MAXEY GROUNDS

VIABILITY ASSESSMENT

OF

SITE AT SEAGATE ROAD
LONG SUTTON
SPALDING
LINCOLNSHIRE

FOR

LOOSEGATE DEVELOPMENTS (LONG SUTTON) LTD

ASSESSMENT DATE
9th FEBRUARY 2022

BY

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NON-TECHNICAL SUMMARY

This is a financial viability assessment to establish the viability of a scheme for residential development at a site at Seagate Road, Long Sutton for 180 dwellings with 25% affordable housing plus S106 cash contributions of £1,186,755. Construction of the site has not yet commenced.

The Gross Development Value (GDV) is calculated using market evidence from the house sales on new-build sites in the local area. As such, values of between £2,039 and £2,797 per m^2 have been adopted, giving sale values of between £175,000 and £575,000 for market units, which accurately reflects the market for the various types of dwelling. We have decreased the price per sqm accordingly for Plot 1 due to its size, but this has an overall sale value of £850,000.

A basic build cost of £1,297 per m^2 has been adopted, which is the weighted average BCIS lower quartile figure calculated on a pro-rata basis to reflect the number of different types of dwelling i.e. detached (two and three storey), semi-detached and terraced houses, detached bungalows and terraced bungalows.

A basic road construction cost of £2,300 per linear metre has been used for adopted roads and £1,500 per linear metre for private roads. This cost is based upon figures from developments in the local area and are considered appropriate.

The costs for SUDs, storm attenuation and dewatering have been estimated at this stage but are based upon developments in the local area and the rates are deemed appropriate. The cost for electric power line diversions has been provided by the Client. It is expected for some units to have piled foundations due to them being affected by large tree root systems and the removal of electricity pylons, however it is unknown exactly which plots will be affected at this stage, therefore no allowance for this has yet been made. There will be additional construction costs for these units though, and this will only worse the viability position.

Other costs adopted, including 6% for design & professional fees, 2.5% contingency, standard road construction costs, costs for garages and driveways, plot specific external works of £2,500 per plot, 3% for marketing, £750 for legals and an interest rate of 6.25% have all been previously accepted on sites in this area.

A profit level of 17.5% has been adopted for market units and 6% for affordable housing, which is considered to be the minimum level of profit a developer would accept to undertake this scheme.

As required under NPPF and PPG, we have adopted the Existing Use Value (EUV) + Premium approach to land value. An EUV for the land of £25,000 per gross hectare has been adopted which is agricultural value. To this, a premium of £250,000 per gross hectare has been added which is deemed a sufficient sum to

bring the land forward for development. This gives an overall BLV of £275,000 per gross hectare.

Using the Homes & Communities Agency Development Appraisal Tool (HCA DAT) spreadsheet, we have inputted the land value, calculated GDV and deducted all costs for the development to establish the viability of the scheme. The results are as follows:

Scheme	Surplus/Deficit
180 units with 25% affordable housing plus S106 cash contributions of £1,186,755	- £3,752,527
180 units with no affordable housing and no S106 cash contributions	- £1,044,711

We have conducted a sensitivity analysis which shows variations of the scheme with no affordable houses and no cash S106 contributions, the results of this are outlined further in the report, but our overall conclusions are as follows.

A full policy-compliant scheme for a site of 180 units with 25% affordable housing plus S106 cash contributions of £1,186,755 is clearly not viable with a financial **deficit** (present value) of over £3,700,000 once land cost, construction and other costs have been deducted from GDV. If all the affordable housing and S106 cash contributions are removed, the development is still not viable, unless the developer accepts a profit level of below 17.5%.

INSTRUCTIONS

We refer to instructions from Kurt Mason of Loosegate Developments (Long Sutton) Ltd to provide a Financial Viability Assessment (FVA) for the site and our Conditions of Instructions Letter and Standard FVA Conditions Of Engagement & Terms of Business dated 10th January 2022, a copy of which is in Appendix I of this Report.

Client

This report has been prepared for Loosegate Developments (Long Sutton) Ltd.

Purpose of FVA

This FVA is required to establish the viability of development of the site having regard to the requirements for affordable housing and potential other Section 106 planning requirements that might be imposed in connection with a planning application for residential development.

Asset to be Appraised

The appraisal is of a development site at Seagate Road, Long Sutton, Spalding, Lincolnshire.

Scheme-Specific/Area Wide FVA

This FVA is in relation to providing a response to the issue of viability on a site-specific scheme. We have not provided any advice to the Local Planning Authority.

Interest in the Property

This FVA is conducted on the basis that the land it refers to is owned freehold with vacant possession.

Classification of Property

This is appraisal is for Land which is to be developed with 180 dwellings.

RICS Guidance/Professional Statements

In preparing this FVA, the Valuer has acted in accordance with the RICS Professional Statement Financial Viability in Planning: Conduct and Reporting 1st Edition, May 2019. The Valuer has acted objectively, impartially, without interference and with reference to all appropriate available sources of information.

Although FVA work is outside the scope of the RICS Valuation – Global Standards 2022, any valuation utilised in the appraisal has been prepared in accordance with RICS

Valuation – Global Standards 2022. Furthermore, this FVA has been undertaken in accordance with the requirements of PS2 (Ethics, Competency, Objectivity and Disclosures) of the RICS Valuation – Global Standards 2022.

Bases of Value

All valuations provided within this report are on the basis **Market Value**, defined by the RICS Valuation – Global Standards 2022 as: "The estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm's-length transaction after proper marketing and where the parties had each acted knowledgeably, prudently and without compulsion".

The Benchmark Land Value (BLV) has been considered on the basis of Existing Use Value (EUV) plus a Premium. EUV has been established using comparable evidence. We have also had regard to market evidence of development land together with the price paid for land, as appropriate.

Appraisal Date

The appraisal and any valuations provided within this report are as at 9th February 2022.

Identity of Valuer

The appraisal has been undertaken by J R Maxey MA (Cantab) FRICS FAAV RICS Registered Valuer and V J McIlroy BSc (Hons) MRICS FAAV RICS Registered Valuer.

Material Involvement

Neither Maxey Grounds & Co LLP nor the named Valuers have any conflict of interest in preparing this appraisal.

Status of the Valuer

The appraisal has been prepared by corporate members of the Royal Institution of Chartered Surveyors who are also members of the RICS Valuer Registration Scheme, acting as External Valuers.

Currency

The appraisal and any valuations within are reported in pounds sterling (£).

Fee

In accepting these instructions, no performance-related or contingent fees have been agreed.

Assumptions and Caveats

1. In making this report, Maxey Grounds & Co LLP has met the relevant requirements of the RICS Financial Viability in Planning: Conduct and Reporting 1st Edition, May 2019 and any valuations within this appraisal have been carried out in accordance with the RICS Valuation – Global Standards 2022 and that, unless otherwise stated, have made the following assumptions which Maxey Grounds & Co LLP is under no duty to verify:

a) that no high alumina cement, concrete or calcium chloride additive or other potentially deleterious or hazardous materials or techniques were used in the construction of the property or have since been incorporated;

b) that the property is not subject to any unusual or especially onerous restrictions, encumbrances or outgoings and that good title can be shown;

c) that the property and its value are unaffected by any matters which would be revealed by a local search and replies to the usual enquiries, or by any statutory notice, and that neither the property, nor its condition, nor its use, nor its intended use are or will be unlawful;

d) that inspection of those parts which have not been inspected would neither reveal material defects nor cause Maxey Grounds & Co LLP to alter the appraisal materially;

e) that no formal environmental assessment will be provided and that no contaminative or potentially contaminative uses have ever been carried out on the property and that there is no potential for contamination of the subject property from past or present uses of the property or from any neighbouring property. The report will not identify the existence of contamination but in the Surveyor's visual inspection concludes that there may be material contamination the Valuer will report that further investigation is required.

2. In arriving at conclusions, no allowance has been made for costs of acquisition or realisation, nor any VAT, Capital Gains Tax, nor any other tax, nor similar liability or claimable allowances which might arise on the sale of the property.

3. In arriving at our conclusions, no allowance has been made for personal goodwill, removable fittings, loose furniture or equipment.

4. We have not investigated the existence of mortgages, leases or hire purchase agreements in respect of plant and machinery, and our valuation assumes any such liabilities have been discharged.

5. We have not undertaken any site investigations to determine the suitability of ground conditions or services for any new extended or proposed buildings or dwellings.

6. In the case of agricultural property, we accept no responsibility regarding, and offer no advice on, the possibility of latent infestations of the soil or of any disease that may affect crops or stock.

7. With regard to Town and Country Planning matters, employees of local planning authorities always give information on the basis that it should not be relied upon and that formal searches should be made if confirmation of the information is required. Although for the purposes of this report we have assumed that such informal information is correct, we recommend that, if you should need to rely upon such information, you should instruct solicitors to instigate formal searches.

8. No indications of past or present contaminative land uses have been noted. We cannot give any assurances that previous uses on the site or in the surrounding areas have not contaminated sub-soils or ground waters. In the event of contamination being discovered further specialist advice should be obtained.

   Should it be established subsequently that contamination, seepage or pollution exists at the property or on any neighbouring land, or that the premises have been or are being put to a contaminative use, this might reduce the values now reported.

9. The RICS Valuation – Global Standards 2022, incorporating the International Valuation Standards include a requirement to measure residential property on the basis of the International Property Measurement Standards: Residential. However, as FVA work is outside the scope of the RICS Valuation – Global Standards 2022, we have utilised the Gross Internal Area of the proposed development as provided to us by the developer.

We have assumed that the information and opinions we have been given are complete and correct in respect of the properties and that further investigations would not reveal more information sufficient to affect value. We consider that this assumption is reasonable in the circumstances.

Special Assumptions

For the purposes of this appraisal, we have assumed that the properties that are the subject of the planning application are completed in accordance with the plans that have been supplied to us, and on the timescale as set out in the Residential Planning Section of the HCA DAT spreadsheet.

Extent of Investigations

Whilst we have taken into account the apparent state of repair of the property in our appraisal, we have not carried out a building survey, nor have we inspected those parts of the property that are covered, unexposed or inaccessible. Unless otherwise stated, such parts have been assumed to be in good repair and condition. We cannot express an opinion about, or advise upon, the condition of uninspected parts and this Report shall not be taken as making any implied representation or statement about such parts. We have not arranged for the testing of electrical, heating or other services and we cannot, therefore, give any warranty as to the soundness of these items. Whilst the site has been

inspected briefly as this report is in advance of the development, it is undertaken as a desktop exercise.

Nature and Sources of Information Provided

We have been provided with copies of all plans for the existing and proposed development by the Client. Copies of plans are attached as Appendix II to this report.

Evidence utilised to establish Market Values has been obtained from the Client, our own records, and other evidence sources including Rightmove Plus. Affordable rental levels have also been confirmed by enquiries of housing associations and the local planning authority who have also provided figures for appropriate levels of management and repair costs, as utilised in the appraisal tool.

The BLV has been established having regard to the EUV and an appropriate premium sufficient to ensure land comes forward for development.

S106 requirements have been obtained from the Client. Other costs have been calculated using our own knowledge, benchmark levels and from published price information by BCIS.

All inputs and information relied upon for this appraisal are researched, evidenced and, in our opinion, reasonably justified, and details are in Appendix III and IV.

Use and Publication of this Report

This appraisal is provided for the stated purpose and for the sole use of the party to whom it is addressed. Maxey Grounds & Co LLP accepts responsibility to the Client named at the start of this Report alone that this report has been prepared with the skill, care and diligence reasonably to be expected of a competent Chartered Surveyor, but accept no responsibility whatsoever to any person other than the client himself.

RICS Valuation – Professional Standards

Although Viability Appraisal work is outside the scope of the RICS Valuation Standards, any valuation utilised in the appraisal has been prepared in accordance with the RICS Valuation – Global Standards 2022.

Appraisal Methodology

In undertaking the appraisal, we have utilised the Homes & Community Agency Development Appraisal Tool to analyse the viability of the proposed development. We have considered various levels of affordable housing provision to analyse the sensitivity relevant to differing levels of provision.

The valuation of market values and market rents are based upon the comparable method of valuation utilising evidence of transactions of similar properties in the area. A Schedule of Evidence is attached as Appendix III to this report.

The assumed costs of construction are set out in Appendix IV of this report and are based upon knowledge and experience of other similar development schemes, information and costs provided by the Client, and upon published price information, such as BCIS.

Anticipated timescales for development are stated in Appendix IV.

Information on the Section 106 requirements likely to be sought by the Planning Authority has been supplied by the Client. These are also reproduced within Appendix IV. The likely contribution from a Housing Association is based upon benchmarking from similar sites.

Affordable rents are based upon 80% of market rent, and verified by confirming the maximum permitted level by Local Housing Allowance Rates published on Direct Gov for that area. Given the scale of the development, it has been assumed that the normal requirement of 70% of any affordable housing as affordable rented and 30% shared ownership.

Sensitivity analysis has been undertaken looking at either +5% or -5% on values and build costs to measure the relevant effect on residential land value, which is then compared with BLV to establish the viability surplus or deficit.

Land Value

As required under NPPF and PPG, we have adopted an EUV + Premium approach to land value, whilst putting this in context by review of market transactions.

The EUV of horticultural land is around £25,000 per gross hectare. An appropriate premium to then bring it forward for residential development would be a further £250,000 per gross hectare, giving a benchmark land value of around £275,000 per gross hectare. These values are widely accepted as being appropriate.

Therefore, for the total benchmark land value of the site is £2,900,000.

Valuer Competence

The appraisal has been undertaken by Chartered Surveyors who are members of the RICS Valuer Registration Scheme possessing the necessary local knowledge of the market, and the necessary skills and understanding to undertake the appraisal competently. The appraisal has been carried out in accordance with the RICS Financial Viability in Planning: Conduct and Reporting 1st Edition, May 2019.

INSPECTION

Date of Inspection

This viability assessment has been conducted as a desktop exercise.

Property Address

The property is a development site at Seagate Road, Long Sutton, Spalding, Lincolnshire. The site location is shown on the Plans within Appendix II.

Property Description

The property was previously used for agriculture. It is proposed that it will be developed with 180 residential units. No construction work has yet commenced. Plans of the proposed scheme have been supplied by the Client and this appraisal has been based upon those plans. The gross site area is approximately 10.6 Hectares. The size of the units (Gross Internal Area) is provided by way of a schedule and plans from the Client; we have reproduced these in an Accommodation Schedule. Where garages are integral, they have been included in GIA. These are also within the inputs to the Development Appraisal Tool, an electronic copy of which has been provided.

