



**Strata/ Barrow Road, Barton-upon-Humber, DN18 6DB**

Financial Viability Assessment

May 2025



Inspiring Built  
Environments

Viability in Planning  
Development Management  
Regeneration  
Planning Consultancy

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## EXECUTIVE SUMMARY

- Continuum have been instructed on behalf of Strata (the “Client”) to prepare a financial viability appraisal to be submitted in support of the planning application pursuant to Land at Barrow Road, Barton upon Humber (the “site”);
- In accordance with this instruction, Continuum have independently assessed the proposed development to determine whether a policy compliant provision of affordable housing, other S106 contributions and housing mix can be delivered, in accordance with the North Lincolnshire Core Strategy (2011);
- It has been robustly demonstrated in section 10 of this independent assessment that the proposed scheme is not able to provide a contribution towards affordable housing or other S106 planning obligation contributions whilst remaining financially viable. It has also been demonstrated that the subject site cannot viably deliver the North Lincolnshire Council’s requested housing mix;
- The site comprises agricultural land measuring circa 6.35 hectares (15.69 acres) and is located to the south of the A1077. It is bound to the west and northwest by residential development located off Glebe Way and Cornhill Drive with Baysgarth School beyond. Agricultural land bounds the remainder of the site. A new access and roundabout are proposed which will serve the site from the A1077;
- The detailed planning application to which this Financial Viability Assessment (FVA) relates is for the erection of a mix 196 no. 1, 2, 3 and 4 bedroom units;
- Continuum originally assessed the viability of a previous iteration of development at the subject site in August 2023 which consisted of 173 dwellings. This assessment concluded that the scheme could not support any S106 contributions including affordable housing, especially due to Strata having to fund the delivery of a new roundabout junction at a cost of £1.285m. Continuum’s FVA was reviewed by Avison Young (AY) in February 2024 on behalf of North Lincolnshire Council. In their review, AY concluded that the previous scheme could viably support £730,000 of S106 contributions (one reason of this was due to the roundabout junction now being funded by Levelling Up Funding). Continuum would add that this position in relation to S106 contributions has changed and the previously agreed viable contribution is no longer possible, due to the increases in build costs since the previous assessment;
- North Lincolnshire set out the affordable housing required from new build residential developments in Policy CS9 of the adopted Core Strategy (2011). Given the sites location in a market town there is a requirement for 20% affordable housing on-site unless it can be demonstrated that there is a financial viability challenge.
- The viability testing that supports adopted Policy CS9 is not available online, as such, reference has been made to the Local Plan & Community Infrastructure Levy Viability Assessment (2021) prepared by NCS which supported the now withdrawn emerging Local Plan. NLC are preparing a new Local Plan and this document will be reviewed and updated in due course.
- The PPG (2024) sets out “circumstances” that allow for the consideration of financial viability at the decision taking stage (paragraph 7). Of particular note is the reference to sites with high levels of site infrastructure/ abnormal costs. The abnormal costs are considered sufficient to allow for the assessment of viability at the decision taking stage;
- In order to establish the gross development value (GDV) for the site, Continuum have undertaken comparable assessment of new build estate housing developments in proximity of the subject site. Continuum’s 100% market GDV is £45,097,000 (£204.05 per sq ft);
- Build costs have been adopted with reference to the BCIS average price rebased to North Lincolnshire as per guidance contained within the PPG on Viability (2024). Continuum’s standard build costs equate to £130.91 per sq ft and include standard external works at 15% and Future Homes Standards at £4,000 per unit.
- Standardised assumptions such as contingency, sale disposal fees and professional fees are supported by relevant appeal decisions, Local Plan examinations and AY’s 2024 assessment of the previous scheme;

- The Benchmark Land Value (BLV) has been established following the existing use value plus (EUUV+) a premium methodology as per the PPG on Viability (2024). The approach reflects abnormal costs associated with the site. The total BLV establishes equates to £1,275,000 (£81,258 per gross acre and is at a similar level adopted by AY during their 2024 assessment of the previous scheme;
- A profit margin of 18% of GDV has been adopted which is the same figure that was argued by AY during their assessment of the previous scheme in 2024. This assumption falls within the range which is considered suitable in the PPG on Viability (2024);
- Following site investigation works it is understood that the total abnormal costs for the site are circa £4,012,223 (circa £255,705 per gross acre); such matter is discussed in detail and context provided within Section 7.2.3. These costs have been included within the appraisal;
- Continuum have undertaken a 100% market appraisal with zero S106 contributions in order to initially assess the viability of the scheme. Continuum’s appraisal is based on the RICS recommended residual method and the appraisal has been produced using Argus Developer software. The residual method is based on subtracting all costs (including BLV) from the total revenue (GDV). The output of the appraisal is therefore the residual profit, with the BLV set as a fixed input in the appraisal;
- Section 10 of this report demonstrates that the proposed scheme does not generate a profit margin that is higher than the estimated target profit margin when tested on the basis of a 100% market housing scheme with zero S106 contributions. The following table summarises the findings of the viability appraisal undertaken by Continuum:

Input/Output	100% Market Appraisal
GDV	£45,097,000
S106 Contributions	£0
Costs (excl. BLV)	£38,799,408
BLV	£1,275,000
Output Profit Margin	£5,022,592
Profit %	11.14% on GDV
Viable	No

- As can be seen from the table above, the scheme is unviable and therefore unable to viably contribute towards any affordable housing, other S106 contributions or North Lincolnshire Council’s requested housing mix. The main driver to the viability issue is the high abnormal costs as well as increase in standard build costs and weak housing market since Continuum’s previous assessment. Whilst the profit margin is lower than what would typically be expected, it is understood that the Client is committed to delivering the scheme;
- A sensitivity analysis (section 11) has been undertaken as per the RICS professional statement on viability (2021), the analysis considers increases in sale values and decreases in standard build costs and the impact this has on the residual profit margin. Overall, the sensitivity supports the conclusion that the scheme cannot viably support its S106 contributions including affordable housing unless a substantial shift in the appraisal is achieved, which is not feasible in the current market;
- The Client is committed to delivering the project and recognise that they will need to be pragmatic if they wish to proceed. That pragmatism relates to the actual profit they are prepared to accept, below that deemed appropriate by the market, and the confidence they have in the future performance of the development;
- In line with national planning guidance and relevant RICS guidance it has been demonstrated that the proposed scheme cannot bear a contribution towards affordable housing or other S106 contributions. Whilst the profit

margin is lower than the target profit margin, it is understood that the Client is committed to delivering the scheme.

- The assessment made in this report has been done so objectively and impartially and is considered to robustly justify the viability challenge pursuant to, and the maximum planning obligations contribution that can be borne by the proposed subject scheme.

## 1. INSTRUCTION

Continuum have been instructed by Strata (hereafter “the Client”) to prepare a financial viability assessment (FVA) pursuant to the proposed development at Barrow Road, Barton-upon-Humber, DN18 6DB (hereafter “the site”).

Continuum are a practice of property professionals specialising in viability in planning advising upon viability cases for both the public and private sector. This enables the provision of an informed and rounded approach that seeks to strike a balance between developer return, landowner return, and planning policy.

Continuum have been instructed to determine the appropriate amount of affordable housing, other S106 obligations and housing mix that are able to be provided to achieve a balance between North Lincolnshire Council’s policy requirements and landowner and developer returns.

This financial viability assessment (FVA) has two tasks:

1. Assess in terms of legislation and professional practice guidelines whether the proposed development can achieve the aspirational return to the developer and landowner whilst providing policy compliance, using values and costs that are fair and evidenced; and
2. To advise the client, following evaluation, what the maximum achievable provision of affordable housing and S106 obligations can be delivered as part of the planning permission at the site.

This FVA has been produced with reference to adopted national planning guidance following the stipulations as set out in the NPPF (2023) and the PPG on Viability (2024).

**Appendix 1** confirms that this review is in accordance with the requirements set out within the RICS Professional Statement: Financial Viability in Planning (2019). The FVA has been prepared with reference to the RICS guidance note: Assessing viability in planning under the National Planning Policy Framework 2019 for England (2021).

This FVA does not constitute a formal valuation, as such, the guidance included in this report is exempt from regulations set out in the RICS Valuation Professional Standards (the Red Book) (2024).

## 2. CONFIDENTIALITY

This FVA is confidential to the client and their advisors. It has been prepared in accordance with Continuum's terms of engagement.

This FVA has been prepared on the basis that it will be made publicly available should our client require it to be as under Continuum's terms of engagement.

No party other than the client is entitled to rely on this report for any purpose whatsoever and Continuum accept no responsibility or liability to any other party other than the Client in respect of the contents of this report. This report must not, save as expressly provided for in our terms of engagement, be recited or referred to in any document, or copied or made available (in whole or in part) to any other person without our express prior written consent.

This FVA should not be disclosed to any third parties under either the Freedom of Information Act 2000 (sections 41 and 43 (2)) or under the Environmental Information Regulations.

### 3. BACKGROUND & CONTEXT

The site lies to the east of Barton upon Humber within the Borough of North Lincolnshire approximately 6 miles to the south west of Hull. The town is serviced by a train station that provides services to Grimsby Town and Cleethorpes.

The site comprises agricultural land measuring circa 6.35 hectares (15.69 acres) and is located to the south of the A1077. It is bound to the west and northwest by residential development located off Glebe Way and Cornhill Drive with Baysgarth School beyond. Agricultural land bounds the remainder of the site. A new access and roundabout are proposed which will serve the site from the A1077.

The site currently sits outside development limits in the adopted Development Framework.

Policy CS9 of the adopted Core Strategy (2011) requires, based on the sites location, a provision of 20% affordable housing on-site for development schemes of over 15 units.

