00	270,900	5,418,000
Geneva - Mid Terrace - Market	11	13,244	225.00	270,900	2,979,900
Rosas - Semi - Market	28	34,888	225.00	280,350	7,849,800
Bologna - Det - Market	7	8,645	225.00	277,875	1,945,125
Oporto - Semi - Market	24	32,280	225.00	302,625	7,263,000
Copenhagen - Detached - Market	10	13,500	225.00	303,750	3,037,500
Bungalow - Market	<u>1</u>	<u>858</u>	225.00	193,050	<u>193,050</u>
Totals	173	204,707			46,059,075

NET REALISATION**46,059,075****OUTLAY****ACQUISITION COSTS**

Residualised Price	1,499,795	
		1,499,795
Stamp Duty	91,486	
Effective Stamp Duty Rate	6.10%	
		91,486

CONSTRUCTION COSTS

Construction	ft²	Build Rate ft²	Cost
Malmo - Semi - Market	29,940	138.00	4,131,720
Malmo - End Terrace - Market	9,980	138.00	1,377,240
Malmo - Mid Terrace - Market	5,988	138.00	826,344
Geneva - Semi - Market	31,304	138.00	4,319,952
Geneva - End Terrace - Market	24,080	138.00	3,323,040
Geneva - Mid Terrace - Market	13,244	138.00	1,827,672
Rosas - Semi - Market	34,888	138.00	4,814,544
Bologna - Det - Market	8,645	138.00	1,193,010
Oporto - Semi - Market	32,280	138.00	4,454,640
Copenhagen - Detached - Market	13,500	138.00	1,863,000
Bungalow - Market	<u>858</u>	138.00	<u>118,404</u>
Totals	204,707 ft²		28,249,566
Contingency		3.00%	937,643
			29,187,209
Other Construction			
Cut and Fill			437,684
Flow Control			30,000
Attenuation Tanks			813,060
Headwalls			22,500
Swales			16,748
Basin			74,518
Substation			55,000

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD****Barrow Road - Viability Statement****Base Appraisal****Scenario 4**

Retaining Walls			1,555,706		3,005,216
Section 106 Costs					
Informal Open Space			48,171		
Area of Play			108,212		
Recreation	173 un	1,185.98 /un	205,175		
Health	173 un	864.00 /un	149,472		
Community Facilities			5,000		516,030
PROFESSIONAL FEES					
Project Professional Fees		6.00%	1,694,974		1,694,974
DISPOSAL FEES					
Disposal Costs (Sales & Marketing)		3.00%	1,381,772		1,381,772
FINANCE					
Debit Rate 7.500%, Credit Rate 0.000% (Nominal)					
Land			287,386		
Construction			104,573		
Total Finance Cost					391,958
TOTAL COSTS					37,768,440
PROFIT					8,290,635
Performance Measures					
Profit on Cost%			21.95%		
Profit on GDV%			18.00%		
Profit on NDV%			18.00%		
IRR% (without Interest)			41.17%		
Profit Erosion (finance rate 7.500)			2 yrs 8 mths		

Barrow Road - Viability Statement
Base Appraisal
Scenario 5

Development Appraisal
Avison Young (UK) Ltd
09 February 2024

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD****Barrow Road - Viability Statement
Base Appraisal
Scenario 5****Appraisal Summary for Phase 1**

Currency in £

REVENUE

Sales Valuation	Units	ft²	Sales Rate ft²	Unit Price	Gross Sales
Malmo - Semi - Market	30	29,940	225.00	224,550	6,736,500
Malmo - End Terrace - Market	10	9,980	225.00	224,550	2,245,500
Malmo - Mid Terrace - Market	6	5,988	225.00	224,550	1,347,300
Geneva - Semi - Market	26	31,304	225.00	270,900	7,043,400
Geneva - End Terrace - Market	20	24,080	225.00	270,900	5,418,000
Geneva - Mid Terrace - Market	11	13,244	225.00	270,900	2,979,900
Rosas - Semi - Market	28	34,888	225.00	280,350	7,849,800
Bologna - Det - Market	7	8,645	225.00	277,875	1,945,125
Oporto - Semi - Market	24	32,280	225.00	302,625	7,263,000
Copenhagen - Detached - Market	10	13,500	225.00	303,750	3,037,500
Bungalow - Market	<u>1</u>	<u>858</u>	225.00	193,050	<u>193,050</u>
Totals	173	204,707			46,059,075

NET REALISATION**46,059,075****OUTLAY****ACQUISITION COSTS**

Residualised Price	1,305,826	
		1,305,826
Stamp Duty	78,296	
Effective Stamp Duty Rate	6.00%	
		78,296

CONSTRUCTION COSTS

Construction	ft²	Build Rate ft²	Cost
Malmo - Semi - Market	29,940	138.00	4,131,720
Malmo - End Terrace - Market	9,980	138.00	1,377,240
Malmo - Mid Terrace - Market	5,988	138.00	826,344
Geneva - Semi - Market	31,304	138.00	4,319,952
Geneva - End Terrace - Market	24,080	138.00	3,323,040
Geneva - Mid Terrace - Market	13,244	138.00	1,827,672
Rosas - Semi - Market	34,888	138.00	4,814,544
Bologna - Det - Market	8,645	138.00	1,193,010
Oporto - Semi - Market	32,280	138.00	4,454,640
Copenhagen - Detached - Market	13,500	138.00	1,863,000
Bungalow - Market	<u>858</u>	138.00	<u>118,404</u>
Totals	204,707 ft²		28,249,566
Contingency		3.00%	937,643
			29,187,209
Other Construction			
Cut and Fill			437,684
Flow Control			30,000
Attenuation Tanks			813,060
Headwalls			22,500
Swales			16,748
Basin			74,518
Substation			55,000