Gross Development Value

There is a variety of newbuild sales evidence from the surrounding area, including sales evidence from a site being developed by the Client in Holbeach, which is only 7 miles to west of this site at Seagate Road, Long Sutton. A schedule of comparable evidence is in Appendix III of this report. We have summarised the values adopted below.

There is little comparable evidence for newbuild 5-bedroom houses of 244sqm, the evidence either has a larger GIA or smaller GIA, therefore we have adjusted the price per sqm and adopted a level that is appropriate, giving an overall sale value for the Foxtail of £530,000.

Given that there are a number of house types on the development of a similar size or larger than the Foxtail, but have 4 bedrooms as opposed to 5, we have adjusted the price per sqm to reflect the accommodation and dwelling size. For example, the Mulberry and Hawthorn types are larger than the Foxtail, however have 4 bedrooms as opposed to 5, therefore we have adopted the same overall sale price as the Foxtail.

The Elm house type is significantly larger than all other house types however has 4 bedrooms, therefore we have had to adjust the price per sqm down but the overall sale price is still the highest on site at £575,000.

For the smallest 4-bedroom type, the Cedar, there is a similar house type sold at Holbeach Meadows, therefore we have adopted a similar price per sqm to give an overall sale value of £380,000.

Plot 1 is a bespoke, individually designed barn-conversion style house extending in total to over 600sqm with a quintuple garage and office suite. There is limited comparable evidence for this sort of property and there is a ceiling on values within this part of Lincolnshire. As such, we have adopted £850,000 for this house type which, in our opinion, is the ceiling for house prices in this area.

For the Blackthorn house type, we have adopted £355,000, which is a similar level to that achieved for this house type on another development site owned by the Client in Holbeach. For the Elder and Hazel house types, which are also 3-bed detached bungalows, we have adjusted the price per sqm accordingly to reflect the different size units to give overall sale values of £330,000 and £365,000 respectively.

For the three bed-detached house types, the Yew and Cherry types, we have adopted similar values to those achieved at the Client's site in Holbeach giving the Yew a sale value of £255,000 and the Cherry with a single garage a value of £275,000 and with a double garage a value of £285,000.

There aren't any direct comparables for the Lime house type on the site at Holbeach, however there is other newbuild evidence for this house type. As such, we have adopted just shy of £2,300 per sqm giving an overall sale value of £195,000. The same situation applies to the Alder house type, therefore we have adopted just shy of £2,400 per sqm to reflect the size of the units and number of bedrooms, giving an overall sale value of £175,000.

Costs

A build cost of £1,297 per m^2 has been adopted which is the weighted average BCIS lower quartile figure to reflect the different types of dwelling (detached houses, semi-detached houses, terraced houses and bungalows). The build cost for the integral garages has been allowed for in the overall build cost for the relevant units, however we have allocated a separate capital cost for attached and detached garages which are based upon actual build costs of similar schemes by the developer in the area.

Expanding on the build costs further, we have adopted a basic build cost based on BCIS lower quartile costs for the area, but looking at the dwelling type (detached, semi-detached and terraced houses, detached and semi-detached bungalows) individually. Breaking down the stated BCIS figure to the dwelling types gives figures of £1,318 per m^2 for 2-storey detached houses, £1,301 for 3-storey detached houses, £1,151 per m^2 for semi-detached houses, £1,132 per m^2 for 2-storey terraced housing, £1,350 per m^2 for detached bungalows and £1,330 per m^2 for terraced bungalows. We have adopted £1,350 per m^2 for detached bungalows and £1,330 per m^2 for terraced bungalows to reflect the higher build costs than two-storey dwellings, this accounts for the additional foundations (for larger

footprints) and larger roof areas. If we apply these figures to the housing mix being provided this gives an average figure of £1,297 per m^2.

The Client is expecting to have to carry out some piling on site, particularly where there are existing trees with large roots and where electricity pylons will need to be removed. However, as it is still unknown at this stage specifically which plots will be affected, we have not made an allowance for piling these units. However, the requirement for piling will increase the build costs and worsen the viability position.

Looking at the "generally" figure, it is very close to the cost per m^2, with decent sample sizes, for semi-detached and terraced units, and in our view this suggests that the majority of the "generally" sample are semi-detached or terraced units. We can find no information as to the makeup of sites for the "generally" figure, but on the basis of our rationale explained above, then clearly an adjustment is both required and warranted to accurately reflect the mix of different dwelling types on a development, particularly where there are large numbers of detached dwellings, as is the case at Seagate Road, Long Sutton.

BCIS shows a significant increase for detached houses which would be expected – an additional elevation with a finished brickwork skin rather than a common cavity internal wall between attached housing, additional windows in this elevation, additional eaves timber to the roof and additional scaffolding whilst it is constructed are only some of the additional costs that are incurred with detached units rather than semi-detached or terraced units. As such, adopting the "generally" figure does not accurately reflect the housing mix at Seagate Road, Long Sutton, which clearly departs from the mix within the sample used to determine the "generally" BCIS figure.

The costs for SUDs, storm attenuation and dewatering have been estimated at this stage but are based upon developments in the local area and the rates are deemed appropriate. The cost for electric power line diversions has been provided by the Client.

Other costs adopted, including 6% for design & professional fees, 2.5% contingency, standard road construction costs, costs for garages and driveways, plot specific external works of £2,500 per plot, 3% for marketing, £750 for legals and an interest rate of 6.25% have all been previously accepted on sites in this area.

Services

The cost of normal service provision to each unit i.e. electricity connection, water connection, sewer connection, and water infrastructure charges and ancillary costs such as BT conduit, are included within the BCIS total build figure.

Planning

It is understood that this appraisal is for the purposes of supporting an application to amend the existing S106 agreement, and for the purposes of this appraisal it is assumed that consent for the scheme would be approved in accordance with the plans submitted.

Condition

The site was previously used for agriculture. Any structures on site will be demolished as part of the scheme and therefore their condition is not relevant.

Sustainability

- Flood Risk

The site lies within Flood Zone 3. The Client has had specialist surveys carried out and to mitigate these risks there is a requirement to raise the site by 300mm on average. This has been allowed for in the costs adopted.

- Radon

The Radon Map is indicative and is not site specific, however the site does not appear to be affected by Radon Gas. If radon has been noted in the area, advice should be taken from suitably qualified advisors and this may affect the values reported.

- Invasive Vegetation

This appraisal has been undertaken as a desktop study. Specific investigations into the site have not been undertaken by the Valuer. If evidence of invasive vegetation such as Japanese Knotweed or Himalayan Balsam is found on site, a specialist program of removal and remediation will be required which would significantly increase costs, depending on the area affected. If invasive vegetation is discovered, the Valuer should be notified in order to update this appraisal if required.

General Comments

This appraisal is to ascertain the viability of the proposed scheme in relation to the existing form of development and standard affordable housing provision by way of calculating the residential land value and comparison of this with BLV. Development of the site has not started, therefore this appraisal has been undertaken as a desktop exercise. The developer intends to vary policy-level S106 obligations to improve viability of the site and to ensure it can be delivered.

Our principal appraisal assesses the scheme of 180 units with 25% affordable housing units and a total of £1,186,755 S106 cash contributions to be provided. Thereafter, the alternative scenario is appraised involving no affordable housing and no S106 cash contributions.

Market conditions for development are currently such that viability for many schemes is marginal. We have adopted a developer's profit level of 17.5% which is considered to be the minimum level a developer would consider undertaking this scheme, given the scale of the scheme, infrastructure requirements and current market conditions. A profit level of 6% for affordable housing has also been adopted.

We have adopted an existing use value of the site of £25,000 per gross hectare as it was agricultural land. To this, we have added a premium of £250,000 per gross hectare, which is considered to give the minimum return to the landowner at which land is likely to be made available for development. This gives an overall value for the site of £2,900,000 for the site.

Having undertaken valuations of the various dwelling types to arrive at the market value set out within Appendix III, and calculating affordable rent levels, analysis was undertaken utilising the HCA Development Appraisal Tool, the results of which are explained below.

Appraisal Outputs

The full output of the HCA DAT tool for the principle appraisal is set out within Appendix V i.e. 180 units with 25% affordable housing and S106 cash contributions of £1,186,755. This scheme produces a **deficit** of £3,752,527.

If all the affordable houses and S106 cash contributions are removed, this still results in a **deficit** of £1,044,711. This output is within Appendix VI.

Justification for Viability Assessment

During viability testing which helped formulate the South East Lincolnshire Local Plan, various typologies were tested which resulted in a positive viability position with planning policies applied, rather than the deficit that is shown for the site at Seagate Road, Long Sutton. As per the Planning Practice Guidance, it is necessary to investigate why there is such a difference between these two positions, therefore we have compared the closest typology used in 2017 typology i.e. greenfield site for 150 dwellings with the site at Seagate Road, Long Sutton. We have adopted the percentages and values per unit accepted in the Local Plan Viability and applied them to a site of 180 units to get a direct comparison on costs. The differences are highlighted below:

Appraisal Input	2017 Viability Study (Rates/Percentages for 150 dwellings)	Seagate Road, Long Sutton (180 dwellings)
Density	30 dwellings per Ha	17 dwellings per Ha
Average Value	£1,900 per m^2	£2,265 per m^2
Average Dwelling Size	100m^2	140m^2
Build Cost	£911 per m^2	£1,303 per m^2
Externals	£1,639,800 (10% on build cost)	£7,858,624 (24% on build cost)
Contingency	3% on build cost	2.5% on build cost
Professional Fees	7% on build cost	6% on build cost
S106	Up to £5,000 per dwelling	£6,593 per dwelling
Sales/Marketing	3% on revenue	3% on revenue
Developer Profit	17.5% Market, 6% Affordable	17.5% Market, 6% Affordable
BLV	£300,000 per Ha	£275,000 per Ha
Abnormals	£1,800,000 (£10,000 per unit)	£0 (£0 per unit)

The main points affecting the viability position for the site at Seagate Road, Long Sutton in comparison with the Local Plan position are as follows:

- The density of the scheme is significantly lower than assumed in the Local Plan study, although the individual dwellings sizes are larger, this does have a negative impact on viability. The scheme is for 180 units on 10.6 Ha and it is understood that the layout and density of this scheme have been agreed as appropriate with the local planning authority.

- The build costs adopted have increased by around 43% compared with the Local Plan viability study, which was conducted over 4 years ago, therefore a significant uplift is expected, particularly more recently with the Covid-19 pandemic putting additional pressure on the supply chain. The build cost adopted for Seagate Road, Long Sutton is the weighted average of the BCIS lower quartile cost of construction for various different dwellings types to reflect the mix of units actually being constructed at this site.

- The sales values are around 19.2% higher on a price per sqm basis than the figures used the in Local Plan viability study. The values adopted for Seagate Road, Long Sutton are based on what has been achieved on other new-build developments nearby, which constitutes clear and strong evidence to justify the values adopted. However, the 19.2% increase is not enough to account for the increased build costs of 43%, and as such this puts further pressure on the viability position.

- There is clearly a difference between the way externals and abnormals have been categorised, with externals in the Local Plan study totalling 10% on build cost and the externals at Seagate Road, Long Sutton totalling 24% on build cost, and abnormals in the Local Plan study totalling £10,000 per unit and the abnormals for

Seagate Road, Long Sutton being included in the externals' cost. Applying these figures combined to a site of 180 units would give figures for the Local Plan study of £1,639,800 for externals and £1,800,000 for abnormals, compared with £7,858,624 for externals including abnormals for Seagate Road, Long Sutton specifically, this is an overall difference of around £4,418,824.

The increased costs are due to the fact the Local Plan study doesn't model the provision of garages, and the additional on-site costs which are in place to satisfy planning conditions relating to Flood Risk which enable the site to be safely developed i.e. dewatering, building up the site and SUDs.

The factors above combined result in a different viability position compared with the Local Plan whole viability study, and thus results in the need to revisit the viability position in order for the development to be delivered.

SENSITIVITY ANALYSIS

A change of +5% or -5% in build costs and Gross Development Value has been considered to assess the sensitivity of the scheme to such changes.

The effects reflected in the model 180 units with no affordable houses and no cash S106 contributions is shown in the table below:

	At BCIS Level	+5%	-5%
GDV at Evidence Level	- £1,044,711	- £2,601,260	+ £498,369
+5%	+ £910,108	- £629,320	+ £2,440,889
-5%	- £3,023,849	- £4,597,416	- £1,461,365

CONCLUSIONS

Appraisal Conclusions

We are of the opinion that a fully policy-compliant scheme for a development of 180 units with 25% affordable dwellings and S106 cash contributions of £1,186,755 is not viable, showing a financial **deficit** (present value) of £3,752,527. If all affordable houses are removed as well as the cash S106 contributions, the scheme is still not viable, showing a financial **deficit** (present value) of £1,044,711, based upon the current market value and affordable rents of the proposed units, the projected costs and profit level adopted within the appraisal and BLV for the site of £2,900,000.

As such, the site is not viable for development on the basis of the provision of affordable housing and S106 cash contributions at the level proposed by South Holland District Council. If the requirement for affordable housing and S106 cash contributions were removed, the site still appears non-viable unless the developer is to accept a profit level of below 17.5%.

Signature

We confirm that we have carried out the appraisal as set out in this report.

John Maxey

J R MAXEY MA (Cantab) FRICS FAAV RICS Registered Valuer
For and on behalf of Maxey Grounds LLP

Victoria McIlroy

V J McILROY BSc (Hons) MRICS FAAV RICS Registered Valuer
For and on behalf of Maxey Grounds LLP

Date of Report:
9th February 2022

This report has been signed electronically whilst the authors are working remotely. The Authors verify that they have produced the Report, are satisfied with the contents and affirm that it has been verified using the internal verification process which is in place at Maxey Grounds LLP.

APPENDICES

Appendix I – Copy of Instruction Correspondence

MAXEY GROUNDS

Your Ref:
Our Ref: VJM/21206E
Date: 10th January 2022

Loosegate Developments (Long Sutton) Ltd
Browns Yard
Seas End Road
Moulton Loosegate
Spalding
Lincolnshire
PE12 6JX

Dear Sirs

Re: Confirmation of Financial Viability Assessment Instructions
Asset: Development Site at Seagate Road, Long Sutton, Lincolnshire

I refer to instructions to provide a Financial Viability Assessment (FVA) of the above. This letter, together with our attached Standard Valuation Conditions of Engagement & Terms of Business, confirms the basis upon which the FVA will be undertaken.