Continuum originally assessed the viability of a previous iteration of development at the subject site in August 2023 which consisted of 173 dwellings. This assessment concluded that the scheme could not support any S106 contributions including affordable housing, especially due to Strata having to fund the delivery of a new roundabout junction at a cost of £1.285m. Continuum's FVA was reviewed by Avison Young (AY) in February 2024 on behalf of North Lincolnshire Council. In their review, AY concluded that the previous scheme could viably support £730,000 of S106 contributions (one reason of this was due to the roundabout junction now being funded by Levelling Up Funding). Continuum would add that this position in relation to S106 contributions has changed and the previously agreed viable contribution is no longer possible, due to the increases in build costs since the previous assessment.

The Client's updated scheme for the subject site now consists of the erection of 196 no. units. This FVA seeks to understand the viability of this new scheme.

#### 4. PROPOSED DEVELOPMENT

The proposed scheme forms a natural extension to Barton-upon-Humber's eastern boundary with the proposed units abutting the existing residential development to the southeast off Danson Close and Glebe Way. The updated scheme proposes the erection of 196 no. dwellings with associated works, with a proposed mix of 1, 2, 3 and 4 bedroom units as follows. A new access is proposed from Barrow Road (A1077) in the form of a roundabout junction (funded by Levelling Up Funding). The table below outlines the proposed development mix:

Name	Type	Beds	Storey	Units	Unit Sq ft	Total sq ft
AH1	Quarter	1	2	4	629	2,517
Bungalow	Semi	2	1	4	824	3,296
T1	Semi / Mews	2	2	18	761	13,698
Malmo	Semi / Mews	3	2	29	1,003	29,087
Geneva	Semi / Mews	3	2.5	77	1,175	90,475
Rosas	Semi / Mews	4	2.5	32	1,238	39,616
Bologna	Detached	4	2	10	1,213	12,130
Oporto	Semi	4	2.5	20	1,375	27,500
Copenhagen	Detached	4	2	2	1,347	2,694
<b>Total</b>				<b>196</b>	<b>1,128</b>	<b>221,013</b>

The updated layout for the scheme can be found at **Appendix 2**.

## 5. PLANNING CONTEXT

### 5.1. ADOPTED PLANNING POLICY

The North Lincolnshire Local Development Framework comprises the following documents:

- The Core Strategy (2011); and
- The Housing and Employment Land Allocations DPD (2016).

Policy CS9 of the Core Strategy (2011) sets out the approach to affordable housing. For new residential development of 5 or more dwellings in Market Towns, which Barton-upon-Humber is defined as within the hierarchy of settlements, will deliver an element of affordable housing. As per this policy, given the sites location, compliance equates to 20% of the net additional dwellings.

The proposed tenure split as set out in Policy CS9 is 70% affordable rent and 30% shared ownership.

### 5.2. CIL, S106 & OTHER PLANNING CONTRIBUTIONS

North Lincolnshire are yet to publish a CIL charging schedule, as such it is assumed that all contributions towards infrastructure investment will be as part of the S106 agreement. Continuum understand that the Council sought the following S106 contributions from the previous scheme:

- Education: £971,613
- Play Area: £108,212
- Recreation: £205,174
- Total £1,285,000

The above listed contributions were previously discussed with the Local Planning Authority, however given the passage of time and the viability position for the site worsening, it is no longer viable for Strata to provide such contributions.

### 5.3. BIODIVERSITY NET GAIN

It is understood following discussions with the Client that there will be a requirement to contribute towards biodiversity net gain (BNG). The previous scheme assumed a requirement for the delivery of 4.07 units which equated to a contribution of £89,540.

BNG is a mandatory requirement and such contribution must be provided by Strata.

## 6. APPROACH TO VIABILITY

The approach to assessing viability within the FVA is in compliance with national planning policy, namely the following documents:

- National Planning Practice Framework (NPPF) (2024); and
- National Planning Practice Guidance (PPG) on Viability (2014) (updated 2024).

The PPG (2024) sets out the required approach to assessing viability at both the plan and decision-making stage, seeking to ‘strike a balance’ between the aspirations of developer returns, landowner returns and benefits in the public interest through policy compliance.

Guidance prepared by Royal Institution of Chartered Surveyors (RICS) has also been taken in account in the preparation of this report with particular reference to the following documents:

- RICS Professional Statement: Financial Viability in Planning – Conduct and Reporting (2019); and
- RICS Guidance Note: Assessing viability in planning under the National Planning Policy Framework 2019 for England (2021).

The Professional Statement sets out mandatory requirements to be followed by RICS professionals with regard to conduct and reporting in relation to FVAs for planning in England. The Guidance Note sets out best practice of how FVAs should be undertaken and how to follow the PPG (2024). **Appendix 1** confirms that this review is in accordance with the requirements set out within the RICS Professional Statement: Financial Viability in Planning (2019).

### 6.1. NATIONAL PLANNING GUIDANCE

The approach to viability significantly changed following the publication of the revised NPPF in February 2019 and the updating of the PPG relating to viability in September 2019 (now updated 2024). Weight to be given to the viability assessment is now a matter for the decision maker and should be based upon the recency of the development plan and the supporting viability evidence, alongside the transparency and justification of the evidence submitted as the basis of the viability assessment.

Viability is defined at both the plan making and decision taking stage by the PPG (2024) as a process of ‘striking a balance’ between the aspirations of both developer and landowner returns and the aims of the planning system to secure maximum benefits in the public interest. Following this guidance, Continuum have ensured to effectively demonstrate a balance between the three components of viability in the submitted FVA.

The PPG (2024) states that to determine land value for the purposes of viability in planning, a benchmark land value (BLV) should be established using the existing use value plus (EUV+) a premium methodology. EUV is an assessment of the value of the site in its existing form irrespective of hope value. The plus represents a premium to provide an incentive for a reasonable landowner to release their land for development; any premium shall reflect the implications of abnormal costs and adopted planning policy.

### 6.2. THE VIABILITY CHALLENGE

Paragraph 7 of the PPG (2024) requires that particular circumstances be demonstrated by the Client to allow for viability to be assessed at the decision taking stage. Particular circumstances are not limited to but can include the following:

- *Where development is proposed on unallocated sites of a wholly different type to those used in viability assessment that informed the plan;*
- *Where further information on infrastructure or site costs is required;*
- *Where particular types of development are proposed which may significantly vary from standard models of development for sale (for example build to rent); or*

- *Where a recession or similar significant economic changes have occurred since the plan was brought into force.*

As with the assessment of the previous scheme, the proposed development has a substantial amount of abnormal and site-specific infrastructure costs which are considered “particular circumstances” that dictate that in this case the assessment of financial viability at the decision taking stage is appropriate.

## 7. BENCHMARK LAND VALUE

Continuum have followed guidance contained within the PPG on Viability (2024) and used the existing use value plus (EUV+) premium methodology to calculate BLV.

The EUV+ methodology requires the following inputs:

- Estimation of the existing use value of a site;
- Allowance for a premium to landowners;
- Reflection of abnormal costs, site specific costs and professional fees associated; and
- Transactional data (to be used as a cross check) based on schemes that are fully compliant with the up-to-date development plan policies.

The subject site comprises greenfield land currently in agricultural use.

### 7.1. LOCAL PLAN VIABILITY ASSESSMENT

The viability assessment that informed Core Strategy (2011) is not available online and in any case predates both NPPFs and the updated viability guidance set out in the PPG in 2024. As such, reference is made to the North Lincolnshire Council Local Plan & CIL Viability Assessment (2021) prepared by NCS which supported the now withdrawn emerging Local Plan. NLC are preparing a new Local Plan and this document will be reviewed and updated in due course.

In the NCS viability assessment they establish a EUV for greenfield (agricultural) land at £20,000 per hectare (£8,097 per acre).

To establish BLV's within their assessment NCS followed the Shinfield approach where they assumed that the landowner is able to benefit from 50% of the uplift in land value that is created by the grant of planning permission. To establish the gross residual value NCS have undertaken appraisals without any affordable housing or other S106 planning obligations.

Following this approach, NCS establish a greenfield BLV of £631,731 per hectare (£255,648 per acre). It should be noted that implicit flaws with the Shinfield methodology have been considered at length through Planning Inquiry and at the High Court (Parkhurst (2018)), and the methodology is now rarely used in practice. The methodology has largely been replaced by the Existing Use Value plus (EUV+) a premium as is set out in the PPG on Viability (2024) and RICS guidance note on viability (2021).

### 7.2. EXISTING USE VALUE PLUS

#### 7.2.1. Existing Use Value

Existing Use Value (EUV) is the first component to be calculated when estimating the BLV. The EUV represents the value of the land in its current form and is based on comparable transactional sales data. For clarity, EUV is not the price paid for the land and should disregard hope value.

Paragraph 15 of the PPG (2024) states that EUV can be established by assessing the value of the specific site or type of sites using published sources of information such as:

*“Land registry records of transactions; real estate licensed software packages; real estate market reports; real estate research; estate agent websites; property auction results; valuation office agency data; public sector estate/property teams’ locally held evidence.”*

Continuum in their previous 2023 FVA adopted an EUV of £10,000 per acre for the subject site. AY in their 2024 review agreed with Continuum and adopted an EUV of £10,000 per acre. Continuum have therefore maintained

the EUV at £10,000 per acre which was supported by a detailed evidence base presented by both Continuum and AY in relation to the previous scheme. Continuum’s EUV for the new scheme is £157,000 (rounded).

The following comparables were provided by AY to support their assertion in relation to the EUV:

Location	Grade	Acres	£/ acre	Asking/Achieved
Wood Lane, Lincolnshire	3	30.96	£9,590	Achieved
East Heckington, Sleaford, PE20, Lincolnshire	1	18.08	£9,956	Asking in 2024
Kirton Holme, Boston, PE20 3HL	1 and 2	37.64	£13,549	Asking in 2024
Land At Eastville, New Leake, Boston, PE22, Lincolnshire	2	29.3	£8,703	Asking in 2024

### 7.2.2. Premium

Paragraph 18 of the PPG on Viability (2024) sets out how premiums should be assessed for the purposes of establishing BLV. The premium should reflect a reasonable incentive allowing a sufficient contribution to comply with policy requirements. Premiums are paid out of the uplift in land value generated by planning permission for change of use or intensification of use.

