



Shepway DC CIL & Whole Plan Economic Viability Assessment

July 2014

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Shepway District Council- Appendix I - Local Plan & CIL Viability Assessment - Residential Assumptions Overview Sheet

Scenario type Appraised	Density		Site type	Dwelling Mix (BF = Bed Flat; BH = Bed House)	Percentage Affordable Housing & Tenure Mix	Percentage Affordable Housing & Tenure Mix		Percentage Affordable Housing & Tenure Mix		Build Period (Months)
	Higher	Lower			0% Affordable Housing*	20% Affordable Housing*		30% Affordable Housing*		
					Private Mix	Private Mix	Affordable Mix: Tenure Split 60% Rent; 40% Intermediate (shared ownership)	Private Mix	Affordable Mix: Tenure Split 60% Rent; 40% Intermediate (shared ownership)	
1 House**	30	30	PDL / Existing Residential	1 x 4BH	1 x 4BH	N/A	N/A	N/A	N/A	6
4 Houses**	45	30	PDL / Existing Residential	4 x 3BH	4 x 3BH	N/A	N/A	N/A	N/A	6
5 Houses**	45	30	PDL / Existing Residential	5 x 3BH	5 x 3BH	4 x 3BH	1 x 3BH AR	N/A	N/A	6
9 Houses**	45	30	Greenfield / PDL	9 x 4BH	9 x 4BH	8 x 4BH	1 x 4BH	N/A	N/A	9
10 Houses	45	30	Greenfield / PDL	10 x 4BH	10 x 4BH	8 x 4BH	2 x 4BH	N/A	N/A	9
15 Houses	45	30	Greenfield / PDL	10 x 3BH, 5 x 4BH	N/A	N/A	N/A	7 x 3BH, 3 x 4BH	1 x 3BH, 2 x 4BH AR; 2 x 3BH SO	12
15 Flats	75	N/A	Greenfield / PDL	5 x 1BF, 10 x 2BF	N/A	N/A	N/A	3 x 1BF, 7 x 2BF	1 x 1BF, 2 x 2BF AR; 1 x 1BF, 1 x 2BF SO	12
25 Mixed	55	35	Greenfield / PDL	5 x 1BF, 3 x 2BF, 4 x 2BH, 10 x 3BH, 3 x 4BH	N/A	N/A	N/A	3 x 1BF, 2 x 2BF, 3 x 2BH, 7 x 3BH, 2 x 4BH	1 x 1BF, 1 x 2BF, 3 x 3BH, 1 x 4BH AR; 1 x 1BF, 1 x 2BH SO	12
30 Flats (Sheltered)	125	125	PDL	22 x 1BF, 8 x 2BF	N/A	N/A	N/A	15 x 1BF, 6 x 2BF	4 x 1BF, 1 x 2BF AR; 3 x 1BF, 1 x 2BF SO	18
50 Flats	75	N/A	PDL	8 x 1BF, 42 x 2BF	N/A	N/A	N/A	6 x 1BF, 29 x 2BF	1 x 1BF, 8 x 2BF AR; 1 x 1BF, 5 x 2BF SO	18
50 Mixed	55	35	Greenfield / PDL	10 x 1BF, 6 x 2BF, 8 x 2BH, 20 x 3BH, 6 x 4BH	N/A	N/A	N/A	7 x 1BF, 4 x 2BF, 6 x 2BH, 14 x 3BH, 4 x 4BH	1 x 2BF, 6 x 3BH, 2 x 4BH AR; 3 x 1BF, 1 x 2BF, 2 x 2BH SO	18
100 Mixed	55	35	Greenfield / PDL	10 x 1BF, 15 x 2BF, 15 x 2BH, 40 x 3BH, 20 x 4BH	N/A	N/A	N/A	7 x 1BF, 10 x 2BF, 10 x 2BH, 28 x 3BH, 14 x 4BH	1 x 2BH, 12 x 3BH, 6 x 4BH AR; 3 x 1BF, 5 x 2BF, 4 x 2BH SO	24
100 Flats	150	N/A	PDL	45 x 1BF, 55 x 2BF	N/A	N/A	N/A	31 x 1BF, 38 x 2BF	8 x 1BF, 10 x 2BF AR; 6 x 1BF, 7 x 2BF SO	24
500 Mixed	35		Greenfield	75 x 1BF, 100 x 2BF, 50 x 2BH, 175 x 3BH, 100 x 4BH	N/A	N/A	N/A	52 x 1BF, 70 x 2BF, 35 x 2BH, 122 x 3BH, 70 x 4BH	3 x 1BF, 2 x 2BF, 3 x 2BH, 53 x 3BH, 30 x 4BH AR; 20 x 1BF, 28 x 2BF, 12 x 2BH SO	60***
1,500 Mixed	35		Greenfield	225 x 1BF, 300 x 2BF, 150 x 2BH, 525 x 3BH, 300 x 4BH	N/A	N/A	N/A	156 x 1BF, 210 x 2BF, 105 x 2BH, 366 x 3BH, 210 x 4BH	9 x 1BF, 6 x 2BF, 9 x 2BH, 159 x 3BH, 90 x 4BH AR; 60 x 1BF, 84 x 2BF, 36 x 2BH SO	120***

*Fully applied policy position. Actual percentage will vary due to policy requirement.