Client: Loosegate Developments (Long Sutton) Ltd.

Purpose of Valuation: To establish viability of the proposed development.

Asset to be Valued: Development Site at Seagate Road, Long Sutton, Lincolnshire.

Area Wide/Scheme-Specific FVA: This FVA is in relation to a scheme-specific site. We have not provided any advice to the Local Planning Authority

Interest to be Valued: Freehold.

Classification of Asset: Land for development.

RICS Guidance/Professional Statements: This work and the FVA prepared is undertaken in accordance with the RICS Financial Viability in Planning: Conduct and Reporting 1st Edition, May 2019. Although FVA work is outside the scope of the RICS Valuation Standards, any valuation utilised in the appraisal has been prepared in accordance with RICS Valuation – Global Standards 2020. This guidance requires the Valuer to make an objective and justified assessment of the viability position and requires a clear distinction between the objective report and any subsequent advocacy/negotiation in terms of agreeing a viability position.

Basis or Bases of Value: Market Value.

Valuation Date: As at date of report.

22-24 Market Place
March
Cambridgeshire PE15 9JH

T: 01354 602030
E: professional@maxeygrounds.co.uk
maxeygrounds.co.uk

Chartered Surveyors, Auctioneers, Valuers, Land & Estate Agents since 1792
Offices in March and Wisbech

Maxey Grounds is the trading name of Maxey Grounds & Co LLP, a Limited Liability Partnership. Regulated by RICS. Registered in England & Wales. Registration Number: OC357348. Registered Office: 22-24 Market Place, March, Cambridgeshire PE15 9JH. Members: Alan J. Faulkner MSc MRICS FAAV MCIArb MNAEA MGRLA, John R. Maxey MA (Cantab) FRICS FAAV, Shirley A. Pollard BA MRICS FAAV, Paula A.V. Clarke ANAEA. Associates: Victoria J. McIroy BSc (Hons), MRICS, FAAV, Natalie T. Jeary MSc., BA (Hons), MRICS, FAAV

MAXEY GROUNDS

Identity of Valuer: J R Maxey MA (Cantab) FRICS FAAV RICS Registered Valuer, and V J McIlroy BSc (Hons) MRICS FAAV RICS Registered Valuer for and on the behalf of Maxey Grounds & Co LLP.

Material Involvement: Neither Maxey Grounds & Co LLP nor the named valuers have any conflict of interest in preparing this viability assessment. We have carried out work for this Client in the past but we have no interest in the proposed transaction.

Assumptions Adopted: As per FVA Conditions of Engagement & Terms of Business, as attached, with no additions.

Special Assumptions: For the purposes of this FVA, we have assumed that the sites under consideration are developed on the basis of the type of development and timescale as described within each model.

Nature and source of the information to be relied upon: Maxey Grounds & Co LLP are able to rely upon any information provided by the Client referred to in the FVA.

Extent of Investigation: As per FVA Conditions of Engagement & Terms of Business.

Valuation Fee: Our fee will be £5,000 + VAT for the initial Report, with additional time spent, including revisions and negotiations with the Local Planning Authority, charged at £200 + VAT per hour.

This Confirmation of FVA Instructions Letter, which is supplied in duplicate, should be read in conjunction with the attached Maxey Grounds & Co LLP FVA Conditions of Engagement & Terms of Business (Version 15 May 2020). Please sign and return one copy at your earliest convenience to agree the Conditions of Engagement & Terms of Business.

Yours faithfully

V J McIlroy

V J McIlroy BSc (Hons) MRICS FAAV RICS Registered Valuer
For and on behalf of Maxey Grounds & Co LLP
vmcilroy@maxeygrounds.co.uk

(Enc)

MAXEY GROUNDS

I the undersigned hereby acknowledge that I have read and accept the terms set out in this Confirmation of FVA Instructions Letter and attached Maxey Grounds & Co LLP Standard FVA Conditions of Engagement & Terms of Business (Version 15 May 2020).

Signed: .....

Date 10th January 2022

MAXEY GROUNDS

MAXEY GROUNDS & CO LLP

STANDARD FINANCIAL VIABILITY ASSESSMENT CONDITIONS OF ENGAGEMENT & TERMS OF BUSINESS

These Conditions of Engagement and Terms of Business shall apply subject to any modification or amendment set out in the covering Confirmation of Financial Viability Assessment (FVA) Instructions Letter. Maxey Grounds & Co LLP shall advise the Client in writing as to FVA of the relevant interest specified by the Client in the subject asset (the FVA Report). The following shall form the basis of the terms on which the FVA will be undertaken:

1. The Client shall be the individual or body as identified in the covering Confirmation of FVA Instructions Letter.
2. The purpose of the FVA shall be as set out in the covering Confirmation of FVA Instructions Letter.
3. The asset subject to the FVA shall be as set out in the covering Confirmation of FVA Instructions Letter.
4. The interest to be appraised shall be as set out in the covering Confirmation of FVA Instructions Letter.
5. The classification of the asset to be appraised shall be as set out in the covering Confirmation of FVA Instructions Letter.
6. Unless otherwise specifically set out in the covering Confirmation of FVA Instructions Letter, the value advised by Maxey Grounds & Co LLP shall be the Market Value, defined by the RICS Valuation- Global Standards 2020: "The estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm's-length transaction after proper marketing and where the parties had each acted knowledgeably, prudently and without compulsion" and/or the Market Rent, defined by the RICS Valuation - Global Standards 2020 as: "The estimated amount for which an interest in real property should be leased on the valuation date between a willing lessor and a willing lessee on appropriate lease terms in an arm's-length transaction, after proper marketing and where the parties had each acted knowledgeably, prudently and without compulsion" and/or the statutory definition of Market Value defined by the Taxation of Chargeable Gains Act 1992 or Inheritance Tax Act 1984 or Finance Act 2003, broadly defined as: "The price which the property might reasonably be expected to fetch if sold in the open market at that time, but that price must not be assumed to be reduced on the grounds that the whole property is to be placed on the market at one and the same time" and/or the Investment Value, defined by the RICS Valuation - Global Standards 2020 as: "The value of an asset to the owner or a prospective owner for individual investment or operational objectives" and/or the Fair Value, defined by the RICS Valuation - Global Standards 2020 as: "The estimated price for the transfer of an asset or liability between identified knowledgeable and willing parties that reflects the respective interests of those parties" and/or the Fair Value, defined by the International Accounting Standards Board as: "The price that would be received to sell an asset, or paid to transfer a liability, in an orderly transaction between market participants at the measurement date".
7. The valuation date shall be as set out in the covering Confirmation of FVA Instructions Letter.
8. Unless otherwise specifically set out in the covering Confirmation of FVA Instructions Letter Maxey Grounds & Co LLP warrant that they have had no previous material involvement in the property.
9. The valuation shall be undertaken by/under the supervision of a Corporate Member of the Royal Institution of Chartered Surveyors who is also a member of the RICS Valuer Registration Scheme, acting as an External Valuer.
10. Maxey Grounds & Co LLP's aggregate liability arising out of, or in connection with this FVA, whether arising from negligence, breach of contract, or any other cause whatsoever, shall in no event exceed £2,000,000. This clause shall not exclude or limit Maxey Grounds & Co LLP's liability for actual fraud, and shall not limit the liability for death or personal injury caused by their negligence.
11. None of Maxey Grounds & Co LLP's employees, partners, or consultants individually has a contract with the Client or owes the Client a duty of care or personal responsibility. The Client agrees that they will not bring any claim against any such individuals personally in connection with the services provided.
12. If the Client suffers loss as a result of Maxey Grounds & Co LLP's breach of contract or negligence, Maxey Grounds & Co LLP'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. Maxey Grounds & Co LLP's liability shall not increase by reason of a shortfall in recovery from any other party, whether that shortfall arises from an agreement between the Client and them, the Client's difficulty in enforcement, or any other cause.
13. The FVA provided by Maxey Grounds & Co LLP shall be in pounds sterling.
14. In preparing the report, Maxey Grounds & Co LLP will meet the relevant requirements of the RICS Financial Viability Planning: Conduct and Report 1st Edition, May 2019 and, although FVA work is outside the scope of the RICS Valuation Standards, any valuation utilised in the appraisal has been prepared in accordance with RICS Valuation – Global Standards 2020. This guidance requires the Valuer to make an objective and justified assessment of the viability position and requires a clear distinction between the objective report and any subsequent advocacy/negotiation in terms of agreeing a viability position.
15. The following assumptions which, unless otherwise stated in the covering Confirmation of FVA Instructions letter, Maxey Grounds & Co LLP is under no duty to verify:

a) that no high alumina cement, concrete or calcium chloride additive or other potentially deleterious or hazardous materials or techniques were used in the construction of the property or have since been incorporated;

b) that the property is not subject to any unusual or especially onerous restrictions, encumbrances or outgoings and that good title can be shown;

c) that the property and its value are unaffected by any matters which would be revealed by a local search and replies to the usual enquiries, or by any statutory notice, and that neither the property, nor its condition, nor its use, nor its intended use are or will be unlawful;

d) that inspection of those parts which have not been inspected would neither reveal material defects nor cause Maxey & Grounds & Co LLP to alter the valuation materially;

MAXEY GROUNDS

e) that no formal environmental assessment will be provided and that no contaminative or potentially contaminative uses have ever been carried out on the property and that there is no potential for contamination of the subject property from past or present uses of the property or from any neighbouring property. The report will not identify the existence of contamination but if the Valuer's visual inspection concludes that there may be material contamination the Valuer will report that further investigation is required.

16. Maxey Grounds & Co LLP shall carry out such inspections and investigations as are, in the Valuer's professional judgment, appropriate and possible in the particular circumstances having regard to the apparent state of repair and condition of the property but shall be under no duty to carry out a structural survey nor to inspect those parts of the property which are covered, unexposed or inaccessible. Such parts will be assumed to be in good repair and condition. Maxey Grounds & Co LLP shall be under no duty to arrange for the testing of electrical, heating, plant or other services. The FVA provided by Maxey Grounds & Co LLP will not purport to express an opinion about or to advise upon the condition of uninspected parts and should not be taken as making any implied representation or statement about such parts.

17. Maxey Grounds & Co LLP shall, unless otherwise expressly agreed, rely upon information provided by the Client or the Client's legal or other professional advisers relating to tenure, tenancies and other relevant matters.

18. The FVA report is provided for the stated purpose of the named client. Maxey Grounds & Co LLP accepts responsibility to the Client alone that the report has been prepared with the skill, care and diligence reasonably to be expected of a competent Chartered Surveyor but accepts no responsibility whatsoever to any person other than the Client himself. Any such person relies upon the report at his own risk, even if that third party pays all or part of Maxey Grounds & Co LLP's fees, or is permitted to see a copy of the valuation report. If Maxey Grounds & Co LLP do provide written consent to a third party relying on our valuation, any such third party is deemed to have accepted the terms of engagement, as set out herein.

19. The FVA will be undertaken by a Chartered Surveyor possessing the necessary local knowledge of the market, and the necessary skills and understanding to undertake the FVA competently.

20. Maxey Grounds & Co LLP shall charge a fee for the FVA as set out in the covering Confirmation of FVA Instructions Letter. That fee shall be settled in full within 28 days of the invoice date. Interest on amounts outstanding at the due date will be subject to interest from the invoice date until the date of actual payment at the rate of 4% per annum above Barclays Bank plc base rate from time to time.

21. Maxey Grounds & Co LLP, in line with the Rules of Conduct set out by RICS, have a written complaints handling procedure. If you are unhappy with any aspect of the service you receive in respect of these instructions to provide a valuation, a copy of this document is available upon request.

22. As a firm regulated by RICS, all reports produced by Maxey Grounds & Co LLP, including this FVA, are subject to monitoring by RICS. By accepting these Conditions of Engagement and Terms of Business your consent to inspection of the report by RICS personnel or their agents is implied.

23. Maxey Grounds & Co LLP's contract with the named client for the provision of this FVA is subject to English Law. Any dispute in relation to this contract, or any aspect of the FVA, shall be subject to the exclusive jurisdiction of the Courts of England and Wales, and shall be determined by the application of English Law, regardless of who initiates proceedings in relation to the FVA.

In this Agreement words importing one gender only include the other gender; words importing the singular include the plural number and vice versa; words importing persons include corporations and vice versa.

Version 15 May 2020

Appendix II – Copies of Plans and Photographs

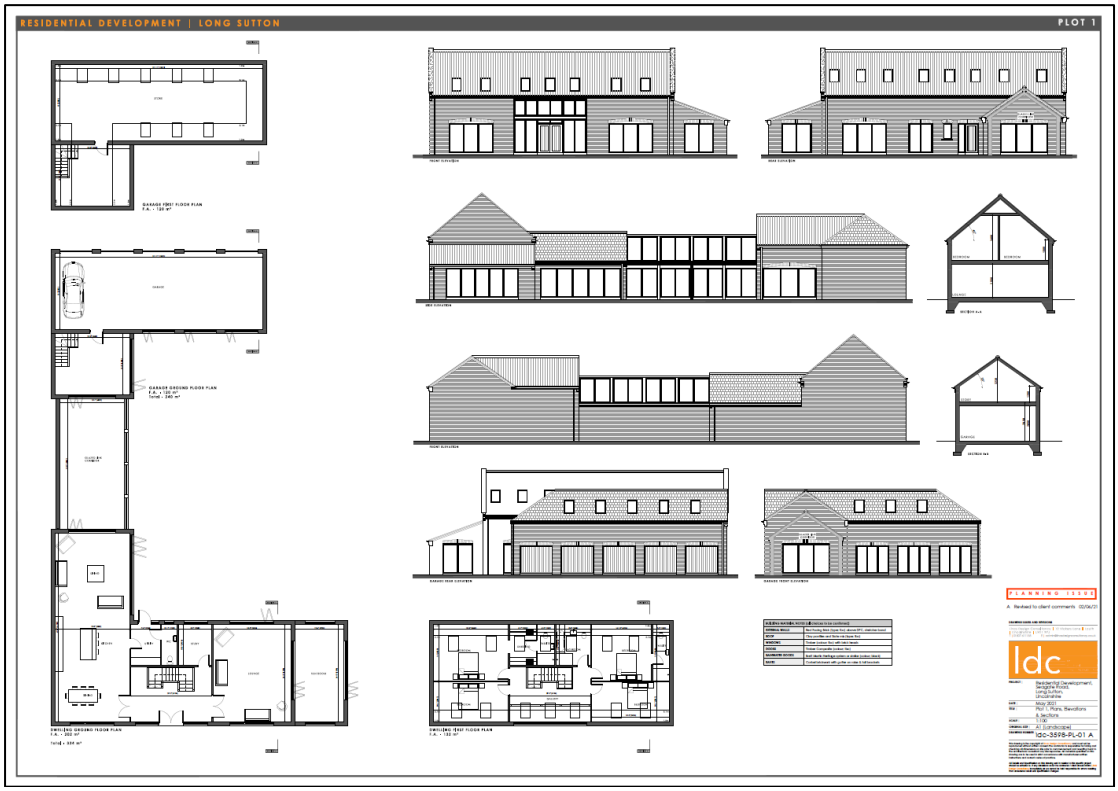
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Site Plan