For agricultural land, such as the subject site, premiums are assessed as a multiplier of the adopted EUV. There is no definitive guidance provided by the RICS nor within the PPG (2024) that sets out how premiums should be considered for the purpose of assessing viability. As such, Local Plan and CIL viability studies prepared following the revision of the PPG in 2019 (updated 2024) have been reviewed to understand broad approaches. From those reviewed there is an element of consistency in approach with all using multipliers of between 10 – 35. The below table shows the assumptions made for viability studies for other Boroughs located in proximity of the North Lincolnshire:

Local Authority	Date Published	Greenfield Multiplier	Consultant
Wakefield Metropolitan Borough Council	2019	15 - 35	Cushman & Wakefield
Doncaster Metropolitan Borough Council	2019	15 - 20	CPV
Hambleton District Council	2019	17.5 – 30	Keppie Massie
Barnsley Metropolitan Borough Council	2019	10 - 20	CPV

In addition to the viability studies referenced above, it is understood that when examining the North Tyneside CIL Charging Schedule in 2018 that the Inspector found that a range of 20-30 times multiplier was acceptable for the purposes of establishing BLV based on a viability study prepared by Capita. Further, in the Waverley Borough Council CIL Examination (2018), the Inspector considered an appropriate premium for agricultural land to be 20 – 30 times EUV. Additionally, in the Cotswold District Council CIL Examination (2018), a premium of 20 times agricultural EUV was deemed unrealistically low by the Inspector. He asserted that a BLV equating to 28 x agricultural EUV was necessary to ensure that landowners do not become unwilling to sell their land for residential development.

It is considered that the premium would be in a range of 15 – 25 as per methodologies established in Local Plan viability studies.

### 7.2.3. Abnormal Costs

Paragraph 14 of the PPG (2024) states that BLV should reflect the implications of abnormal costs. There are substantial abnormal costs at the site equating to circa. £4,012,223 (circa £255,705 per gross acre and £349,491 per net acre). Following the PPG on Viability (2024) abnormal costs should be taken into account in the establishment of BLV.

The Local Plan viability study (2021) did not take into account abnormal costs as it considered them to be site specific requirements and appropriate to be assessed at the decision taking stage.

Given the level of abnormal costs at the site, as per the PPG on Viability (2024) these should be taken into account in the establishment of BLV. A reduced premium has been adopted to reflect the abnormal cost level.

#### Standard Cost and Revenue Movement

The initial FVA submitted in August 2023 outlined a standard build cost assumption of £124.10 ft<sup>2</sup>.

Due to build cost inflation, standard build costs set out within this updated FVA are now at £130.91 ft<sup>2</sup> (an increase of 5.49%).

Whilst build costs have increased, house prices in the area have remained stagnant.

Strata's original FVA submission (August 2023) showed an average selling price of £205.79 ft<sup>2</sup> for the Open Market plots (on the 10% Affordable Housing appraisal) and an average selling price of £206.34 ft<sup>2</sup> for the Open Market plots (on the 0% Affordable Housing appraisal).

This FVA shows an average selling price of £204.05 ft<sup>2</sup> which is a slight decrease from the previous submission.

To summarise, build costs have increased and house prices have stagnated which has had a negative impact on the scheme's overall viability.

#### Abnormal Cost Movement

Within the initial FVA submission (August 2023), abnormal costs totalled £2,163,659. This included allowances for cut and fill, abnormal drainage, retaining and a substation.

Strata's proposals have established significantly since the initial submission of the planning application as a result of additional due diligence and responding to consultee comments. Several additional abnormal costs are therefore now identified of which are detailed below.

- Drainage abnormal costs totalling £1,338,982 - this is made up of:
  - Surface Water Attenuation Tanks - £1,053,900 (an increase from the previous FVA based on live costs and market engagement).
  - Surface Water Attenuation Basin/Pond, Headwall and Knee Rail - £32,740 (similar assumptions to previous FVA).
  - Pump Station and Associated Equipment - £145,391 (previously didn't require a pump station, this is therefore a new abnormal cost).
  - Rising Main and Connections - £56,950 (previously didn't require rising main, this is therefore a new abnormal cost).
- Utilities abnormal costs totalling £685,230 - this is made up of:
  - Substation - £63,050 (an increase from the previous FVA in-line with recent tender prices/live schemes).
  - Electric Diversion - £470,000 (not previously included and now identified following dialogue with Northern Powergrid).

- Service Trenching and Ducting Required for Diversion - £152,180 (not previously included but required following dialogue with Northern Powergrid).
- Retaining abnormals totalling £1,195,571:
  - This is an increase from the previous FVA submission due to cost increases and additional plots.
- Site clearance totalling £119,058 (this was not previously included in the previous FVA submission) - this is made up of:
  - Topsoil strip (average 300mm across site) - £100,009
  - Vegetation strip across site - £19,049
- Landscaping abnormals totalling £198,158 (this was not previously included in the previous FVA submission) – this is made up of:
  - Laying out (topsoil and seeding) - £105,746
  - Seeding and landscaping maintenance - £92,412
- Cut and Fill totalling £437,684 (remains the same as the previous FVA).
- Abnormal foundations totalling £37,540 (small allowance for underbuild on all plot foundations).

### 7.3. MARKET EVIDENCE

Paragraph 4 of the PPG on Viability (2024) allows for market evidence to be provided as a cross-check to support the establishment of BLV for the purposes of viability assessment. Continuum have engaged with land agents in addition to house builders to understand the tone of market values for residential land in vicinity of the site. It is understood from relevant discussions and information provided that market values support the assessment made by Continuum is in line with market evidence. Should more information be required in this regard, it can be provided on request.

AY in their assessment of the previous BLV provided a number of market comparable land transactions which had values ranging from £68,139 per gross acre to £232,292 per gross acre.

### 7.4. BENCHMARK LAND VALUE ASSESSMENT

The Local Plan viability assessment is the first reference point when establishing BLV. As is set out section 7.1 the adopted land values for North Lincolnshire are £255,648 per acre. To note, the emerging Local Plan viability study (2021) prepared by NCS follows the Shinfield methodology established in appeal decision (ref: APP/X0360/A/12/2179141) thus does not follow the methodology as set out above. Continuum would note that the emerging Local Plan has since been withdrawn and therefore Continuum understand that the emerging Local Plan and its supporting evidence base has no weight.

BLV has been established, in light of all other material considerations as outlined in this report, following the EUV+ a premium methodology as per the provisions of the PPG on Viability (2024). EUV has been established as £10,000 per acre based on the current use of the site as agricultural farming land. Based on the gross site area of 15.69 acres this equates to an EUV of £157,000.

AY in their previous assessment of the site adopted a BLV of £80,000 per gross acre based on adopting a value at the lower end of their market comparables. This equates to a gross acre premium of 8 times and they argued reflects the abnormal costs estimated for the previous scheme. AY's total BLV was £1,300,000.

Continuum would point out that the Council instructed JLL to undertake a review of the Ferry Road scheme in 2024 where they adopted the following approach to the BLV:

- Estimated the EUV
- Estimated the premium based on the net acre of the site (for the Ferry Road scheme this was a 15 times premium)
- Add the EUV and premium per net acre together to the BLV

As highlighted above, for the Ferry Road scheme, JLL adopted a premium of 15 times for the net acre area. However, this 15 times premium was based on a scheme with abnormal costs of only circa. £34,396 per gross area. Due to the higher abnormal costs at the subject site, Continuum believe a 10 times premium would be more appropriate based on the JLL method. Continuum's application of the JLL method calculates a BLV of circa. £1,275,000 (rounded) which is circa. £81,258 per acre which is at a similar level assumed by AY in 2024 for the previous scheme.

Due to a slight reduction in the gross area of the site, Continuum have adopted the slightly lower BLV of £1,275,000 for the subject site which is £25,000 lower than AY's 2024 BLV of £1,300,000.

## 8. GROSS DEVELOPMENT VALUE

Following the guidance contained in the PPG (2024), the GDV has been assessed based on the estimated total sale values. Continuum have also included an allowance for grant funded that has been secured in relation to some elements of the build costs as well as contributions from neighbouring developers in relation to shared infrastructure being delivered by Strata.

For the purpose of this assessment of financial viability, the comparable market evidence attained from recent new build development sites (as well as second hand comparables) has been used to inform the adopted sale values. The comparable values have been adjusted to take into account variations in use, form, scale and location.

Continuum have also assessed the values of the scheme based on the approaches set out in the RICS guidance note, comparable evidence in real estate valuation (2019).

### 8.1. COMPARABLE TRANSACTIONAL DATA

There is limited new build data nearby to the subject site. Continuum have first assessed new build asking price data. There are two new build schemes that have dwelling on the market. The first scheme is the nearby Falkland Way by Keigar Homes (317 dwellings). This scheme is located circa. 0.3 miles for the north of the site. The scheme has the following dwellings for sale:

Name	Type	Beds	NSA sq ft	Unit £	£/ sq ft	Net £/ sq ft	Notes
Earl	Detached	5	N/A	£469,950	N/A	N/A	2.5 storey, detached double garage
Duchess	Detached	5	2,190	£349,950	£159.79	£151.80	2.5 storey, integral garage
Kingston	Detached	4	1,525	£314,950	£206.52	£196.20	integral garage
Wordsworth	Detached	3	1,109	£264,950	£238.91	£226.96	integral garage
Teal	Detached Bungalow	2	782	£249,940	£319.62	£303.64	

The Teal unit gives a good indication of value for the subject site's Bungalow unit, though, Continuum would expect the subject site's Bungalow units to have a slightly lower value on a £ per sq ft level to take into account it being a larger unit.