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD****Barrow Road - Viability Statement****Base Appraisal****Scenario 5**

Retaining Walls		1,555,706	
			3,005,216

Section 106 Costs

Informal Open Space			48,171
Area of Play			108,212
Recreation	173 un	1,185.98 /un	205,175
Health	173 un	864.00 /un	149,472
Community Facilities			220,000
			731,030

PROFESSIONAL FEES

Project Professional Fees		6.00%	1,694,974
			1,694,974

DISPOSAL FEES

Disposal Costs (Sales & Marketing)		3.00%	1,381,772
			1,381,772

FINANCE

Debit Rate 7.500%, Credit Rate 0.000% (Nominal)			
Land			264,050
Construction			120,067
Total Finance Cost			384,117

TOTAL COSTS**37,768,441****PROFIT****8,290,634****Performance Measures**

Profit on Cost%	21.95%
Profit on GDV%	18.00%
Profit on NDV%	18.00%
IRR% (without Interest)	41.55%
Profit Erosion (finance rate 7.500)	2 yrs 8 mths

Barrow Road - Viability Statement
Base Appraisal
Scenario 6

Development Appraisal
Avison Young (UK) Ltd
09 February 2024

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD****Barrow Road - Viability Statement
Base Appraisal
Scenario 6****Appraisal Summary for Phase 1**

Currency in £

REVENUE

Sales Valuation	Units	ft²	Sales Rate ft²	Unit Price	Gross Sales
Malmo - Semi - Market	18	17,964	225.00	224,550	4,041,900
Malmo - End Terrace - Market	10	9,980	225.00	224,550	2,245,500
Malmo - Mid Terrace - Market	6	5,988	225.00	224,550	1,347,300
Geneva - Semi - Market	18	21,672	225.00	270,900	4,876,200
Geneva - End Terrace - Market	20	24,080	225.00	270,900	5,418,000
Geneva - Mid Terrace - Market	11	13,244	225.00	270,900	2,979,900
Rosas - Semi - Market	28	34,888	225.00	280,350	7,849,800
Bologna - Det - Market	7	8,645	225.00	277,875	1,945,125
Oporto - Semi - Market	24	32,280	225.00	302,625	7,263,000
Copenhagen - Detached - Market	10	13,500	225.00	303,750	3,037,500
Bungalow - Market	1	858	225.00	193,050	193,050
Malmo - Semi - Affordable Rent	12	11,976	225.00	224,550	2,694,600
Geneva - Semi - Intermediate	8	9,632	225.00	270,900	2,167,200
Totals	173	204,707			46,059,075

NET REALISATION**44,547,795****OUTLAY****ACQUISITION COSTS**

Residualised Price	1,302,757	
		1,302,757
Stamp Duty	78,087	
Effective Stamp Duty Rate	5.99%	78,087

CONSTRUCTION COSTS

Construction	ft²	Build Rate ft²	Cost
Malmo - Semi - Market	17,964	138.00	2,479,032
Malmo - End Terrace - Market	9,980	138.00	1,377,240
Malmo - Mid Terrace - Market	5,988	138.00	826,344
Geneva - Semi - Market	21,672	138.00	2,990,736
Geneva - End Terrace - Market	24,080	138.00	3,323,040
Geneva - Mid Terrace - Market	13,244	138.00	1,827,672
Rosas - Semi - Market	34,888	138.00	4,814,544
Bologna - Det - Market	8,645	138.00	1,193,010
Oporto - Semi - Market	32,280	138.00	4,454,640
Copenhagen - Detached - Market	13,500	138.00	1,863,000
Bungalow - Market	858	138.00	118,404
Malmo - Semi - Affordable Rent	11,976	138.00	1,652,688
Geneva - Semi - Intermediate	9,632	138.00	1,329,216
Totals	204,707 ft²		28,249,566
Contingency		3.00%	848,186
			29,097,752
Other Construction			
Cut and Fill			437,684
Flow Control			30,000
Attenuation Tanks			813,060

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD****Barrow Road - Viability Statement****Base Appraisal****Scenario 6**

Headwalls		22,500	
Swales		16,748	
Basin		74,518	
Substation		55,000	
Retaining Walls		1,555,706	
			3,005,216

PROFESSIONAL FEES

Project Professional Fees	6.00%	1,516,060	1,516,060
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DISPOSAL FEES

Disposal Costs (Sales & Marketing)	3.00%	1,235,918	1,235,918
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FINANCE

Debit Rate 7.500%, Credit Rate 0.000% (Nominal)			
Land		189,772	
Construction		103,630	
Total Finance Cost			293,401

TOTAL COSTS**36,529,192****PROFIT****8,018,603****Performance Measures**

Profit on Cost%	21.95%
Profit on GDV%	18.00%
Profit on NDV%	18.00%
IRR% (without Interest)	54.79%
Profit Erosion (finance rate 7.500)	2 yrs 8 mths

**Barrow Road - Viability Statement
Base Appraisal
Scenario 6**

Adjustment	Net Sales
0	4,041,900
0	2,245,500
0	1,347,300
0	4,876,200
0	5,418,000
0	2,979,900
0	7,849,800
0	1,945,125
0	7,263,000
0	3,037,500
0	193,050
(1,077,840)	1,616,760
<u>(433,440)</u>	<u>1,733,760</u>
(1,511,280)	44,547,795

**Barrow Road - Viability Statement
Base Appraisal
Scenario 6**

Contact details

Enquiries

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