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Plot 1

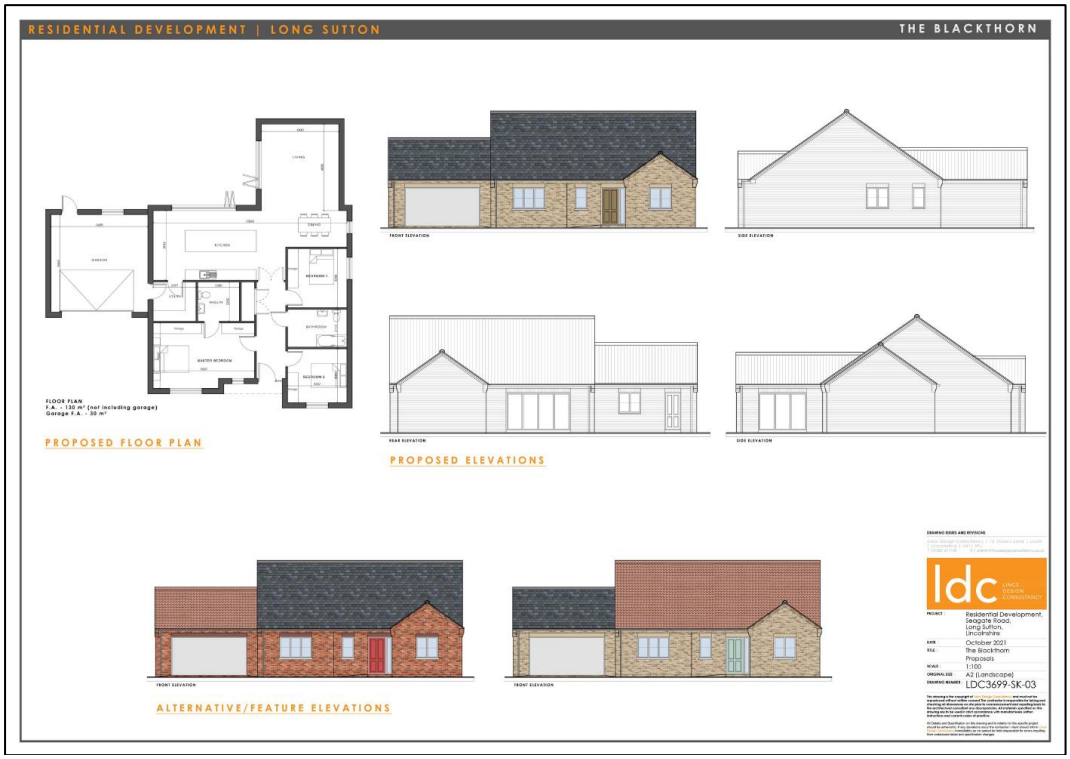


Aspen



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Blackthorn



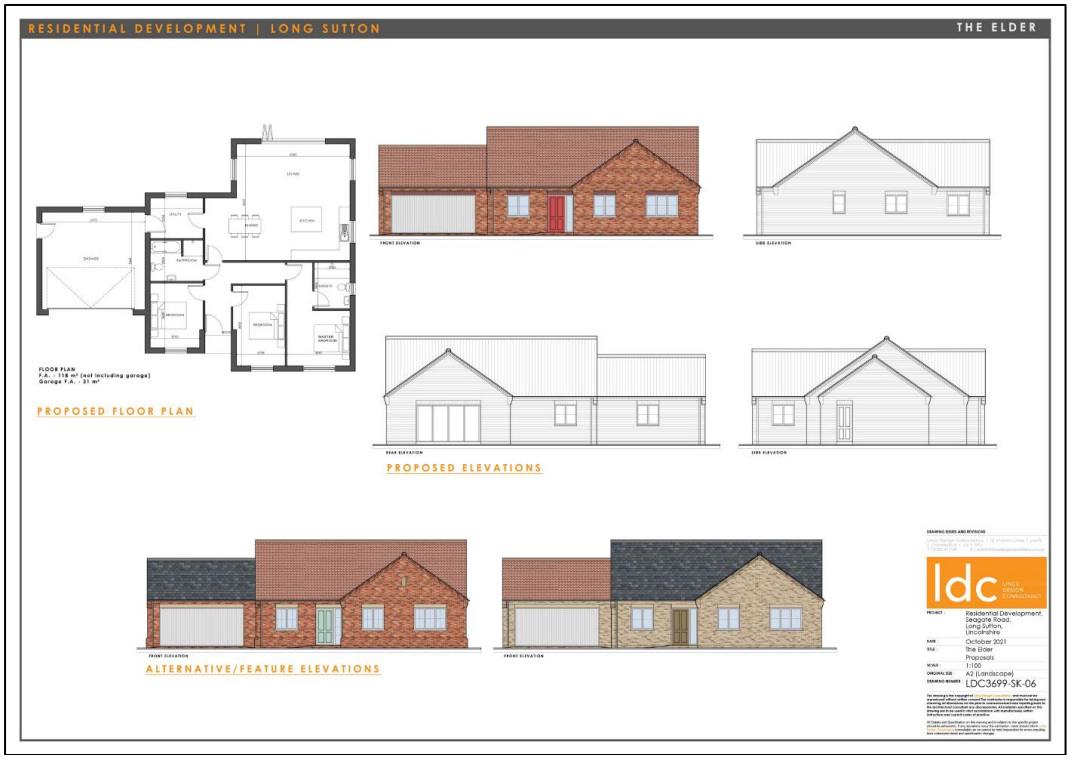
Cedar



Cherry



Elder



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Elm



Foxtail



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Hawthorn



Hazel



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Mulberry



Tulip



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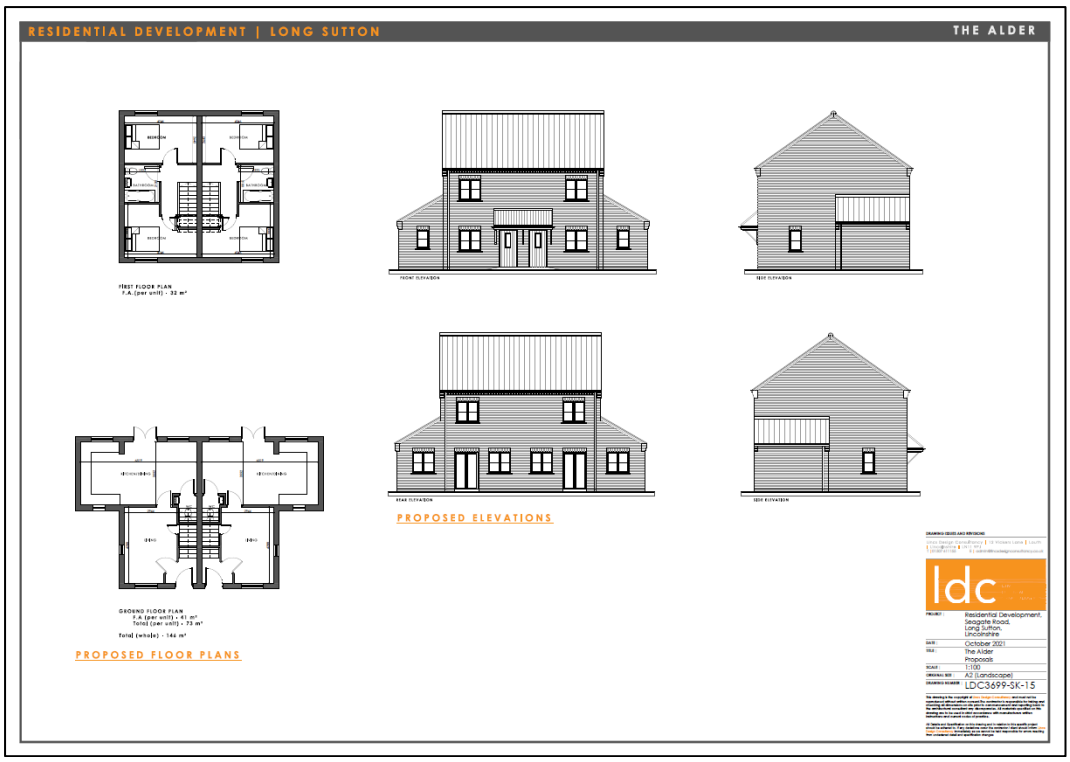
Willow



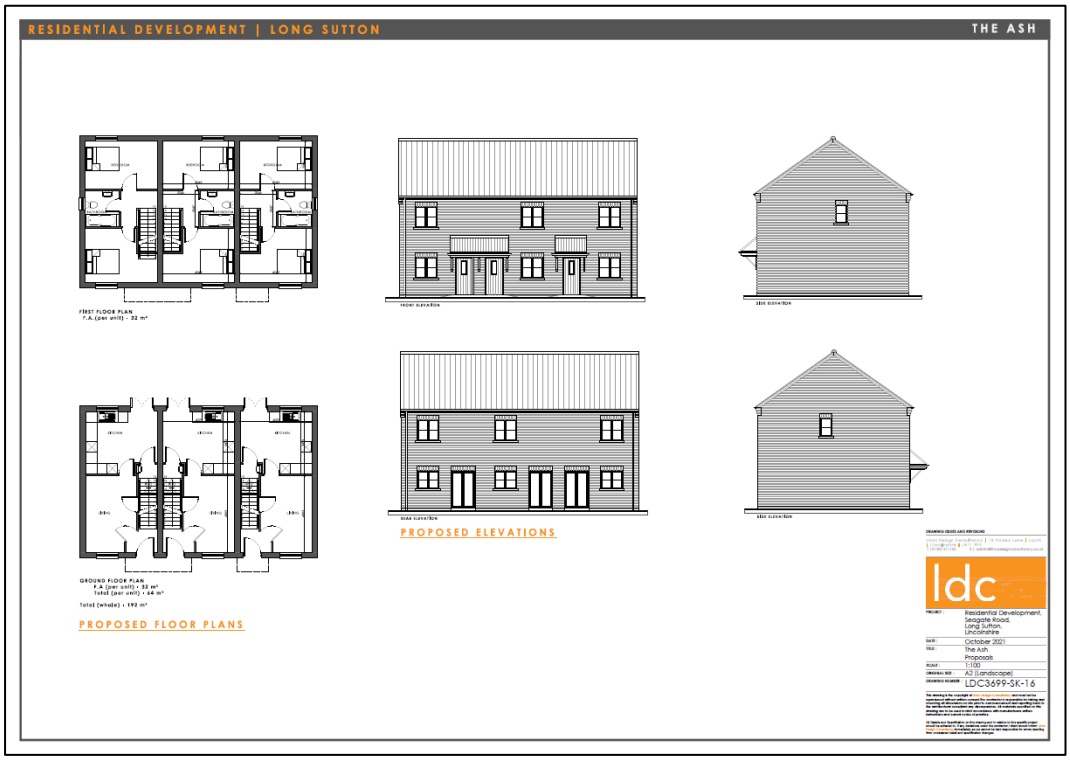
Yew



Alder


RESIDENTIAL DEVELOPMENT | LONG SUTTON
THE ALDER
PROPOSED ELEVATIONS
PROPOSED FLOOR PLANS
Residential Development,
Seagate Road,
Long Sutton,
Lincolnshire
October 2021
The Alder
Proposals
A2 (Landscape)
LDC3699-SK-15

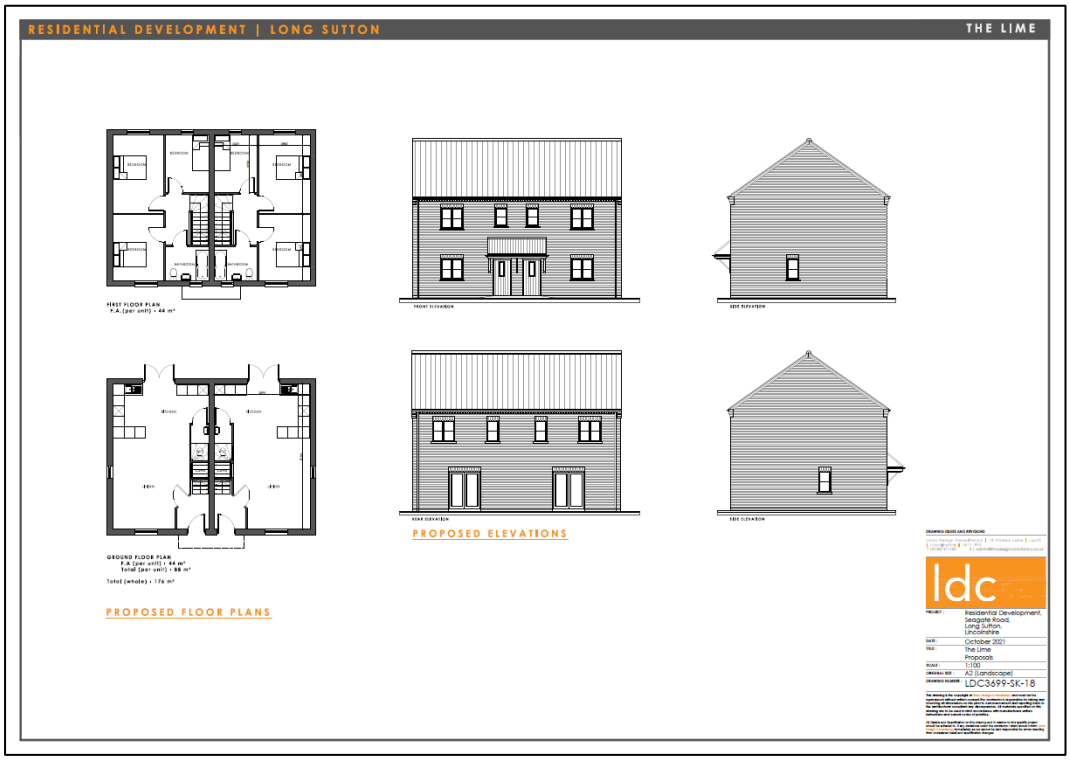
Ash


RESIDENTIAL DEVELOPMENT | LONG SUTTON
THE ASH
PROPOSED ELEVATIONS
PROPOSED FLOOR PLANS
Residential Development,
Seagate Road,
Long Sutton,
Lincolnshire
October 2021
The Ash
Proposals
A2 (Landscape)
LDC3699-SK-16