Continuum would expect the Wordsworth unit to have a higher value on a £/ per sq ft level than the 3 bed units at the subject site due to it being a detached house.

Continuum would expect the 2 storey detached 4 bed units at the subject site (Bologna and Copenhagen) to have a higher value on a £/ sq ft level than the Kingston unit due to them being smaller in size.

The second scheme is Harrison Green by Keigar Homes (64 dwellings). This scheme is located 2 miles to the north east of the site. The scheme has the following dwellings for sale:

Name	Type	Beds	NSA sq ft	Unit £	£/ sq ft	Net £/ sq ft	Notes
Kingston	Detached	4	1,525	£309,950	£203.25	£193.08	integral garage
Buckingham	Detached	5	2,225	£419,950	£188.74	£179.30	2.5 storey, detached double garage
Buckingham	Detached	5	2,225	£414,950	£186.49	£177.17	2.5 storey, detached double garage
Duchess	Detached	5	2,190	£349,950	£159.79	£151.80	2.5 storey, integral garage
Kingston	Detached	4	1,525	£309,950	£203.25	£193.08	integral garage
Canterbury	Semi	3	923	£217,500	£235.64	£223.86	

Continuum would expect the 2 storey detached 4 bed units at the subject site (Bologna and Copenhagen) to have a higher value on a £/ sq ft level than the Kingston units due to them being smaller in size.

The Canterbury unit provides a good comparable for the Malmo unit at the subject site, though Continuum would expect the Malmo unit to have a slightly lower £/ per sq ft sale rate due to being a slightly large unit.

In terms of achieved comparables, Harrison Green achieved the following sales since 2024:

Address	Type	NSA sq ft	Unit £	£/ sq ft	Net £/ sq ft	Date
73, Millfields Way	Semi	657	£142,000	£216.26	£205.45	27/09/2024
75, Millfields Way	Semi	904	£204,950	£226.67	£215.34	06/09/2024
89, Millfields Way	Detached Bungalow	764	£224,950	£294.34	£279.63	02/08/2024
6, Aspen Lane	Detached	2,239	£339,950	£151.84	£144.25	02/08/2024
81, Millfields Way	Semi	904	£199,950	£221.14	£210.08	26/07/2024
83, Millfields Way	Semi	657	£149,950	£228.37	£216.95	12/07/2024
2, Aspen Lane	Detached	2,347	£399,950	£170.44	£161.92	14/06/2024
64, Millfields Way	Detached	2,347	£389,950	£166.18	£157.87	07/06/2024
91, Millfields Way	Detached	1,109	£259,950	£234.47	£222.74	31/05/2024
1, Aspen Lane	Detached	1,496	£315,000	£210.53	£200.01	10/04/2024

68, Millfields Way	Detached	2,239	£339,950	£151.84	£144.25	05/04/2024
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The achieved values are lower than current asking prices, this is due to most sales being agreed around 3-6 months prior to completion which makes the majority of the transactions over a year old.

The final achieved comparable is Achor Village by IG Homes LTD which achieved the following sale values:

Address	Type	NSA sq ft	Unit £	£/ sq ft	Net £/ sq ft	Date
6, Brewers Lane	Semi	1,119	£192,000	£171.51	£162.94	22/03/2024
8, Brewers Lane	Semi	1,119	£187,500	£167.49	£159.12	12/09/2024

The above values are low, and Continuum would expect higher values at the subject site.

## 8.2. MARKET SALES VALUES

It is Continuum's opinion that the sales from the Keigar Homes schemes represents the best transactional data and Continuum have adopted the following sales values for the subject site scheme.

Name	Type	Beds	Storey	Unit Sq ft	Unit £	£/ sq ft
AH1	Quarter	1	2	629	£140,000	£222.49
Bungalow	Semi	2	1	824	£240,000	£291.26
T1	Semi / Mews	2	2	761	£171,000	£224.70
Malmo	Semi / Mews	3	2	1,003	£221,000	£220.34
Geneva	Semi / Mews	3	2.5	1,175	£230,000	£195.74
Rosas	Semi / Mews	4	2.5	1,238	£242,000	£195.48
Bologna	Detached	4	2	1,213	£273,000	£225.06
Oporto	Semi	4	2.5	1,375	£265,000	£192.73
Copenhagen	Detached	4	2	1,347	£303,000	£224.94

Based on the above, Continuum's total 100% market GDV for the scheme is £45,097,000 which equates to £204.05 per sq ft. This GDV reflects the large number of 2.5 storey dwellings which reduces the average £/ sq ft value of the scheme. Though Continuum's standard build costs reflects the lower cost to deliver 2.5 storey dwellings.

## 9. BUILD COSTS & OTHER INPUTS

The PPG (2024) states that build costs should be based on evidence which is reflective of local market conditions. Where possible costs shall be identified at the plan making stage and where applicable plan makers should identify where they are unable to assume costs and state where further viability assessment may be needed to support a planning application. Standard build costs should be based on appropriate data, which can include the BCIS database. The PPG (2024) states that appraisals should include abnormal costs, including those associated with treatment for contaminated sites or listed buildings, or costs associated with brownfield, phased or complex sites.

### 9.1. STANDARD BUILD COSTS

The standard build cost is made up of the following:

- Base build (standard substructure, superstructure, fitout and M&E);
- Standard driveways, roads and footpaths;
- Standard soft landscaping;
- Service connections;
- Standard drainage and sewers; and
- Standard prelims.

AY in their 2024 assessment of the previous scheme estimated the base build cost of the development at the LQ BCIS level. Continuum would note that JLL at Ferry Road also estimated the base build cost at LQ BCIS level.

Continuum have estimated the base build costs of the scheme based on the LQ BCIS level rebased to North Lincolnshire. Continuum have utilised the following BCIS figures:

BCIS	LQ	Maximum Age of Results	Sample
Estate Housing 1 Storey	£137.60	5 year	33
Estate Housing 2 Storey	£114.18	5 year	158
Estate Housing 3 Storey	£108.23	15 year	67

Continuum have sought to adopt the 5-year BCIS figure due to it better reflecting current costs. However, for the 2.5 storey dwellings, Continuum have adopted the BCIS 3 storey figure based on the 15-year maximum age of results due to the low sample size at the 5-year position.

The blended LQ BCIS figure adopted by Continuum is £110.29 per sq ft.

Continuum have then allowed for Future Homes Standard uplift at £4,000 per unit which is the same figure assumed by JLL at Ferry Road.

Continuum have then allowed for standard external work costs at 15% of the base build and Future Homes Standard cost. This percentage figure was adopted by AY for the previous scheme.

Continuum’s adopted standard build cost is as follows:

Type	LQ BCIS	Future Homes Standards	Externals
1 Storey	£137.60	£141.15	£162.32
2 Storey	£114.18	£117.72	£135.38
2.5 Storey	£108.23	£111.78	£128.55
<b>Blended</b>	<b>£110.29</b>	<b>£113.83</b>	<b>£130.91</b>

## 9.2. ABNORMAL COSTS

Abnormal costs are defined as costs that the developer perceives to be in addition to ‘normal’ costs that are to be incurred in the delivery of a development. These costs will be treated over and above standard build costs.

Abnormal costs for the subject site have been estimated by Strata based on detailed site investigations and design development. Continuum have been provided with a schedule of abnormal costs as set out in the below table. This has been relied upon for the purposes of this assessment:

Abnormal Costs	
Site Clearance / Demolition	£119,058
On-Site Utilities / Services	£685,230
Surface & Foul Drainage	£1,338,982
Retaining Walls	£1,195,571
Landscaping / POS	£198,158
Substructure Abnormals	£37,540
Cut and Fill	£437,684
<b>Total</b>	<b>£4,012,223</b>

The total abnormal costs of £4,012,223 equates to £255,705 per gross acre and £349,941 per net acre. This is at a medium level of abnormal costs Continuum have seen for greenfield sites.

Continuum have taken into account the above abnormal costs in the premium assumed to establish the adopted BLV as per the PPG on Viability (2024).

A more detailed breakdown of the abnormal costs can be found at **Appendix 3**.

## 9.3. DEVELOPMENT PROFILE

For the 100% market appraisal included in section 10, the following development profile has been assumed:

Development Profile	Months
Pre-Construction	6 months
Construction	78 months
Market Sale	78 months (2.5 units per month sale rate)
Total	90 months

In the current market, sale rates for new build developments are currently achieving sale rates of less than 2 units a month. For example, the sale rate at the Harrison Green scheme is at circa. 1.83 per month. Continuum’s sale rate could be seen as optimistic and is based on the prediction that sale rates will start to improve over the coming years.

## 9.4. STANDARDISED INPUTS

The table below outlines Continuum standard inputs

Description	Input/ Assumption	Comment
Professional Fees	6% of total costs (split 4% at pre-construction and 2% over construction)	This is the same rate adopted by AY in 2024 and JLL for Ferry Road. For cash flow purposes, Continuum have assumed 4% pre-construction professional fees and 2% construction professional fees, as the majority of professional fee costs are spent pre-construction (e.g. planning and RIBA design to stage 5).
Standard Contingency	3% of build costs	Industry standard assumption
Abnormal Contingency	5% of abnormal build costs	This reflects the higher construction risk in relation to the abnormal costs and is supported by the Warburton Lane appeal (APP/Q4245/W/19/3243720)
Finance Rate	7.5%	Blended average rate incl. arrangement and exit fees, and the cost of borrowing through the development period. Assumed for a 100% debt funded scheme. This is the same figure adopted by AY in 2024 and JLL for the Ferry Road scheme
Sales & Marketing	3% of market GDV	Industry standard assumption and the same figure adopted by AY in 2024
Sale Legal Fees	£750 per unit	Industry standard assumption
Land Acquisition	Agent Fee – 1% Legal Fee – 0.5% SDLT – Prevailing Rate	Industry standard assumption

## 9.5. PROFIT MARGIN

The PPG on Viability (2024) states that potential risk should be account for in the assumed profit margin and that for the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. The PPG also states that a lower profit margin may be more appropriate in consideration of delivery of affordable housing.