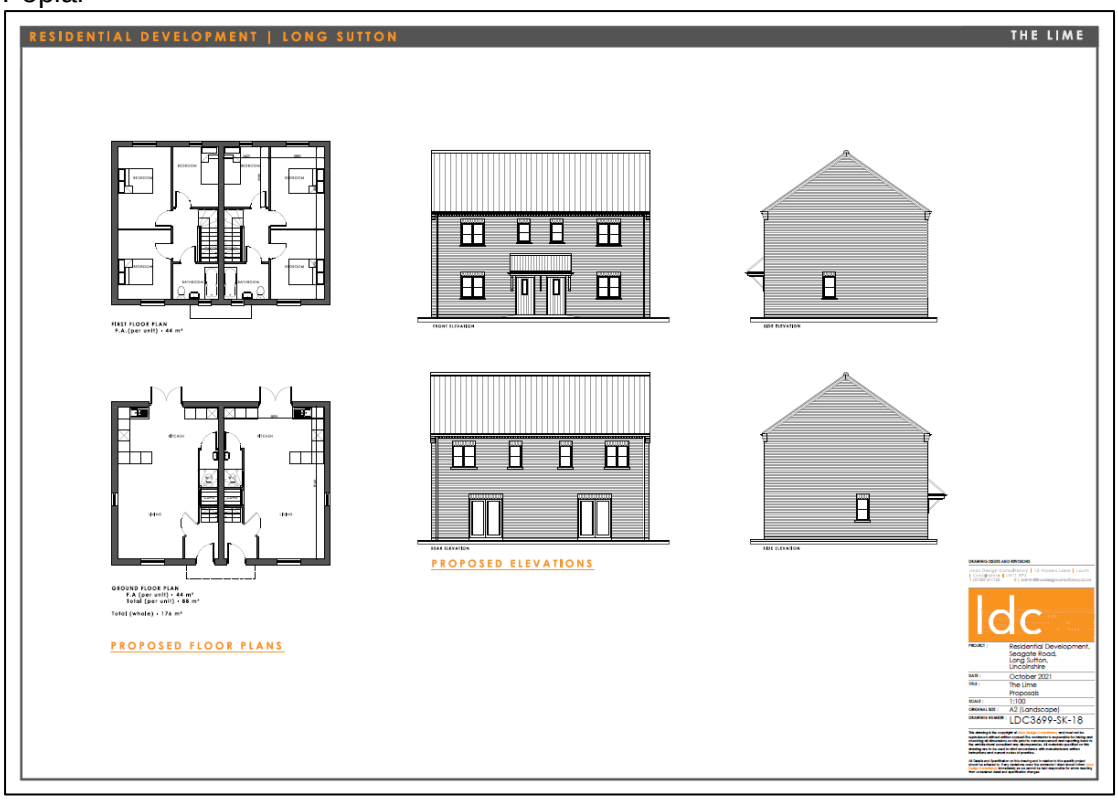
Chestnut



Lime



Poplar


RESIDENTIAL DEVELOPMENT | LONG SUTTON
THE LIME
PROPOSED FLOOR PLANS
PROPOSED ELEVATIONS
Residential Development,
Seagate Road,
Long Sutton,
Lincolnshire
October 2021
The Lime
Proposals
1:100
A2 (Landscape)
LDC3699-SK-18

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Appendix III – Schedule of Comparable Evidence

Street Address/Plot No.	Style	Type	Beds	GIA (sqft)	GIA (sqm)	Gross Price	Gross £ per	Incentives/Redu	Net Sale Pric	Net £ per s	Status	Parking/Ga	Reserved Date	Exchange Date	Notes
Plot 1 - Thames	Detached	House	5	3,066	285	£575,000	£2,018	£0	£575,000	£2,018	Completed	2/Double	29/03/2021	11/06/2021	
Plot 2 - Thames	Detached	House	5	3,066	285	£575,000	£2,018	£10,919	£564,081	£1,980	Completed	2/Double	20/11/2020	29/01/2021	
Plot 13 - Thames	Detached	House	5	3,066	285	£575,000	£2,018	£1,500	£573,500	£2,013	SSTC	2/Double	27/06/2021	10/09/2021	
Plot 14 - Thames	Detached	House	5	3,066	285	£575,000	£2,018	£1,500	£573,500	£2,013	SSTC	2/Double	21/05/2021	05/08/2021	
Plot 11 - Barrowby	Detached	House	5	2,266	211	£435,000	£2,066	£0	£435,000	£2,066	Completed	2/Double	12/09/2020	04/01/2021	
Plot 3 - Ouse	Detached	House	4	1,814	169	£380,000	£2,254	£2,500	£377,500	£2,239	Completed	2/Double	11/08/2020	05/11/2020	
Plot 47 - Medway	Detached	House	4	1,603	149	£307,000	£2,061	£150	£306,850	£2,060	Completed	4/Double	08/08/2020	05/11/2020	
Plot 52 - Medway	Detached	House	4	1,603	149	£311,000	£2,088	£150	£310,850	£2,087	Completed	4/Double	12/07/2021	31/08/2021	
Plot 16 - Humber	Detached	House	4	1,578	147	£300,000	£2,046	£150	£299,850	£2,045	Completed	2/Double	21/06/2020	30/09/2020	
Plot 49 - Humber	Detached	House	4	1,578	147	£303,000	£2,066	£0	£303,000	£2,066	Completed	2/Double	05/12/2020	13/05/2021	
Plot 50 - Humber	Detached	House	4	1,578	147	£303,000	£2,066	£0	£303,000	£2,066	Completed	2/Double	21/11/2020	07/05/2021	
Plot 51 - Harren	Detached	House	4	1,396	130	£270,000	£2,081	£150	£269,850	£2,080	Completed	2/Double	23/12/2020	22/03/2021	
Plot 12 - Bain	Detached	House	4	1,310	122	£280,000	£2,300	£0	£280,000	£2,300	Completed	2/Double	02/06/2020	19/08/2020	
Plot 48 - Bain	Detached	House	4	1,310	122	£280,000	£2,300	£672	£279,328	£2,294	Completed	4/Double	09/06/2020	05/08/2020	
Plot 15 - Ribble	Detached	House	4	1,283	119	£255,000	£2,139	£450	£254,550	£2,135	Completed	2/Double	01/03/2020	02/10/2020	
Plot 17 - Ribble	Detached	House	4	1,283	119	£252,000	£2,113	£150	£251,850	£2,112	Completed	2/Double	01/03/2020	07/08/2020	
Plot 23 - Ribble	Detached	House	4	1,283	119	£261,500	£2,197	£0	£261,500	£2,197	SSTC	2/Single	23/08/2021		
Plot 24 - Ribble	Detached	House	4	1,283	119	£261,500	£2,197	£0	£261,500	£2,197	SSTC	2/Single	02/09/2021		
Plot 53 - Ribble	Detached	House	4	1,283	119	£259,000	£2,172	£150	£258,850	£2,171	Completed	2/Single	01/02/2021	14/05/2021	
Plot 54 - Ribble	Detached	House	4	1,283	119	£259,000	£2,172	£0	£259,000	£2,172	Completed	2/Single	04/04/2021	08/07/2021	
Plot 68 - Ribble	Detached	House	4	1,283	119	£256,000	£2,147	£0	£256,000	£2,147	Completed	2/Single	16/08/2020	04/03/2021	
Plot 98 - Ribble	Detached	House	4	1,283	119	£261,500	£2,193	£0	£261,500	£2,193	SSTC	1/Single	01/08/2021		
Plot 103 - Ribble	Link Detache	House	4	1,283	119	£259,000	£2,172	£0	£259,000	£2,172	Completed	1/Single	21/02/2021	20/04/2021	
Plot 66 - Mere	Detached	House	3	1,080	100	£227,000	£2,270	£500	£226,500	£2,265	Completed	1/Single	27/02/2021	23/04/2021	
Plot 67 - Mere	Detached	House	3	1,080	100	£227,000	£2,270	£150	£226,850	£2,269	Completed	1/Single	04/10/2020	08/12/2020	
Plot 4 - Lock	Detached	House	3	1,079	100	£227,000	£2,264	£150	£226,850	£2,262	Completed	2/Single	01/03/2020	17/07/2020	
Plot 5 - Lock	Detached	House	3	1,079	100	£227,000	£2,264	£150	£226,850	£2,262	Completed	2/Single	26/02/2020	21/07/2020	
Plot 6 - Lock	Detached	House	3	1,079	100	£227,000	£2,264	£0	£227,000	£2,264	Completed	2/Single	15/02/2020	17/08/2020	
Plot 18 - Lock	Detached	House	3	1,079	100	£227,000	£2,264	£0	£227,000	£2,264	Completed	1/Single	17/06/2020	18/12/2020	
Plot 63 - Lock	Detached	House	3	1,079	100	£227,000	£2,264	£150	£226,850	£2,262	Completed	1/Single	29/12/2020	17/03/2021	
Plot 64 - Lock	Detached	House	3	1,079	100	£227,000	£2,264	£0	£227,000	£2,264	Completed	1/Single	03/01/2021	26/03/2021	
Plot 65 - Lock	Detached	House	3	1,079	100	£227,000	£2,270	£0	£227,000	£2,270	Completed	1/Single	11/01/2021	29/03/2021	
Plot 19 - Mere	Semi	House	3	1,080	100	£207,000	£2,062	£0	£207,000	£2,062	Completed	1/Single	02/08/2020	09/11/2020	
Plot 22 - Mere	Semi	House	3	1,080	100	£210,000	£2,092	£0	£210,000	£2,092	Completed	2/Single	02/10/2020	22/12/2020	
Plot 21 - Lock	Semi	House	3	1,079	100	£210,000	£2,094	£0	£210,000	£2,094	Completed	2/Single	12/09/2020	19/01/2021	
Plot 74 - Coronation	Semi	House	3	932	87							1/Single			
Plot 75 - Coronation	Semi	House	3	932	87							1/Single			
Plot 84 - Coronation	Semi	House	3	932	87							1/Single			
Plot 85 - Coronation	Semi	House	3	932	87							1/Single			
Plot 43 - Avon	Semi	House	3	910	85	£195,000	£2,306	£1,500	£193,500	£2,288	Completed	2/Single	09/08/2020	27/11/2020	
Plot 44 - Avon	Semi	House	3	910	85	£195,000	£2,306	£0	£195,000	£2,306	Completed	2/Single	11/07/2020	19/11/2020	
Plot 45 - Avon	Semi	House	3	910	85	£195,000	£2,306	£0	£195,000	£2,306	Completed	2/Single	16/08/2020	27/10/2020	
Plot 46 - Avon	Semi	House	3	910	85	£195,000	£2,306	£3,000	£192,000	£2,270	Completed	2/Single	29/06/2020	06/10/2020	
Plot 7 - Sparta	Semi	House	3	870	81	£190,000	£2,350	£2,500	£187,500	£2,319	Completed	2/Single	13/09/2020	15/12/2020	
Plot 8 - Sparta	Semi	House	3	870	81	£190,000	£2,350	£0	£190,000	£2,350	Completed	2/Single	14/10/2020	04/12/2020	
Plot 9 - Sparta	Semi	House	3	870	81	£190,000	£2,350	£2,500	£187,500	£2,319	Completed	2/Single	04/10/2020	27/11/2020	
Plot 10 - Sparta	Semi	House	3	870	81	£190,000	£2,350	£2,515	£187,485	£2,319	Completed	2/Single	23/06/2020	03/09/2020	
Plot 20 - Sparta	Semi	House	3	870	81	£190,000	£2,350	£0	£190,000	£2,350	Completed	2/Single	27/09/2020	09/02/2021	
Plot 104 - Sparta	Semi	House	3	870	81	£191,000	£2,362	£0	£191,000	£2,362	Exchanged	1/Single	28/02/2021	12/05/2021	
Plot 105 - Sparta	Semi	House	3	870	81	£191,000	£2,362	£150	£190,850	£2,360	Completed	1/Single	13/07/2021	20/08/2021	
Plot 106 - Sparta	Semi	House	3	870	81	£191,000	£2,362	£0	£191,000	£2,362	Completed	1/Single	10/04/2021	16/09/2021	
Plot 107 - Sparta	Semi	House	3	870	81	£191,000	£2,362	£0	£191,000	£2,362	Completed	1/Single	26/03/2021	15/06/2021	
Plot 108 - Sparta	Semi	House	3	870	81							1/Single			
Plot 109 - Sparta	Semi	House	3	870	81							1/Single			
Plot 110 - Sparta	Semi	House	3	870	81	£192,000	£2,370	£0	£192,000	£2,370	Exchanged	1/Single	19/06/2021	10/11/2021	
Plot 111 - Sparta	Semi	House	3	870	81	£192,000	£2,370	£1	£191,999	£2,370	SSTC	1/Single	22/06/2021		
Plot 112 - Sparta	Semi	House	3	870	81							1/Single			
Plot 113 - Sparta	Semi	House	3	870	81							1/Single			
Plot 114 - Sparta	Semi	House	3	870	81							1/Single			