AY in the 2024 assessment of the previous scheme argued that a profit margin of 18% on GDV should be adopted.

Continuum agree with this profit margin assumption and have adopted it for the new scheme.

Continuum would highlight that from a risk adjusted return assessment, the new build housing market is still in a recovery stage, with values and sale pace starting to pick up, but not at the high levels that were seen from 2020 to 2022.

## 10. APPRAISAL OUTPUTS

The output of the appraisal undertaken is residual profit margin, once all development costs (including BLV) have been deducted from the total revenue generated (Gross Development Value).

The residual output of the appraisal has then been assessed against the established target profit margin for the subject site to understand the quantum of planning obligations including affordable housing that the proposed scheme can viably contribute towards.

Argus developer, a widely used industry standard appraisal tool has been used to undertake the appraisal.

The table below outlines the output from Continuum's 100% market appraisal:

Input/Output	100% Market Appraisal
GDV	£45,097,000
S106 Contributions	£0
Costs (excl. BLV)	£38,799,408
BLV	£1,275,000
Output Profit Margin	£5,022,592
Profit %	11.14% on GDV
Viable	No

As can be seen from the table above, the scheme is unviable and therefore unable to viably contribute towards any affordable housing or other S106 contributions. The main driver to the viability issue is the high abnormal costs as well as increase in standard build costs and weak housing market since Continuum's previous assessment.

Continuum would also highlight that North Lincolnshire Council have requested the following housing mix:

Beds	North Lincolnshire Council Mix	Proposed Scheme's Mix
1	8.1%	2%
2	22.5%	11%
3	53.1%	54%
4+	16.3%	33%

The effects of changing the house mix to North Lincolnshire council's requested mix, would be that the total GIA area would reduce, which would also lead to a reduction in the total GDV of the scheme. Whilst the base build costs would reduce, the external works and abnormal costs at the site would be roughly remain same. Due to this, North Lincolnshire Council's requested housing mix would reduce the viability of the scheme further and therefore the requested mix is unviable.

Continuum's appraisals can be found at **Appendix 4**.

## 11. SENSITIVITY ANALYSIS

As required by the RICS Professional Statement: Financial Viability: Conduct and Reporting (2019), Continuum have undertaken a sensitivity analysis. The scheme has been tested using a step-up assessment of sales values and step-down assessment of standard build costs to understand the impacts upon the viability of the scheme and the output residual profit margin. Continuum have adjusted each input by 2.5% per step in the sensitivity analysis. The output of the sensitivity analysis is the residual profit margin. The table below outlines the results:

Construction: Rate /ft <sup>2</sup>					
Sales: Rate /ft <sup>2</sup>	-10.000%	-7.500%	-5.000%	-2.500%	0.000%
	117.82 /ft <sup>2</sup>	121.09 /ft <sup>2</sup>	124.36 /ft <sup>2</sup>	127.64 /ft <sup>2</sup>	130.91 /ft <sup>2</sup>
0.000%	8,723,512	7,837,718	6,922,819	5,983,423	5,022,592
204.05 /ft <sup>2</sup>	19.344%	17.380%	15.351%	13.268%	11.137%
2.500%	9,894,065	9,047,013	8,167,484	7,257,792	6,323,019
209.15 /ft <sup>2</sup>	21.404%	19.572%	17.669%	15.701%	13.679%
5.000%	11,032,536	10,209,849	9,369,066	8,496,025	7,591,760
214.25 /ft <sup>2</sup>	23.299%	21.562%	19.786%	17.942%	16.033%
7.500%	12,157,184	11,344,213	10,524,436	9,689,572	8,823,514
219.35 /ft <sup>2</sup>	25.077%	23.400%	21.709%	19.987%	18.201%
10.000%	13,273,551	12,466,622	11,655,312	10,838,036	10,008,467
224.45 /ft <sup>2</sup>	26.758%	25.131%	23.495%	21.848%	20.176%

The above sensitivity analysis is based on adjusting inputs that would improve the viability of the scheme. If standard build costs stayed the same, sale values would need to increase to circa. 7.5% for the scheme to be viable and to start being able to make a small S106 contribution.

On the other hand, if sale values stayed the same, standard build costs would need to reduce by around 8% for the scheme to be viable and for it to then start being able to make any S106 contributions.

Continuum do not believe in the short terms, sale values or build costs would change to the level required for the scheme to be able to make any S106 contributions.

## 12. CONCLUSIONS

It is the conclusion of this report that there is viability challenge pursuant to the proposed scheme at Barrow Road, Barton upon Humber should the scheme be required to provide any affordable housing (20% / 20 no. units), any other S106 contributions and North Lincolnshire Council's requested housing mix.

Continuum originally assessed the viability of a previous iteration of development at the subject site in August 2023 which consisted of 173 dwellings. This assessment concluded that the scheme could not support any S106 contributions including affordable housing, especially due to Strata having to fund the delivery of a new roundabout junction at a cost of £1.285m. Continuum's FVA was reviewed by Avison Young (AY) in February 2024 on behalf of North Lincolnshire Council. In their review, AY concluded that the previous scheme could viably support £730,000 of S106 contributions (one reason of this was due to the roundabout junction now being funded by Levelling Up Funding). Continuum would add that this position in relation to S106 contributions has changed and the previously agreed viable contribution is no longer possible, due to the increases in build costs since the previous assessment.

Paragraph 7 of the PPG (2024) allows for viability to be assessed at decision taking stage if particular circumstances justify as such. Continuum consider the substantial abnormal costs at the site, which were not considered in the viability testing, demonstrate particular circumstances for assessing viability at the decision taking stage.

It has been demonstrated through this assessment that the proposed scheme cannot support any S106 contributions including affordable housing as well as North Lincolnshire Council's requested housing mix. This is because based on a 100% market housing scheme with zero other S106 contributions, the scheme outputs a residual profit margin which is lower than Continuum's target profit margin of 18% on GDV. Continuum have assumed the BLV of £1,275,000 which is fixed in the appraisal. This BLV is at a similar level to what was argued by AY during their review of the previous scheme. Whilst the profit margin is lower than what would typically be expected, it is understood that the Client is committed to delivering the scheme.

The assessment made in this report has been done so objectively and impartially and is considered to robustly justify the viability challenge pursuant to, and the maximum contributions towards planning obligations that can be borne by, the proposed scheme at Barrow Road, Barton upon Humber.

## Appendix 1 – RICS Professional Statement

This report has been prepared in accordance with the RICS Professional Statement: Financial viability in planning: conduct and reporting, 1<sup>st</sup> Edition published May 2019. The aim of the RICS Professional Statement (section 1.2) is to:

- Set out mandatory requirements on conduct and reporting in relation to FVAs for planning in England;
- Recognises the importance of impartiality, objectivity and transparency when reporting on such matters;
- Support and complement the government’s reforms to the planning process announced in July 2018 and subsequent updates, which include an overhaul of the NPPF and PPG on viability and related matters.

The RICS Professional Statement explains that:

*“The primary policy and guidance on assessing viability in a planning context is provided in the NPPF 2019 and the PPG 2019. These have sought to change the emphasis on how viability should be approached in the planning system and the weight that should be given to viability assessments at the plan-making and development management stages.”* (section 1.4).

This report has been set out in accordance with the government guidance on assessing viability in a planning which is provided in the NPPF (2024) and PPG on Viability (2024).

Sections 2.1 to 2.14 of the RICS Professional Statement set out the fourteen mandatory reporting and process requirements for all FVAs prepared on behalf of, or by applicants, reviewers, decisionmakers and plan-makers. Continuum confirm that this Financial Viability Assessment has been carried out in accordance with sections 2.1 to 2.14. The mandatory reporting requirements are set out under the headings below and expanded on where relevant in this Financial Viability Assessment report.

### Section 2.1: Objectivity, Impartiality and Reasonableness Statement

Continuum confirm that this Financial Viability Assessment has been carried out by a suitably qualified practitioner who has acted with:

- with objectivity;
- impartially;
- without interference and;
- with reference to all appropriate available sources of information.

### Section 2.2: Confirmation of Instructions and Absence of Conflicts of Interest

Continuum were instructed by the Client to prepare a financial viability assessment in respect of the proposed development at Barrow Road, Barton upon Humber.

Continuum can confirm that there is an absence of conflict of interest pursuant to the instruction. Continuum act only for the private sector on matters pertaining to financial viability in the Yorkshire market and can they have not been instructed previously by North Lincolnshire Council.

### Section 2.3: A No Contingent Fee Statement

Continuum can confirm that they have no performance-related or contingent fees agreed with the Client.

## Section 2.4: Transparency of Information

The PPG (2024) states that

*“Any viability assessment should be prepared on the basis that it will be made publicly available other than in exceptional circumstances.” (para. 21).*

Continuum can confirm that this viability assessment has been prepared on the basis that it will be made publicly available should our Client require it to be as under our terms of engagement.

## Section 2.5: Confirmation Where the Practitioner is Acting on Area-Wide and Scheme-Specific FVAs

Continuum are not currently acting on area wide or scheme specific FVA’s within the Yorkshire and North East market.

## Section 2.6: Justification of Evidence

In this FVA, Continuum have provided a detail evidence base to support the inputs assumed in the appraisal. Continuum have relied on standard industry inputs as well as inputs specific to the Client. Continuum have also adopted inputs recommended by the government national guidance PPG on Viability (2024) as well as the RICS Guidance, Financial Viability in Planning: Conduct and Reporting (2019).

## Section 2.7 Benchmark Land Value

Continuum have assessed Benchmark Land Value in accordance with the requirements of section 2.7 of the RICS Professional Statement. The RICS Professional Statement is clear that when estimating the Benchmark Land Value, practitioners must follow the PPG on Viability (2024). The PPG defines Benchmark Land Value as:

*“To define land value for any viability assessment, a benchmark land value should be established on the basis of 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 fully 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+).” (para. 13).*

And;

*“Benchmark land value should:*

- *be based upon existing use value*
- *allow for a premium to landowners (including equity resulting from those building their own homes)*
- *reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees...*
- *This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan.” (para. 14).*

## Section 2.8: FVA Origination, Reviews and Negotiations

This document is an FVA, as per the RICS Professional Statement negotiations will occur subsequently to the submission of this document.

### **Section 2.9: Sensitivity Analysis**

Continuum have undertaken a sensitivity analysis of certain inputs where it is assessed whether the position could be improved. This can be found in section 11 of this report.

### **Section 2.10: Engagement**

Continuum can confirm that they advocated, and will advocate reasonable, transparent, and appropriate engagement between the parties at all stages of the viability process.

### **Section 2.11: Non-technical Summaries**

The executive summary of this report has been provided as a non-technical summary, which outlines the key figures and issues that support the conclusion of the FVA.

### **Section 2.12: Author(s) Sign-off**

This report has been produced by Chris Gardner on 29<sup>th</sup> May 2025.

### **Section 2.13: Inputs to Reports Supplied by Other Contributors**

Continuum can confirm that all contributions to this report relating to assessments of viability comply with the mandatory requirements as set out in the RICS Professional Statement.

### **Section 2.14: Timeframes for Carrying out Assessments**

Continuum can confirm that adequate time has been allowed to produce this FVA having regards to the scale and complexities of this particular.

## Appendix 2 – Site Location Plan

BARROW ROAD | BARTON UPON HUMBER



### Appendix 3 – Abnormal Costs

Abnormal Costs	£
<b>Site Clearance / Demolition</b>	
Vegetation Strip	£19,049
Topsoil Strip - Average 300mm (Full Site Area)	£100,008
Sub-Total	£119,058
<b>On-Site Utilities / Services</b>	
Electric Substation - Civils	£24,500
Electric Substation - M&E	£38,000
Electric Substation - Legal Fees (Transfer of Substation)	£550
Road Crossing Ducts incl Tape	£19,068
Service Trenches - Groundworker L&P incl Tape & Backfill with As Dug	£80,151
Service Trenches - Groundworker Supply & Lay Sand	£44,385
Allowance for Digging Plot Connections through Tarmac	£8,575
Mains Service Diversions - Electric	£470,000
Sub-Total	£685,230
<b>Surface &amp; Foul Drainage</b>	
Surface Water Attenuation - Basin/Pond	£5,638
Headwall to Basins	£25,000
450mm High Knee Rail to Perimeter of Pond / Basin	£2,103
Surface Water Attenuation - Carlow or Equivalent Concrete Tank - S&F	£702,600
Surface Water Attenuation - Carlow or Equivalent Concrete Tank - GWKs	£351,300
Flow Control E/O	£50,000
Wet Well & Valve Chamber	£52,500
Kiosk Plinth	£2,500
Compound (Groundworks)	£22,500
Equipment (M&E)	£55,000
Pump Station Electric Usage	£2,469
Pump Station Telemetry Hire	£3,429
Pump Station Maintenance	£6,993
Foul Water - Rising Main - Supply & Installation - Groundworks	£36,250
Foul Water - Rising Main (Pressure Test)	£2,700
EO Length in Existing Highway	£10,500
Connection in Existing Highway	£7,500
Sub-Total	£1,338,982

<b>Retaining Walls</b>	
<b>- Gravel Board</b>	
Height - 300mm	£56,384
<b>- Masonry Retaining Walls</b>	
Height - 450mm	£444,580
Height - 550mm	£120,585
Height - 1.1m	£87,521
Height - 1.5m	£143,406
Mesh in Foundations - Reinforcement 2 Layers	£169,261
<b>- Lock &amp; Load Walls</b>	
Height - 600mm	£73,192
Height - 750mm	£86,143
Height - 900mm	£14,499
Sub-Total	£1,195,571
<b>Landscaping / POS</b>	
Laying Out (Placing of Topsoil & Seeding)	£105,746
Seeding Maintenance (£0.05/m2 per cut)	£78,632
Landscaping Maintenance (£400/visit, once per month)	£13,780
	£198,158
<b>Substructure Abnormals</b>	
<b>Underbuild Facing Brickwork</b>	
250mm Deep	£523
450mm Deep	£15,396
500mm Deep	£5,501
600mm Deep	£516
650mm Deep	£2,444
750mm Deep	£4,343
900mm Deep	£5,587
1000mm Deep	£3,229
Sub-Total	£37,540
<b>Cut and Fill</b>	
Remove Excess spoil based on 30m3 per plot	£182,520
TKL QUOTE C&F INC ROCK IN TANK AREA less DEALING WITH ROCK	£255,164
Sub-Total	£437,684

## Appendix 4 – 100% Market Appraisal

### APPRAISAL SUMMARY

CONTINUUM

#### Barrow Road 0% Affordable Housing

##### Appraisal Summary for Phase 1

Currency in £

##### REVENUE

Sales Valuation	Units	ft <sup>2</sup>	Sales Rate ft <sup>2</sup>	Unit Price	Gross Sales
Market Houses	196	221,013	204.05	230,087	45,097,000

**NET REALISATION** 45,097,000

##### OUTLAY

##### ACQUISITION COSTS

Fixed Price	1,275,000				
Fixed Price			1,275,000		
				1,275,000	
Stamp Duty			53,250		
Effective Stamp Duty Rate	4.18%				
Site Agent Fee	1.00%		12,750		
Site Legal Fee	0.50%		6,375		
					72,375

##### CONSTRUCTION COSTS

Construction	ft <sup>2</sup>	Build Rate ft <sup>2</sup>	Cost
Market Houses	221,013	130.91	28,932,804
Standard Contingency		3.00%	867,978
Abnormal Contingency		5.00%	200,811
			30,001,193

##### Other Construction Costs

Site Clearance / Demolition			119,058
Abnormal Utilities			685,230
Abnormal Drainage			1,338,982
Retaining walls			1,195,571
Landscaping / POS			198,158
Abnormal Foundations			37,540
Cut & Fill			437,684
			4,012,223

##### PROFESSIONAL FEES

Pre-Construction Professional Fees	4.00%	1,317,793
Construction Professional Fees	2.00%	658,897
		1,976,690

##### DISPOSAL FEES

Sales & Marketing		3.00%	1,352,910
Sales Legal Fee	196 un	750.00 /un	147,000
			1,499,910

**TOTAL COSTS BEFORE FINANCE** 38,837,391

##### FINANCE

Debit Rate 7.500%, Credit Rate 0.000% (Nominal)			
Land			761,668
Construction			475,349
Total Finance Cost			1,237,017

**TOTAL COSTS** 40,074,408

##### PROFIT

5,022,592

##### Performance Measures

Profit on Cost%	12.53%
Profit on GDV%	11.14%
Profit on NDV%	11.14%
IRR% (without Interest)	19.47%
Profit Erosion (finance rate 7.500)	1 yr 7 mths

**DETAILED CASH FLOW** **CONTINUUM**

**Barrow Road**  
**0% Affordable Housing**

**Detailed Cash flow Phase 1**

Page A 1

Monthly B/F	001:May 2025	002:Jun 2025	003:Jul 2025	004:Aug 2025	005:Sep 2025	006:Oct 2025	007:Nov 2025	008:Dec 2025	009:Jan 2026	010:Feb 2026
	0	(1,685,272)	(2,033,702)	(2,384,244)	(2,747,704)	(3,182,451)	(3,657,361)	(3,921,334)	(4,228,248)	(4,538,454)
<b>Revenue</b>										
Sale - Market Houses	0	0	0	0	0	0	0	0	0	0
<b>Disposal Costs</b>										
Sales & Marketing	0	0	0	0	0	0	0	0	0	0
Sales Legal Fee	0	0	0	0	0	0	0	0	0	0
<b>Unit Information</b>										
<b>Market Houses</b>										
<b>Acquisition Costs</b>										
Fixed Price	(1,275,000)	0	0	0	0	0	0	0	0	0
Stamp Duty	(53,250)	0	0	0	0	0	0	0	0	0
Site Agent Fee	(12,750)	0	0	0	0	0	0	0	0	0
Site Legal Fee	(6,375)	0	0	0	0	0	0	0	0	0
<b>Construction Costs</b>										
Con. - Market Houses	0	0	0	0	0	0	(34,331)	(57,708)	(80,504)	(102,724)
Site Clearance / Demolition	(39,886)	(39,886)	(39,886)	0	0	0	0	0	0	0
Abnormal Utilities	0	0	0	(49,839)	(115,658)	(151,422)	(157,132)	(132,788)	(78,391)	0
Abnormal Drainage	0	0	0	0	0	0	(28,948)	(68,442)	(100,595)	(125,407)
Retaining walls	0	0	0	0	0	0	(1,781)	(3,124)	(4,428)	(5,692)
Landscaping / POS	0	0	0	0	0	0	0	0	0	0
Abnormal Foundations	0	0	0	0	0	0	(50)	(85)	(120)	(153)
Cut & Fill	(72,947)	(72,947)	(72,947)	(72,947)	(72,947)	(72,947)	0	0	0	0
Standard Contingency	0	0	0	0	0	0	(1,030)	(1,731)	(2,415)	(3,082)
Abnormal Contingency	(5,632)	(5,632)	(5,632)	(6,139)	(9,430)	(11,218)	(9,396)	(10,222)	(9,177)	(8,563)
<b>Professional Fees</b>										
Pre-Construction Professional Fees	(219,632)	(219,632)	(219,632)	(219,632)	(219,632)	(219,632)	0	0	0	0
Construction Professional Fees	0	0	0	0	0	0	(8,447)	(8,447)	(8,447)	(8,447)
<b>Net Cash Flow Before Finance</b>	<b>(1,685,272)</b>	<b>(337,897)</b>	<b>(337,897)</b>	<b>(348,558)</b>	<b>(417,667)</b>	<b>(455,220)</b>	<b>(241,114)</b>	<b>(282,546)</b>	<b>(284,076)</b>	<b>(252,068)</b>
Debit Rate 7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%
Credit Rate 0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
Finance Costs (All Sets)	0	(10,533)	(12,645)	(14,902)	(17,080)	(19,690)	(22,859)	(24,365)	(26,131)	(28,365)
<b>Net Cash Flow After Finance</b>	<b>(1,685,272)</b>	<b>(348,430)</b>	<b>(350,542)</b>	<b>(363,460)</b>	<b>(434,747)</b>	<b>(474,910)</b>	<b>(263,973)</b>	<b>(306,912)</b>	<b>(310,208)</b>	<b>(280,434)</b>
Cumulative Net Cash Flow Monthly	(1,685,272)	(2,033,702)	(2,384,244)	(2,747,704)	(3,182,451)	(3,657,361)	(3,921,334)	(4,228,248)	(4,538,454)	(4,818,888)