Plot 115 - Sparta	Semi	House	3	870	81								1/Single					
Plot 116 - Sparta	Semi	House	3	870	81								1/Single					
Plot 117 - Sparta	Semi	House	3	870	81								1/Single					
Plot 118 - Sparta	Semi	House	3	870	81								1/Single					
Plot 119 - Sparta	Semi	House	3	870	81								1/Single					
Plot 76 - Huntingdon	Semi	House	3	796	74	£178,000	£2,406	£150	£177,850	£2,404	Exchanged	2/None	14/04/2021	21/05/2021				
Plot 77 - Huntingdon	Semi	House	3	796	74	£178,000	£2,406	£0	£178,000	£2,406	Exchanged	2/None	18/04/2021	04/08/2021				
Plot 78 - Huntingdon	Semi	House	3	796	74	£178,000	£2,406	£0	£178,000	£2,406	Exchanged	2/None	29/03/2021	17/09/2021				
Plot 79 - Huntingdon	Semi	House	3	796	74	£178,000	£2,406	£150	£177,850	£2,404	Completed	2/None	18/05/2021	13/09/2021				
Plot 80 - Huntingdon	Semi	House	3	796	74	£180,000	£2,433	£0	£180,000	£2,433	Exchanged	2/None	10/07/2021	22/11/2021				
Plot 81 - Huntingdon	Semi	House	3	796	74	£180,000	£2,433	£0	£180,000	£2,433	Exchanged	2/None	02/07/2021	28/10/2021				
Plot 82 - Huntingdon	Semi	House	3	796	74	£179,350	£2,424	£150	£179,350	£2,424	Exchanged	2/None	13/06/2021	17/09/2021				
Plot 83 - Huntingdon	Semi	House	3	796	74	£179,500	£2,426	£0	£179,500	£2,426	Exchanged	2/None	06/06/2021	24/09/2021				
Plot 25 - Dee	Semi	House	2	732	68	£169,000	£2,484	£0	£169,000	£2,484	SSTC	2/None	25/07/2021					
Plot 26 - Dee	Semi	House	2	732	68	£169,000	£2,484	£0	£169,000	£2,484	SSTC	2/None	25/07/2021					
Plot 27 - Dee	Semi	House	2	732	68	£167,500	£2,462	£0	£167,500	£2,462	SSTC	2/None	11/07/2021					
Plot 28 - Dee	Semi	House	2	732	68	£167,300	£2,462	£0	£167,500	£2,462	SSTC	2/None	04/07/2021	10/08/2021				
Plot 29 - Dee	Semi	House	2	732	68	£167,000	£2,455	£0	£167,000	£2,455	SSTC	2/None	10/06/2021					
Plot 30 - Dee	Semi	House	2	732	68	£167,000	£2,455	£0	£167,000	£2,455	Completed	2/None	04/06/2021	01/09/2021				
Plot 31 - Dee	Semi	House	2	732	68	£166,500	£2,447	£0	£166,500	£2,447	Completed	2/None	07/06/2021	07/09/2021				
Plot 32 - Dee	Semi	House	2	732	68	£166,500	£2,447	£150	£166,350	£2,445	Completed	2/None	30/05/2021	08/11/2021				
Plot 33 - Dee	Semi	House	2	732	68	£166,000	£2,440	£0	£166,000	£2,440	Completed	2/None	27/03/2021	20/08/2021				
Plot 34 - Dee	Semi	House	2	732	68	£166,000	£2,440	£0	£166,000	£2,440	Completed	2/None	20/03/2021	22/06/2021				
Plot 35 - Dee	E-Terr	House	2	732	68	£166,000	£2,440	£1,500	£164,500	£2,418	Completed	2/None	14/03/2021	14/04/2021				
Plot 36 - Dee	M-Terr	House	2	732	68	£155,000	£2,278	£0	£155,000	£2,278	Completed	2/None	11/04/2021	30/07/2021				
Plot 37 - Dee	M-Terr	House	2	732	68	£155,000	£2,278	£0	£155,000	£2,278	Completed	2/None	31/01/2021	08/06/2021				
Plot 38 - Dee	E-Terr	House	2	732	68	£162,000	£2,381	£0	£162,000	£2,381	Completed	2/None	01/05/2021	28/07/2021				
Plot 39 - Dee	Semi	House	2	732	68	£161,000	£2,367	£4,000	£157,000	£2,308	Completed	2/None	13/09/2020	17/03/2021				
Plot 40 - Dee	Semi	House	2	732	68	£161,000	£2,367	£2,500	£158,500	£2,330	Completed	2/None	29/09/2020	18/02/2021				
Plot 41 - Dee	Semi	House	2	732	68	£161,000	£2,367	£1,963	£159,037	£2,338	Completed	2/None	09/10/2020	11/12/2020				
Plot 42 - Dee	Semi	House	2	732	68	£161,000	£2,367	£150	£160,850	£2,364	Completed	2/None	02/10/2020	11/12/2020				
Plot 55 - Dee	Semi	House	2	732	68	£166,000	£2,440	£0	£166,000	£2,440	Exchanged	2/None	30/01/2021	11/05/2021				
Plot 56 - Dee	Semi	House	2	732	68	£166,000	£2,440	£508	£165,492	£2,433	Exchanged	2/None	10/03/2021	10/05/2021				
Plot 57 - Dee	Semi	House	2	732	68	£166,000	£2,440	£0	£166,000	£2,440	Completed	2/None	17/04/2021	14/09/2021				
Plot 58 - Dee	Semi	House	2	732	68	£166,000	£2,440	£150	£165,850	£2,438	Exchanged	2/None	14/02/2021	28/05/2021				
Plot 59 - Dee	Semi	House	2	732	68	£166,500	£2,447	£150	£166,350	£2,445	Completed	2/None	13/05/2021	30/06/2021				
Plot 60 - Dee	Semi	House	2	732	68	£166,500	£2,447	£150	£166,350	£2,445	Completed	2/None	02/05/2021	16/08/2021				
Plot 61 - Dee	Semi	House	2	732	68	£166,500	£2,447	£150	£166,350	£2,445	Exchanged	2/None	28/04/2021	15/10/2021				
Plot 62 - Dee	Semi	House	2	732	68	£166,500	£2,447	£0	£166,500	£2,447	Exchanged	2/None	21/05/2021	11/08/2021				
Plot 92 - Dee	Semi	House	2	732	68		£0		£0	£0		2/None						
Plot 93 - Dee	Semi	House	2	732	68		£0		£0	£0		2/None						
Plot 94 - Dee	Semi	House	2	732	68		£0		£0	£0		2/None						
Plot 95 - Dee	Semi	House	2	732	68		£0		£0	£0		2/None						
Plot 96 - Dee	Semi	House	2	732	68	£169,000	£2,484	£0	£169,000	£2,484	SSTC	2/None	26/07/2021					
Plot 97 - Dee	Semi	House	2	732	68	£169,000	£2,484	£0	£169,000	£2,484	SSTC	2/None	28/07/2021					
Plot 99 - Dee	Semi	House	2	732	68	£169,000	£2,484	£0	£169,000	£2,484	SSTC	2/None	29/07/2021					
Plot 100 - Dee	Semi	House	2	732	68	£169,000	£2,484	£0	£169,000	£2,484	SSTC	2/None	15/08/2021					
Plot 101 - Dee	Semi	House	2	732	68	£169,000	£2,484	£0	£169,000	£2,484	SSTC	2/None	10/08/2021					
Plot 102 - Dee	Semi	House	2	732	68	£169,000	£2,484	£0	£169,000	£2,484	SSTC	2/None	10/08/2021					
Phase 2																		
Plot 73a - Avon	Semi	House	3	910	85	£195,000	£2,306	£0	£195,000	£2,306	Completed	1/Single	01/04/2021	14/07/2021				
Common Way, Tydd St Mary	Detached	Bungalow	4	1,883	175	£550,000	£3,143	£27,500	£522,500	£2,986	SSTC	OR/Single/Carport			Single garage, double carport and off-road parking			
Common Way, Tydd St Mary	Semi	Barn Conv	4	2,163	201	£625,000	£3,109	£31,250	£593,750	£2,954	SSTC	Double Garage			Barn conversion, large garden			
Common Way, Tydd St Mary	Semi	Barn Conv	5	2,690	250	£625,000	£2,500	£31,250	£593,750	£2,375	SSTC	Double Garage			Barn conversion, large garden			
Garmgate Road, Long Sutton	Detached	House	4	3,454	321	£585,000	£1,822	£29,250	£555,750	£1,731	SSTC	Double Garage int			Modern, not brand new, EPC A			
Fleet Road, Fleet, Holbeach	Detached	House	4	2,174	202	£495,000	£2,450	£24,750	£470,250	£2,328	SSTC	Double Garage			More individual, premium house			
Lowery Close, Long Sutton	Detached	House	4	1,506	140	£475,000	£3,393	£23,750	£451,250	£3,223	Sold	Single			Plot 7			
Lowery Close, Long Sutton	Detached	House	4	1,506	140	£450,000	£3,214				Asking	Single			Plot 9, Not Sold, same as Plot 7			

Cavell Way, Fleet Road	Detached	Chalet	4	2,066	192	£375,000	£1,953	£18,750	£356,250	£1,855	SSTC	Single	Part of small development, chalet style
Cavell Way, Fleet Road	Detached	House	4	1,883	175	£369,950	£2,114	£18,498	£351,453	£2,008	SSTC	Double int	Part of small development
Low Gate, Gosberton	Detached	Bungalow	3	1,496	139	£355,000	£2,554	£17,750	£337,250	£2,426	SSTC	Single	Small development of 4
Low Gate, Gosberton	Detached	Bungalow	3	1,162	108	£340,000	£3,148	£17,000	£323,000	£2,991	SSTC	Single	Small development of 4
Broadgate, Sutton St James	Detached	House	5	3,228	300	£800,000	£2,667	£40,000	£760,000	£2,533	SSTC	Garages	Palatial, modern house, 6 years old
Phase 1 Wignal's Gate	(Have deducted areas of garages from GIAs provided by Client, to calculate GIA of living accommodation only)												
Plot 1 - Holly	Detached	House	4	2,421	225	£430,000	£1,911				SSTC	2/Double	Inc. carpets, upgraded kitchen (showhome) and alarm
Plot 2 - Holly	Detached	House	4	2,421	225	£440,000	£1,956				SSTC	2/Double	Inc. carpets
Plot 3 - Cherry	Detached	House	3	1,625	151	£275,000	£1,821				Sold	2/Single	Inc. carpets
Plot 8 - Cherry	Detached	House	3	1,625	151	£285,000	£1,887				Sold	2/Double	Inc. carpets
Plot 4 - Yew	Detached	House	3	1,291	120	£215,000	£1,792				Sold	2/Single	Inc. carpets
Plot 5 - Yew	Detached	House	3	1,291	120	£232,500	£1,938				Sold	2/Single	Inc. carpets
Plot 6 - Yew	Detached	House	3	1,291	120	£252,500	£2,104				Sold	2/Single	Inc. carpets
Plot 7 - Yew	Detached	House	3	1,291	120	£232,500	£1,938				Sold	2/Single	Inc. carpets
Plot 42 - Yew	Detached	House	3	1,291	120	£252,000	£2,100				SSTC	2/Single	Inc. carpets
Plot 62 - Yew	Detached	House	3	1,291	120	£245,000	£2,042				SSTC	2/Single	Inc. carpets
Plot 63 - Yew	Detached	House	3	1,291	120	£245,000	£2,042				SSTC	2/Single	Inc. carpets
Plot 64 - Yew	Detached	House	3	1,291	120	£245,000	£2,042				SSTC	2/Single	Inc. carpets
Plot 65 - Yew	Detached	House	3	1,291	120	£252,500	£2,104				SSTC	2/Single	Inc. carpets
Plot 28 - Alder	Semi	House	2	925	86	£160,000	£1,860				Sold	2/None	Inc. carpets
Plot 29 - Alder	Semi	House	2	925	86	£160,000	£1,860				Sold	2/None	Inc. carpets
Plot 30 - Alder	Semi	House	2	925	86	£160,000	£1,860				Sold	2/None	Inc. carpets
Plot 31 - Alder	Semi	House	2	925	86	£160,000	£1,860				Sold	2/None	Inc. carpets
Plot 13 - Blackthorn	Detached	Bungalow	3	1,625	151	£350,000	£2,318				Sold	2/Double	Inc. carpets
Plot 14 - Blackthorn	Detached	Bungalow	3	1,625	151	£350,000	£2,318				Sold	2/Double	Inc. carpets
Plot 15 - Blackthorn	Detached	Bungalow	3	1,625	151	£350,000	£2,318				Sold	2/Double	Inc. carpets
Plot 20 - Blackthorn	Detached	Bungalow	3	1,625	151	£330,000	£2,185				Sold	2/Single	Inc. carpets
Plot 21 - Blackthorn	Detached	Bungalow	3	1,625	151	£330,000	£2,185				Sold	2/Single	Inc. carpets
Plot 26 - Blackthorn	Detached	Bungalow	3	1,625	151	£330,000	£2,185				Sold	2/Single	Inc. carpets
Plot 27 - Blackthorn	Detached	Bungalow	3	1,625	151	£325,000	£2,152				Sold	2/Single	Inc. carpets
Plot 18 - Pine	Detached	Bungalow	3	1,377	128	£335,000	£2,617				Sold	2/Double	Inc. carpets
Plot 16 - Hazel	Detached	Bungalow	3	1,270	118	£350,000	£2,966				SSTC	2/Double	Inc. carpets
Plot 17 - Hazel	Detached	Bungalow	3	1,270	118	£320,000	£2,712				Sold	2/Double	Inc. carpets
Plot 19 - Hazel	Detached	Bungalow	3	1,270	118	£325,000	£2,754				SSTC	2/Double	Inc. carpets
Plot 22 - Hazel	Detached	Bungalow	3	1,270	118	£300,000	£2,542				SSTC	2/Single	Inc. carpets
Plot 23 - Hazel	Detached	Bungalow	3	1,270	118	£300,000	£2,542				SSTC	2/Single	Inc. carpets
Plot 24 - Hazel	Detached	Bungalow	3	1,270	118	£300,000	£2,542				Sold	2/Single	Inc. carpets
Plot 25 - Hazel	Detached	Bungalow	3	1,270	118	£300,000	£2,542				Sold	2/Single	Inc. carpets