**DETAILED CASH FLOW** **CONTINUUM**

**Barrow Road**  
**0% Affordable Housing**

**Detailed Cash flow Phase 1**

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011:Mar 2026	012:Apr 2026	013:May 2026	014:Jun 2026	015:Jul 2026	016:Aug 2026	017:Sep 2026	018:Oct 2026	019:Nov 2026	020:Dec 2026	021:Jan 2027	022:Feb 2027
(4,818,888)	(5,142,854)	(5,502,270)	(5,327,012)	(5,167,388)	(5,015,158)	(4,862,584)	(4,700,769)	(4,521,317)	(4,296,982)	(4,088,967)	(3,896,747)
0	0	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167
0	0	(17,345)	(17,345)	(17,345)	(17,345)	(17,345)	(17,345)	(17,345)	(17,345)	(17,345)	(17,345)
0	0	(1,885)	(1,885)	(1,885)	(1,885)	(1,885)	(1,885)	(1,885)	(1,885)	(1,885)	(1,885)
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
(124,367)	(145,431)	(165,919)	(185,828)	(205,160)	(223,915)	(242,092)	(259,691)	(276,713)	(293,157)	(309,023)	(324,312)
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
(142,879)	(153,009)	(155,799)	(151,247)	(139,355)	(120,122)	(93,548)	(59,633)	0	0	0	0
(8,917)	(8,102)	(9,248)	(10,355)	(11,422)	(12,450)	(13,439)	(14,388)	(15,297)	(16,168)	(16,999)	(17,790)
0	0	0	0	0	0	0	0	0	0	0	0
(186)	(218)	(248)	(278)	(307)	(335)	(362)	(388)	(413)	(437)	(460)	(482)
0	0	0	0	0	0	0	0	0	0	0	0
(3,731)	(4,363)	(4,978)	(5,575)	(6,155)	(6,717)	(7,263)	(7,791)	(8,301)	(8,795)	(9,271)	(9,729)
(7,499)	(8,066)	(8,265)	(8,094)	(7,554)	(6,845)	(5,387)	(3,720)	(786)	(830)	(873)	(914)
0	0	0	0	0	0	0	0	0	0	0	0
(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)
<b>(294,025)</b>	<b>(327,637)</b>	<b>206,033</b>	<b>189,112</b>	<b>180,536</b>	<b>180,305</b>	<b>188,419</b>	<b>204,879</b>	<b>248,980</b>	<b>231,103</b>	<b>213,864</b>	<b>197,262</b>
7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%
0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
(29,941)	(31,778)	(30,776)	(29,488)	(28,306)	(27,731)	(26,604)	(25,427)	(24,645)	(23,089)	(21,644)	(20,741)
<b>(323,966)</b>	<b>(359,416)</b>	<b>175,258</b>	<b>159,624</b>	<b>152,230</b>	<b>152,574</b>	<b>161,815</b>	<b>179,452</b>	<b>224,335</b>	<b>208,015</b>	<b>192,220</b>	<b>176,521</b>
(5,142,854)	(5,502,270)	(5,327,012)	(5,167,388)	(5,015,158)	(4,862,584)	(4,700,769)	(4,521,317)	(4,296,982)	(4,088,967)	(3,896,747)	(3,720,228)

**DETAILED CASH FLOW** **CONTINUUM**

Barrow Road  
0% Affordable Housing

Detailed Cash flow Phase 1

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023:Mar 2027 (3,720,228)	024:Apr 2027 (3,558,437)	025:May 2027 (3,410,843)	026:Jun 2027 (3,277,267)	027:Jul 2027 (3,156,798)	028:Aug 2027 (3,048,888)	029:Sep 2027 (2,953,296)	030:Oct 2027 (2,869,152)	031:Nov 2027 (2,795,893)	032:Dec 2027 (2,748,364)	033:Jan 2028 (2,730,667)	034:Feb 2028 (2,733,225)
578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167
(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
(339,024)	(353,157)	(366,713)	(379,662)	(392,093)	(403,916)	(415,162)	(425,830)	(435,921)	(445,434)	(454,369)	(462,727)
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
(18,542)	(19,255)	(19,928)	(20,562)	(21,156)	(21,712)	(22,227)	(22,704)	(23,141)	(23,536)	(23,896)	(24,215)
0	0	0	0	0	0	0	0	(14,413)	(33,446)	(43,789)	(45,440)
(504)	(524)	(543)	(562)	(579)	(595)	(611)	(626)	(639)	(652)	(664)	(674)
0	0	0	0	0	0	0	0	0	0	0	0
(10,171)	(10,595)	(11,001)	(11,391)	(11,763)	(12,117)	(12,455)	(12,775)	(13,078)	(13,363)	(13,631)	(13,882)
(952)	(989)	(1,024)	(1,058)	(1,087)	(1,115)	(1,142)	(1,166)	(1,191)	(2,882)	(3,417)	(3,516)
0	0	0	0	0	0	0	0	0	0	0	0
(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)
<b>181,297</b>	<b>165,970</b>	<b>151,280</b>	<b>137,227</b>	<b>123,812</b>	<b>111,033</b>	<b>98,893</b>	<b>87,389</b>	<b>61,389</b>	<b>31,175</b>	<b>10,723</b>	<b>35</b>
7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%
0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
(19,508)	(18,375)	(17,704)	(16,759)	(15,901)	(15,442)	(14,748)	(14,130)	(13,861)	(13,477)	(13,282)	(13,466)
<b>161,789</b>	<b>147,595</b>	<b>133,576</b>	<b>120,468</b>	<b>107,911</b>	<b>95,591</b>	<b>84,145</b>	<b>73,259</b>	<b>47,528</b>	<b>17,698</b>	<b>(2,559)</b>	<b>(13,434)</b>
(3,558,437)	(3,410,843)	(3,277,267)	(3,156,798)	(3,048,888)	(2,953,296)	(2,869,152)	(2,795,893)	(2,748,364)	(2,730,667)	(2,733,225)	(2,746,656)

**DETAILED CASH FLOW** **CONTINUUM**

Barrow Road  
0% Affordable Housing

Detailed Cash flow Phase 1

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035:Mar 2028 (2,746,659)	036:Apr 2028 (2,761,019)	037:May 2028 (2,766,546)	038:Jun 2028 (2,755,515)	039:Jul 2028 (2,750,736)	040:Aug 2028 (2,751,610)	041:Sep 2028 (2,757,790)	042:Oct 2028 (2,768,418)	043:Nov 2028 (2,782,883)	044:Dec 2028 (2,800,827)	045:Jan 2029 (2,821,379)	046:Feb 2029 (2,843,917)
578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167
(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
(470,507)	(477,710)	(484,335)	(490,382)	(495,852)	(500,744)	(505,059)	(508,796)	(511,955)	(514,537)	(516,541)	(517,968)
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
(24,494)	(24,734)	(24,935)	(25,096)	(25,218)	(25,300)	(25,343)	(25,346)	(25,311)	(25,235)	(25,121)	(24,967)
(38,400)	(22,669)	0	0	0	0	0	0	0	0	0	0
(684)	(693)	(701)	(708)	(714)	(719)	(723)	(726)	(728)	(729)	(730)	(729)
0	0	0	0	0	0	0	0	0	0	0	0
(14,115)	(14,331)	(14,530)	(14,711)	(14,876)	(15,022)	(15,152)	(15,264)	(15,359)	(15,436)	(15,496)	(15,539)
(3,179)	(2,405)	(1,282)	(1,290)	(1,297)	(1,301)	(1,303)	(1,304)	(1,302)	(1,298)	(1,293)	(1,285)
0	0	0	0	0	0	0	0	0	0	0	0
(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)
<b>(890)</b>	<b>7,947</b>	<b>24,708</b>	<b>18,302</b>	<b>12,534</b>	<b>7,404</b>	<b>2,910</b>	<b>(946)</b>	<b>(4,165)</b>	<b>(6,746)</b>	<b>(8,691)</b>	<b>(9,998)</b>
7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%
0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
(13,469)	(13,474)	(13,677)	(13,523)	(13,409)	(13,584)	(13,538)	(13,520)	(13,779)	(13,806)	(13,848)	(14,161)
<b>(14,359)</b>	<b>(5,527)</b>	<b>11,030</b>	<b>4,779</b>	<b>(874)</b>	<b>(6,180)</b>	<b>(10,627)</b>	<b>(14,465)</b>	<b>(17,944)</b>	<b>(20,552)</b>	<b>(22,538)</b>	<b>(24,159)</b>
(2,761,019)	(2,766,546)	(2,755,515)	(2,750,736)	(2,751,610)	(2,757,790)	(2,768,418)	(2,782,883)	(2,800,827)	(2,821,379)	(2,843,917)	(2,868,076)

**DETAILED CASH FLOW** **CONTINUUM**

Barrow Road  
0% Affordable Housing

Detailed Cash flow Phase 1 Page A 5

047:Mar 2029 (2,868,078)	048:Apr 2029 (2,892,967)	049:May 2029 (2,917,957)	050:Jun 2029 (2,942,875)	051:Jul 2029 (2,968,215)	052:Aug 2029 (2,987,930)	053:Sep 2029 (3,007,447)	054:Oct 2029 (3,023,839)	055:Nov 2029 (3,036,447)	056:Dec 2029 (3,044,894)	057:Jan 2030 (3,048,231)	058:Feb 2030 (3,045,791)
578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167
(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
(518,817)	(519,088)	(518,782)	(517,899)	(516,437)	(514,398)	(511,782)	(508,588)	(504,816)	(500,467)	(495,540)	(490,038)
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
(24,773)	(24,540)	(24,268)	(23,956)	(23,605)	(23,215)	(22,785)	(22,316)	(21,807)	(21,259)	(20,672)	(20,045)
0	0	0	0	0	0	0	0	0	0	0	0
(727)	(725)	(721)	(717)	(711)	(705)	(697)	(689)	(680)	(670)	(658)	(646)
0	0	0	0	0	0	0	0	0	0	0	0
(15,565)	(15,573)	(15,563)	(15,537)	(15,493)	(15,432)	(15,353)	(15,258)	(15,144)	(15,014)	(14,866)	(14,701)
(1,275)	(1,263)	(1,249)	(1,234)	(1,216)	(1,196)	(1,174)	(1,150)	(1,124)	(1,096)	(1,067)	(1,035)
0	0	0	0	0	0	0	0	0	0	0	0
(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)
<b>(10,667)</b>	<b>(10,700)</b>	<b>(10,095)</b>	<b>(8,853)</b>	<b>(6,973)</b>	<b>(4,456)</b>	<b>(1,302)</b>	<b>2,489</b>	<b>6,917</b>	<b>11,983</b>	<b>17,687</b>	<b>24,027</b>
7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%
0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
(14,223)	(14,290)	(14,624)	(14,887)	(14,742)	(15,061)	(15,089)	(15,097)	(15,364)	(15,321)	(15,246)	(15,423)
<b>(24,891)</b>	<b>(24,990)</b>	<b>(24,719)</b>	<b>(23,539)</b>	<b>(21,715)</b>	<b>(19,518)</b>	<b>(16,391)</b>	<b>(12,608)</b>	<b>(8,447)</b>	<b>(3,338)</b>	<b>2,440</b>	<b>8,604</b>
(2,892,967)	(2,917,957)	(2,942,875)	(2,968,215)	(2,987,930)	(3,007,447)	(3,023,839)	(3,036,447)	(3,044,894)	(3,048,231)	(3,045,791)	(3,037,188)

**DETAILED CASH FLOW** **CONTINUUM**

Barrow Road  
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Detailed Cash flow Phase 1 Page A 6

059:Mar 2030 (3,037,188)	060:Apr 2030 (3,021,454)	061:May 2030 (2,997,913)	062:Jun 2030 (2,968,164)	063:Jul 2030 (2,925,233)	064:Aug 2030 (2,874,426)	065:Sep 2030 (2,813,325)	066:Oct 2030 (2,740,950)	067:Nov 2030 (2,656,598)	068:Dec 2030 (2,559,819)	069:Jan 2031 (2,449,640)	070:Feb 2031 (2,325,345)
578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167
(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)	(17,345) (1,885)
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
(483,953)	(477,294)	(470,057)	(462,242)	(453,849)	(444,879)	(435,332)	(425,206)	(414,504)	(403,223)	(391,365)	(378,930)
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
(19,379)	(18,673)	(17,928)	(17,144)	(16,320)	(15,457)	(14,554)	(13,612)	(12,631)	(11,610)	(10,550)	(9,450)
0	0	0	0	0	0	0	0	0	0	0	0
(633)	(619)	(604)	(588)	(571)	(554)	(535)	(515)	(494)	(473)	(450)	(427)
0	0	0	0	0	0	0	0	0	0	0	0
(14,519)	(14,319)	(14,102)	(13,867)	(13,615)	(13,346)	(13,060)	(12,756)	(12,435)	(12,097)	(11,741)	(11,368)
(1,001)	(965)	(927)	(887)	(845)	(801)	(754)	(706)	(656)	(604)	(550)	(494)
0	0	0	0	0	0	0	0	0	0	0	0
(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)
<b>31,005</b>	<b>38,620</b>	<b>46,872</b>	<b>55,762</b>	<b>65,289</b>	<b>75,453</b>	<b>86,254</b>	<b>97,693</b>	<b>109,769</b>	<b>122,483</b>	<b>135,833</b>	<b>149,821</b>
7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%
0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
(15,272)	(15,079)	(15,123)	(14,830)	(14,482)	(14,352)	(13,880)	(13,341)	(12,990)	(12,304)	(11,536)	(10,920)
<b>15,732</b>	<b>23,541</b>	<b>31,749</b>	<b>40,931</b>	<b>50,807</b>	<b>61,101</b>	<b>72,374</b>	<b>84,352</b>	<b>96,779</b>	<b>110,179</b>	<b>124,295</b>	<b>138,901</b>
(3,021,454)	(2,997,913)	(2,968,164)	(2,925,233)	(2,874,426)	(2,813,325)	(2,740,950)	(2,656,598)	(2,559,819)	(2,449,640)	(2,325,345)	(2,186,444)

**DETAILED CASH FLOW**

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Detailed Cash flow Phase 1

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071:Mar 2031	072:Apr 2031	073:May 2031	074:Jun 2031	075:Jul 2031	076:Aug 2031	077:Sep 2031	078:Oct 2031	079:Nov 2031	080:Dec 2031	081:Jan 2032	082:Feb 2032
(2,186,444)	(2,031,981)	(1,861,228)	(1,667,427)	(1,457,147)	(1,229,699)	(984,512)	(720,762)	(437,747)	(135,508)	185,494	525,846
578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167
(17,345)	(17,345)	(17,345)	(17,345)	(17,345)	(17,345)	(17,345)	(17,345)	(17,345)	(17,345)	(17,345)	(17,345)
(1,885)	(1,885)	(1,885)	(1,885)	(1,885)	(1,885)	(1,885)	(1,885)	(1,885)	(1,885)	(1,885)	(1,885)
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
(365,916)	(352,326)	(338,157)	(323,411)	(308,088)	(292,186)	(275,708)	(258,651)	(241,017)	(222,808)	(204,017)	(184,650)
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
(8,312)	(7,133)	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
(402)	(377)	(350)	(323)	(295)	(265)	(235)	(204)	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
(10,977)	(10,570)	(10,145)	(9,702)	(9,243)	(8,766)	(8,271)	(7,760)	(7,231)	(6,684)	(6,121)	(5,540)
(436)	(375)	(18)	(16)	(15)	(13)	(12)	(10)	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0
(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)	(8,447)
<b>164,447</b>	<b>179,709</b>	<b>201,820</b>	<b>217,037</b>	<b>232,850</b>	<b>249,259</b>	<b>266,264</b>	<b>283,865</b>	<b>302,242</b>	<b>321,000</b>	<b>340,352</b>	<b>360,300</b>
7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%
0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
(9,983)	(8,956)	(8,019)	(6,758)	(5,401)	(4,072)	(2,514)	(850)	0	0	0	0
<b>154,463</b>	<b>170,753</b>	<b>193,801</b>	<b>210,279</b>	<b>227,449</b>	<b>245,187</b>	<b>263,750</b>	<b>283,015</b>	<b>302,242</b>	<b>321,000</b>	<b>340,352</b>	<b>360,300</b>
(2,031,981)	(1,861,228)	(1,667,427)	(1,457,147)	(1,229,699)	(984,512)	(720,762)	(437,747)	(135,506)	185,494	525,846	886,147

**DETAILED CASH FLOW**

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Detailed Cash flow Phase 1

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083:Mar 2032	084:Apr 2032	085:May 2032	086:Jun 2032	087:Jul 2032	088:Aug 2032	089:Sep 2032	090:Oct 2032
886,147	1,266,989	1,668,970	2,227,907	2,786,844	3,345,781	3,904,718	4,463,655
578,167	578,167	578,167	578,167	578,167	578,167	578,167	578,167
(17,345)	(17,345)	(17,345)	(17,345)	(17,345)	(17,345)	(17,345)	(17,345)
(1,885)	(1,885)	(1,885)	(1,885)	(1,885)	(1,885)	(1,885)	(1,885)
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
(164,706)	(144,184)	0	0	0	0	0	0
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
(4,941)	(4,328)	0	0	0	0	0	0
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
(8,447)	(8,447)	0	0	0	0	0	0
<b>380,843</b>	<b>401,980</b>	<b>558,937</b>	<b>558,937</b>	<b>558,937</b>	<b>558,937</b>	<b>558,937</b>	<b>558,937</b>
7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%	7.500%
0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
0	0	0	0	0	0	0	0
<b>380,843</b>	<b>401,980</b>	<b>558,937</b>	<b>558,937</b>	<b>558,937</b>	<b>558,937</b>	<b>558,937</b>	<b>558,937</b>
1,266,989	1,668,970	2,227,907	2,786,844	3,345,781	3,904,718	4,463,655	5,022,592