MAXEY GROUNDS

Appendix IV – Costs, Values and Other Assumptions Adopted and S106 Requirements

COST AND OTHER ASSUMPTIONS ADOPTED

Viability Assessment	Ref 21206E				
Client	Loosegate Developments (Long Sutton) Ltd				
Site	Site at Seagate Road, Long Sutton, Lincolnshire				
Statement of Assumptions Made within Appraisal Calculations					
Site area approx. 10.6 Ha. BLV has been assessed as EUV at £25,000 per gross ha, plus premium of £250,000 per gross ha.					
This gives overall BLV of £2,915,000, say £2,900,000.					
Total of 180 x Units (see detailed Accommodation Schedule)					
45 x Affordable Dwellings split into:	31 affordable rented				
	17 shared ownership				
Construction and Development Costs (Standard)					
Timescales	Construction 1st May 2022 - 1st February 2026				
	OM Sales start from 1st October 2022 and finish 1st July 2026				
Build Cost Market & Affordable Housing (25,270 sqm) @		£1,301		£32,887,352	
Basic BCIS Build Cost broken down as follows:		Total GIA (sqm)	Price per sqm		
	Detached House (2 storey):	15,425	£1,318	£20,330,150	
	Detached House (3 storey)	1,220	£1,301	£1,587,220	
	Semi House:	2,490	£1,151	£2,865,990	
	Terraced/Quad (2 storey):	1,376	£1,132	£1,557,632	
	Terraced/Quad (1 storey):	192	£1,330	£255,360	
	Detached Bung:	4,660	£1,350	£6,291,000	
	Total:	25,363	£1,297		
Total House Build					**£1,297**
6% Design and Professional Fees					
2.5% Contingency Allowance					
SUDs and Storm Attenuation:	Pumping station	estimated		£50,000	
	Attenuation Pond	inc. headwall and hydrobrake	estimated	£50,000	**£100,000**
Roads	Approx 1,630m run of adopted roadway at £2,300 per m run			£3,749,000	
	Approx 125m run of unadopted roadway at £1,500 per m run			£187,500	**£3,936,500**
Parking:	363 parking spaces at £600 per space			£817,800	**£817,800**
Garages	7 x singles @ £9,000 each			£63,000	
	85 x doubles @ £15,000 each			£1,275,000	**£1,338,000**
Site Prep and Set Up Welfare inc. Demo	Onsite establishment and welfare (inc. access formation, site office, services etc)			£25,000	**£25,000**
Plot specific external works (i.e. patio, fencing etc) @ £2,500 per plot				£450,000	**£450,000**
Dewatering:	assume single sided @ £125 per linear metre of adopted road			£203,750	**£203,750**
Additional fill to raise site levels av. 300mm				£795,000	**£795,000**
General Site Landscaping				£50,000	**£50,000**
Off Site Works	Diversion of 33kV and 11kV power lines			£142,574	**£142,574**
Total Externals					**£7,858,624**
Affordable Housing & S106 Contributions					
Affordable Housing				25%	
Primary School Contribution				£400,088	
Secondary School Contribution				£548,825	
Sixth Form Contribution				£119,042	
NHS Contribution	£660 per unit			£118,800	
Total Cash S106					**£1,186,755**
Finance, Disposal Costs and Profit					
Stamp Duty Land Tax Land				£134,500	
Finance costs of £20,000 arrangement costs plus £8,000 survey and valuation cost plus 6.25% interest (ave)					
Marketing / agents' costs for Market units of 3% selling and £750 per unit legal costs					
Developer cost of sale to RP				£15,000	
Developers return of 17.5% on Market units and 6% on Affordables					

MAXEY GROUNDS

Accommodation Schedule

MARKET

Reference	Style	Type	No.	Beds	Storeys	GIA (sqm) Accomm	Living	GIA (sqm) inc. Garage Where Int	Total GIA (sqm) (inc. Garage where int)	Garage	Parking	Price per sqm	Price	+5% GDV	-5% GDV	Total GDV	Plots
Foxtail	Detached	House	5	5	3	244			1,220	Double	2	£2,172	£530,000	£556,500	£503,500	£2,650,000	4, 6, 11, 163, 178
Mulberry	Detached	House	5	4	2	250			1,250	Double	2	£2,120	£530,000	£556,500	£503,500	£2,650,000	7, 14, 45, 145, 176,
Hawthorn	Detached	House	4	4	2	254			1,016	Double Att	2	£2,087	£530,000	£556,500	£503,500	£2,120,000	2, 142, 160, 180
Elm	Detached	House	5	4	2	282			1,410	Double	2	£2,039	£575,000	£603,750	£546,250	£2,875,000	3, 5, 144, 146, 159
Willow	Detached	House	5	4	2	240			1,200	Double Att	2	£2,167	£520,000	£546,000	£494,000	£2,600,000	8, 112, 117, 161, 143
Tulip	Detached	House	13	4	2			208	2,704	Double Int	2	£2,139	£445,000	£467,250	£422,750	£5,785,000	9, 10, 15, 17, 85, 120, 135, 148, 152, 156, 162, 169, 175
Aspen	Detached	House	5	4	2	214			1,070	Double	2	£2,103	£450,000	£472,500	£427,500	£2,250,000	12, 13, 149, 168, 179
Cedar	Detached	House	10	4	2	160			1,600	Double	2	£2,375	£380,000	£399,000	£361,000	£3,800,000	16, 19, 43, 123, 124, 147, 150, 151, 173, 174
Plot 1	Detached	Barn Style House	1	4	2	623			623	Quintuple	5	£1,364	£850,000	£892,500	£807,500	£850,000	1
Blackthorn	Detached	Bung	23	3	1	130			2,990	Double Att	2	£2,731	£355,000	£372,750	£337,250	£8,165,000	96, 98, 99, 101, 103, 104, 105, 106, 107, 108, 116, 117, 119, 125, 127, 129, 130, 133, 134, 138, 139, 140, 141
Yew	Detached	House	18	3	2			124	2,232	Single Int	2	£2,056	£255,000	£267,750	£242,250	£4,590,000	30, 33, 36, 39, 40, 110, 111, 113, 114, 137, 153, 154, 164, 165, 166, 167, 170, 171
Cherry	Detached	House	7	3	2	131			917	Single Att	2	£2,099	£275,000	£288,750	£261,250	£1,925,000	18, 44, 121, 122, 136, 157, 158
Cherry	Detached	House	10	3	2	131			1,310	Double Att	2	£2,176	£285,000	£299,250	£270,750	£2,850,000	26, 27, 37, 38, 46, 47, 109, 115, 155, 172
Elder	Detached	Bung	5	3	1	118			590	Double Att	2	£2,797	£330,000	£346,500	£313,500	£1,650,000	91, 92, 93, 94, 95
Hazel	Detached	Bung	8	3	1	135			1,080	Double Att	2	£2,704	£365,000	£383,250	£346,750	£2,920,000	97, 100, 102, 118, 126, 128, 131, 132
Lime	Semi	House	1	3	2	88			88	None	2	£2,216	£195,000	£204,750	£185,250	£195,000	35
Alder	Semi	House	10	2	2	73			730	None	2	£2,397	£175,000	£183,750	£166,250	£1,750,000	20, 21, 22, 23, 24, 25, 41, 42, 77, 78
Total			**135**						**22,030**							**£49,625,000**	

SHARED OWNERSHIP

Reference	Style	Type	No.	Beds	Storeys	GIA (sqm)	GIA (sqm) inc. Garage	Total GIA (sqm)	Garage	Parking	Price per sqm	Price	+5% GDV	-5% GDV	Total GDV	Rent p/w (80%)	Plots
Chestnut	E-Terr	Bung	2	2	1	64		128	None	2	£2,813	£180,000	£189,000	£171,000	£360,000	£120	67, 69
Chestnut	M-Terr	Bung	1	2	1	64		64	None	2	£2,656	£170,000	£178,500	£161,500	£170,000	£120	68
Ash	E-Terr	House	4	2	2	64		256	None	2	£2,578	£165,000	£173,250	£156,750	£660,000	£120	56, 58, 74, 76
Ash	M-Terr	House	2	2	2	64		128	None	2	£2,422	£155,000	£162,750	£147,250	£310,000	£120	57, 75
Lime	Semi	House	5	3	2	88		440	None	2	£2,216	£195,000	£204,750	£185,250	£975,000	£138	28, 29, 31, 32, 34
Total			**14**					**1,016**							**£2,475,000**		

AFFORDABLE RENTED

Reference	Style	Type	No.	Beds	Storeys	GIA (sqm)	GIA (sqm) inc. Garage	Total GIA (sqm)	Garage	Parking	Price per sqm	Price	+5% GDV	-5% GDV	Total GDV	Rent p/w (80%)	Plots
Poplar	Quad	House	8	1	2	52		416	None	2	£2,308	£120,000	£126,000	£114,000	£960,000	£92	50, 51, 52, 53, 61, 62, 63, 64
Ash	M-Terr	House	3	2	2	64		192	None	2	£2,422	£155,000	£162,750	£147,250	£465,000	£120	80, 83, 89
Ash	E-Terr	House	6	2	2	64		384	None	2	£2,578	£165,000	£173,250	£156,750	£990,000	£120	79, 81, 82, 84, 88, 90
Lime	Semi	House	14	3	2	88		1,232	None	2	£2,216	£195,000	£204,750	£185,250	£2,730,000	£138	48, 49, 54, 55, 59, 60, 65, 66, 70, 71, 72, 73, 86, 87
Total			**31**					**2,224**							**£5,145,000**		
TOTALS			**180**					**25,270**							**£57,245,000**		

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£/m2 study

Description: Rate per m2 gross internal floor area for the building Cost including prelims.

Last updated: 29-Jan-2022 00:39

> Rebased to South Holland (100; sample 6)

Maximum age of results: Default period

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810. Housing, mixed developments (15)	1,352	740	1,185	1,313	1,473	3,071	1218
810.1 Estate housing							
Generally (15)	1,349	653	1,150	1,300	1,473	4,678	1491
Single storey (15)	1,517	862	1,290	1,467	1,687	4,678	244
2-storey (15)	1,303	653	1,134	1,268	1,424	2,844	1150
3-storey (15)	1,393	845	1,119	1,332	1,563	2,781	92
4-storey or above (15)	2,844	1,386	2,269	2,534	3,812	4,219	5
810.11 Estate housing detached (15)	1,746	1,005	1,318	1,488	1,757	4,678	21
810.12 Estate housing semi detached							
Generally (15)	1,345	798	1,158	1,313	1,477	2,490	353
Single storey (15)	1,501	997	1,303	1,479	1,657	2,490	73
2-storey (15)	1,306	798	1,151	1,279	1,429	2,275	267
3-storey (15)	1,281	958	1,021	1,266	1,386	1,956	13
810.13 Estate housing terraced							
Generally (15)	1,391	845	1,135	1,318	1,529	4,219	275
Single storey (15)	1,563	1,034	1,330	1,473	1,798	2,189	25
2-storey (15)	1,338	849	1,132	1,278	1,471	2,844	205
3-storey (15)	1,420	845	1,112	1,317	1,599	2,781	43
4-storey or above (10)	4,015	3,812	-	-	-	4,219	2

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MAXEY GROUNDS

Appendix V – HCA Appraisal Tool Output – 180 Units Policy-Compliant Scheme

HCA Development Appraisal Tool — Printed 08/02/2022

Surplus (Deficit) from input land valuation at 4/2/2022 -£3,752,527

HCA DEVELOPMENT APPRAISAL TOOL

SUMMARY | DETAIL

SCHEME

Site Address	Site at Seagate Road, Long Sutton	Date of appraisal	04/02/2022
Site Reference	21206E	Net Residential Site Area	10.6
File Source		Author & Organisation	Maxey Grounds, 22-24 Market Place, March PE15 9JH
Scheme Description	180 Units with 25% Affordable Housing and Cash S106 Contributions	Registered Provider (whei 0	

Housing Mix (Affordable + Open Market)

Total Number of Units	180	units
Total Number of Open Market Units	135	units
Total Number of Affordable Units	45	units
Total Net Internal Area (sq m)	25,270	sq m
% Affordable by Unit	25.0%	
% Affordable by Area	12.8%	
Density	17	units/ hectare
Total Number of A/H Persons	0	Persons
Total Number of Open Market Persons	0	Persons
Total Number of Persons	0	Persons
Gross site Area	10.60	hectares
Net Site Area	10.60	hectares
Net Internal Housing Area / Hectare	2,384	sq m / hectare

equals 10,383 sqft per acre

Average value (£ per unit)	Open Market Phase 1:	Open Market Phase 2:	Open Market Phase 3:	Open Market Phase 4:	Open Market Phase 5:	Total
1 Bed Flat Low rise	£0	£0	£0	£0	£0	
2 Bed Flat Low rise	£0	£0	£0	£0	£0	
3 Bed Flat Low rise	£0	£0	£0	£0	£0	
4 Bed + Flat Low rise	£0	£0	£0	£0	£0	
1 Bed Flat High rise	£0	£0	£0	£0	£0	
2 Bed Flat High rise	£0	£0	£0	£0	£0	
3 Bed Flat High rise	£0	£0	£0	£0	£0	
4 Bed + Flat High rise	£0	£0	£0	£0	£0	
2 Bed House	£175,000	£0	£0	£0	£0	
3 Bed House	£309,653	£0	£0	£0	£0	
4 Bed + House	£482,642	£0	£0	£0	£0	
Total Revenue £	**£49,625,000**	**£0**	**£0**	**£0**	**£0**	**£49,625,000**
Net Area (sq m)	22,030	-	-	-	-	22,030
Revenue (£ / sq m)	£2,253	-	-	-	-	

CAPITAL VALUE OF OPEN MARKET SALES **£49,625,000**

Capital Value of Private Rental	
Phase 1	£0
Phase 2	£0
Phase 3	£0
Phase 4	£0
Phase 5	£0
Total PR	£0

CAPITAL VALUE OF OPEN MARKET HOUSING			£49,625,000	£ 2,253 psqm
BUILD COST OF OPEN MARKET HOUSING Inc Contingency	£29,287,233	£ 1,329 psqm		
CONTRIBUTION TO SCHEME COSTS FROM OPEN MARKET HOUSING				£20,337,767

AH Residential Values

AH & RENTAL VALUES BASED ON NET RENTS

Type of Unit	Social Rented	Shared Ownership (all phases)	Affordable Rent (all phases)	Total
1 Bed Flat Low rise				
2 Bed Flat Low rise				
3 Bed Flat Low rise				
4 Bed + Flat Low rise				
1 Bed Flat High rise				
2 Bed Flat High rise				
3 Bed Flat High rise				
4 Bed + Flat High rise				
2 Bed House		£978,786	£1,407,852	£2,386,638
3 Bed House		£636,211	£1,497,775	£2,133,985
4 Bed + House				
	£0	£1,614,996	£2,905,627	£4,520,624
£ psqm of CV (phase 1)	-	1,474	1,306	

CAPITAL VALUE OF ALL AFFORDABLE HOUSING (EXCLUDING OTHER FUNDING)			£4,520,624
RP Cross Subsidy (use of own assets)			£0
LA s106 commuted in lieu			£0
RP Re-cycled SHG			£0
Use of AR rent conversion income			£0
Other source of AH funding			£0
OTHER SOURCES OF AFFORDABLE HOUSING FUNDING			£0
CAPITAL VALUE OF ALL AFFORDABLE HOUSING (INCLUDING OTHER FUNDING)			£4,520,624
BUILD COST OF AFFORDABLE HOUSING Inc Contingency	£4,307,337	£ 1,329 psqm	

HCA Development Appraisal Tool — Printed 08/02/2022

CONTRIBUTION TO SCHEME COSTS FROM AFFORDABLE HOUSING £213,287

Car Parking

No. of Spaces	Price per Space (£)	Value
363	-	£0

Value of Residential Car Parking		£0
Car Parking Build Costs	£217,800	

Ground rent

	Capitalised annual ground rent
Social Rented	£0
Shared Ownership	£0
Affordable Rent	£0
Open market (all phases)	£0
Capitalised Annual Ground Rents	£0

TOTAL CAPITAL VALUE OF RESIDENTIAL SCHEME		£54,145,624
TOTAL BUILD COST OF RESIDENTIAL SCHEME	£33,812,370	
TOTAL CONTRIBUTION OF RESIDENTIAL SCHEME		£20,333,254

Non-Residential

	Cost	Values
Office	£0	£0
Retail	£0	£0
Industrial	£0	£0
Leisure	£0	£0
Community Use	£0	£0
Community Infrastructure Levy	£0	

CAPITAL VALUE OF NON-RESIDENTIAL SCHEME		£0
COSTS OF NON-RESIDENTIAL SCHEME	£0	
CONTRIBUTION TO SCHEME COSTS FROM NON-RESIDENTIAL		£0

GROSS DEVELOPMENT VALUE OF SCHEME		£54,145,624
TOTAL BUILD COSTS	£33,812,370	
TOTAL CONTRIBUTION TO SCHEME COSTS		£20,333,254

External Works & Infrastructure Costs (£)			Per unit	% of GDV	per Hectare
Site Preparation/Demolition		£25,000	139	0.0%	2,358
Roads and Sewers		£3,936,500	21,869	7.3%	371,368
SUDs and Storm Attenuation		£100,000	556	0.2%	9,434
Plot specific external works		£450,000	2,500	0.8%	42,453
Dewatering		£203,750	1,132	0.4%	19,222
Additional fill to raise site levels		£795,000	4,417	1.5%	75,000
General Site Landscaping		£50,000	278	0.1%	4,717
£0		£0			
Garages		£1,338,000	7,433	2.5%	126,226
Off Site Works		£142,574	792	0.3%	13,450
		£7,040,824		13.0%	664,229
Other site costs					
Fees and certification	6.0%	£1,979,579	10,998	3.7%	186,753
Other Acquisition Costs (£)		£0			
Site Abnormals (£)					
De-canting tenants		£0			
Decontamination		£0			
Other		£0			
Other 2		£0			
Other 3		£0			
Other 4		£0			
Other 5		£0			
		£0			
Total Site Costs inc Fees		£9,020,403	50,113		
Statutory 106 Costs (£)					
Education		£1,067,955	5,933		
Sport & Recreation		£0			
Social Infrastructure		£0			
Public Realm		£0			
Affordable Housing		£0			
Transport		£0			
Highway		£0			
Health		£118,800	660		
Public Art		£0			
Flood work		£0			
Community Infrastructure Levy		£0			
Other Tariff		£0			
Other 1		£0			
Other 2		£0			
Other 3		£0			
Other 4		£0			
Statutory 106 costs		£1,186,755	6,593		

HCA Development Appraisal Tool — Printed 08/02/2022

Marketing (Open Market Housing ONLY)			per OM unit			
Sales/letting Fees	3.0%	£1,488,750	11,028			
Legal Fees (per Open Market unit):	£750	£101,250	750			
Marketing (Affordable Housing)			per affordable unit			
Developer cost of sale to RP (£)		£15,000	333			
RP purchase costs (£)		£0				
Intermediate Housing Sales and Marketing (£)		£0				
Total Marketing Costs		**£1,605,000**				
Total Direct Costs			**£45,624,528**			
Finance and acquisition costs						
Land Payment		£2,900,000	21,481	per OM home	273,585	per hectare
Arrangement Fee		£20,000	1.4%	of interest		
Misc Fees (Surveyors etc)		£8,000	0.01%	of scheme value		
Agents Fees		£0				
Legal Fees		£21,750				
Stamp Duty		£134,500				
Total Interest Paid		£1,405,005				
Total Finance and Acquisition Costs			**£4,489,255**			
Developer's return for risk and profit						
Residential						
Market Housing Return (Inc OH) on Valu	17.5%	£8,684,375	64,329	per OM unit		
Affordable Housing Return on Cost	6.0%	£252,137	5,603	per affordable unit		
Return on sale of Private Rent	0.0%	£0	#DIV/0!	per PR unit		
Non-residential						
Office	£0					
Retail	£0					
Industrial	£0					
Leisure	£0					
Community-use	£0	£0				
Total Operating Profit			**£8,936,512**			
(i.e. profit after deducting sales and site specific finance costs but before deducting developer overheads and taxation)						
TOTAL COST			**£59,050,295**			
Surplus/(Deficit) at completion 1/7/2026					**(£4,904,671)**	
Present Value of Surplus (Deficit) at 4/2/2022					**(£3,752,527)**	
Scheme Investment MIRR		**12.6%**	(before Developer's returns and interest to avoid double counting returns)			
Site Value as a Percentage of Total Scheme Value		5.4%		Peak Cash Requirement		-£11,546,773
Site Value (PV) per hectare		-£354,012	per hectare	-£187,254	per acre	

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Appendix VI – HCA Appraisal Tool Output – 180 Units No Affordable Housing or S106 Cash Contributions

HCA Development Appraisal Tool — Printed 08/02/2022

Surplus (Deficit) from input land valuation at 4/2/2022 -£1,044,711

HCA DEVELOPMENT APPRAISAL TOOL — SUMMARY — DETAIL

SCHEME

Site Address	Site at Seagate Road, Long Sutton	Date of appraisal	04/02/2022
Site Reference	21206E	Net Residential Site Area	10.6
File Source		Author & Organisation	Maxey Grounds, 22-24 Market Place, March PE15 9JH
Scheme Description	180 Units with No Affordable Housing and No Cash S106 Contributions	Registered Provider (whet 0	

Housing Mix (Affordable + Open Market)

Total Number of Units	180	units
Total Number of Open Market Units	180	units
Total Number of Affordable Units	0	units
Total Net Internal Area (sq m)	25,270	sq m
% Affordable by Unit	0.0%	
% Affordable by Area	0.0%	
Density	17	units/ hectare
Total Number of A/H Persons	0	Persons
Total Number of Open Market Persons	0	Persons
Total Number of Persons	0	Persons
Gross site Area	10.60	hectares
Net Site Area	10.60	hectares
Net Internal Housing Area / Hectare	2,384	sq m / hectare

equals 10,383 sqft per acre

Average value (£ per unit)	Open Market Phase 1:	Open Market Phase 2:	Open Market Phase 3:	Open Market Phase 4:	Open Market Phase 5:	Total
1 Bed Flat Low rise	£0	£0	£0	£0	£0	
2 Bed Flat Low rise	£0	£0	£0	£0	£0	
3 Bed Flat Low rise	£0	£0	£0	£0	£0	
4 Bed + Flat Low rise	£0	£0	£0	£0	£0	
1 Bed Flat High rise	£0	£0	£0	£0	£0	
2 Bed Flat High rise	£0	£0	£0	£0	£0	
3 Bed Flat High rise	£0	£0	£0	£0	£0	
4 Bed + Flat High rise	£0	£0	£0	£0	£0	
2 Bed House	£157,361	£0	£0	£0	£0	
3 Bed House	£285,714	£0	£0	£0	£0	
4 Bed + House	£482,642	£0	£0	£0	£0	
Total Revenue £	**£57,245,000**	**£0**	**£0**	**£0**	**£0**	**£57,245,000**
Net Area (sq m)	25,270	-	-	-	-	25,270
Revenue (£ / sq m)	£2,265	-	-	-	-	

CAPITAL VALUE OF OPEN MARKET SALES £57,245,000

Capital Value of Private Rental

Phase 1	£0
Phase 2	£0
Phase 3	£0
Phase 4	£0
Phase 5	£0
Total PR	£0

CAPITAL VALUE OF OPEN MARKET HOUSING			£57,245,000	£ 2,265 psqm
BUILD COST OF OPEN MARKET HOUSING Inc Contingency	£33,594,570	£ 1,329 psqm		
CONTRIBUTION TO SCHEME COSTS FROM OPEN MARKET HOUSING				£23,650,430

AH Residential Values

AH & RENTAL VALUES BASED ON NET RENTS

Type of Unit	Social Rented	Shared Ownership (all phases)	Affordable Rent (all phases)	Total
1 Bed Flat Low rise				
2 Bed Flat Low rise				
3 Bed Flat Low rise				
4 Bed + Flat Low rise				
1 Bed Flat High rise				
2 Bed Flat High rise				
3 Bed Flat High rise				
4 Bed + Flat High rise				
2 Bed House				
3 Bed House				
4 Bed + House				
	£0	£0	£0	£0
£ psqm of CV (phase 1)	-	-	-	

CAPITAL VALUE OF ALL AFFORDABLE HOUSING (EXCLUDING OTHER FUNDING)		£0
RP Cross Subsidy (use of own assets)		£0
LA s106 commuted in lieu		£0
RP Re-cycled SHG		£0
Use of AR rent conversion income		£0
Other source of AH funding		£0
OTHER SOURCES OF AFFORDABLE HOUSING FUNDING		£0
CAPITAL VALUE OF ALL AFFORDABLE HOUSING (INCLUDING OTHER FUNDING)		£0
BUILD COST OF AFFORDABLE HOUSING Inc Contingency	£0	#DIV/0!

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CONTRIBUTION TO SCHEME COSTS FROM AFFORDABLE HOUSING £0

Car Parking

No. of Spaces	Price per Space (£)	Value
363	-	£0

Value of Residential Car Parking		£0
Car Parking Build Costs	£217,800	

Ground rent

	Capitalised annual ground rent
Social Rented	£0
Shared Ownership	£0
Affordable Rent	£0
Open market (all phases)	£0
Capitalised Annual Ground Rents	£0

TOTAL CAPITAL VALUE OF RESIDENTIAL SCHEME		£57,245,000
TOTAL BUILD COST OF RESIDENTIAL SCHEME	£33,812,370	
TOTAL CONTRIBUTION OF RESIDENTIAL SCHEME		£23,432,630

Non-Residential

	Cost	Values
Office	£0	£0
Retail	£0	£0
Industrial	£0	£0
Leisure	£0	£0
Community Use	£0	£0
Community Infrastructure Levy	£0	

CAPITAL VALUE OF NON-RESIDENTIAL SCHEME		£0
COSTS OF NON-RESIDENTIAL SCHEME	£0	
CONTRIBUTION TO SCHEME COSTS FROM NON-RESIDENTIAL		£0

GROSS DEVELOPMENT VALUE OF SCHEME		£57,245,000
TOTAL BUILD COSTS	£33,812,370	
TOTAL CONTRIBUTION TO SCHEME COSTS		£23,432,630

External Works & Infrastructure Costs (£)			Per unit	% of GDV	per Hectare
Site Preparation/Demolition		£25,000	139	0.0%	2,358
Roads and Sewers		£3,936,500	21,869	6.9%	371,368
SUDs and Storm Attenuation		£75,000	417	0.1%	7,075
Plot specific external works		£450,000	2,500	0.8%	42,453
Dewatering		£203,750	1,132	0.4%	19,222
Additional fill to raise site levels		£795,000	4,417	1.4%	75,000
General Site Landscaping		£50,000	278	0.1%	4,717
£0		£0			
Garages		£1,338,000	7,433	2.3%	126,226
Off Site Works		£142,574	792	0.2%	13,450
		£7,015,824		12.3%	661,870
Other site costs					
Fees and certification	6.0%	£1,979,579	10,998	3.5%	186,753
Other Acquisition Costs (£)		£0			
Site Abnormals (£)					
De-canting tenants		£0			
Decontamination		£0			
Other		£0			
Other 2		£0			
Other 3		£0			
Other 4		£0			
Other 5		£0			
		£0			
Total Site Costs Inc Fees		£8,995,403	49,974		

Statutory 106 Costs (£)	
Education	£0
Sport & Recreation	£0
Social Infrastructure	£0
Public Realm	£0
Affordable Housing	£0
Transport	£0
Highway	£0
Health	£0
Public Art	£0
Flood work	£0
Community Infrastructure Levy	£0
Other Tariff	£0
Other 1	£0
Other 2	£0
Other 3	£0
Other 4	£0
Statutory 106 costs	£0

HCA Development Appraisal Tool — Printed 08/02/2022

Marketing (Open Market Housing ONLY)			per OM unit		
Sales/letting Fees	3.0%	£1,717,350	9,541		
Legal Fees (per Open Market unit):	£750	£135,000	750		
Marketing (Affordable Housing)			per affordable unit		
Developer cost of sale to RP (£)		£0			
RP purchase costs (£)		£0			
Intermediate Housing Sales and Marketing (£)		£0			
Total Marketing Costs		**£1,852,350**			
Total Direct Costs			**£44,660,123**		
Finance and acquisition costs					
Land Payment		£2,900,000	16,111	per OM home	273,585 per hectare
Arrangement Fee		£20,000	2.4%	of interest	
Misc Fees (Surveyors etc)		£8,000	0.01%	of scheme value	
Agents Fees		£0			
Legal Fees		£21,750			
Stamp Duty		£134,500			
Total Interest Paid		£848,223			
Total Finance and Acquisition Costs			**£3,932,473**		
Developer's return for risk and profit					
Residential					
Market Housing Return (Inc OH) on Valu	17.5%	£10,017,875	55,655	per OM unit	
Affordable Housing Return on Cost	6.0%	£0		per affordable unit	
Return on sale of Private Rent	0.0%	£0	#DIV/0!	per PR unit	
Non-residential					
Office	£0				
Retail	£0				
Industrial	£0				
Leisure	£0				
Community-use	£0	£0			
Total Operating Profit			**£10,017,875**		
(i.e. profit after deducting sales and site specific finance costs but before deducting developer overheads and taxation)					
TOTAL COST			£58,610,471		
Surplus/(Deficit) at completion 1/7/2026				**(£1,365,471)**	
Present Value of Surplus (Deficit) at 4/2/2022				**(£1,044,711)**	
Scheme Investment MIRR		**21.2%**	(before Developer's returns and interest to avoid double counting returns)		
Site Value as a Percentage of Total Scheme Value		5.1%		Peak Cash Requirement	-£8,880,191
Site Value (PV) per hectare		-£98,558	per hectare	-£52,132 per acre	