**zero% affordable housing also tested (sensitivity testing) to reflect current Government consultation on affordable housing thresholds.

*** Assumes multiple developers

Unit Sizes (sq. m)*	Affordable	Private
1-bed flat	50	45
2-bed flat	67	60
2-bed house	75	75
3-bed house	85	95
4-bed house	110	125

Open Market Value	VL1	VL2	VL3	VL4	VL5	VL6	VL7	VL8	VL9	VL10	VL11	VL12
1 Bed Flat	£90,000	£96,750	£103,500	£110,250	£117,000	£123,750	£130,500	£137,250	£150,750	£164,250	£177,750	£191,250
2 Bed Flat	£120,000	£129,000	£138,000	£147,000	£156,000	£165,000	£174,000	£183,000	£201,000	£219,000	£237,000	£255,000
2 Bed House	£150,000	£161,250	£172,500	£183,750	£195,000	£206,250	£217,500	£228,750	£251,250	£273,750	£296,250	£318,750
3 Bed House	£190,000	£204,250	£218,500	£232,750	£247,000	£261,250	£275,500	£289,750	£318,250	£346,750	£375,250	£403,750
4 Bed House	£250,000	£268,750	£287,500	£306,250	£325,000	£343,750	£362,500	£381,250	£418,750	£456,250	£493,750	£531,250
Value House (£/m2)	£2,000	£2,150	£2,300	£2,450	£2,600	£2,750	£2,900	£3,050	£3,350	£3,650	£3,950	£4,250

Affordable Housing Revenue: Affordable Rented - capitalisation based on up to 80% of net market rent. Dover - Shepway BRMA LHA rates applied for 1 & 2-bed properties (£86.54 & £115 per week respectively) and £144 & £161 per week respectively for 3 and 4 beds.

Affordable Rent Value: 1-bed flat = £63,366; 2-bed flat = £83,760; 2-bed house = £83,760; 3-bed house = £104,882; 4-bed house = £117,264

Shared Ownership Value: Average of 65% of market value

Development / Policy Costs			
RESIDENTIAL BUILDING, MARKETING & S106 COSTS			
Build Costs Mixed Developments - generally (£/sq. m) ¹		£1,008	
Build Costs Estate Housing - generally (£/sq. m)		£975	
Build Costs Flats - generally (£/sq. m)		£1,162	
Build Costs Flats - 6+ storey (£/sq. m)		£1,455	
Build Costs (Sheltered Housing - 3-storey) (£/sq.m) ¹		£1,194	
Build Costs Houses (One-off housing - =<3 units) (£/sq. m) ¹		£1,432	
Site Prep & Survey Costs (£ / unit)		£4,500	£400,000/gross hectare - strategic scale development
Contingencies (% of build cost)		5%	
Professional & Other Fees (% of build cost)		10.0%	
Sustainable Design / Construction Standards (average £ per unit E/O cost) - CFSH L4 ²		£1,932	
Includes CS Requirement for Water (105l/p/day)			
Sustainable Design / Construction Standards - zero carbon compliance (£/m ²) ²		£60/m ²	Sensitivity Test Only
Lifetime Homes (20% of dwellings) ³		£1,975	
Residual s.106 /non-CIL costs (£ per unit) - small scale PDL / Greenfield sites		£3,000	In addition to CIL trial rates applied - taken from s106 costs assumed still to apply after introduction of CIL (site specific mitigation) and including notional allowance towards POS
Residual s.106 /non-CIL costs (£ per unit) - large scale strategic greenfield sites		£10,000	Notional allowance but based on known large strategic sites in SDC
Marketing & Sales Costs (%of GDV)		3%	
Legal Fees on sale (£ per unit)		£750	
DEVELOPER'S RETURN FOR RISK AND PROFIT			
Open Market Housing Profit (% of GDV)		20.0%	
Affordable Housing Profit (% of GDV)		6.0%	
FINANCE & ACQUISITION COSTS			
Arrangement Fees - (% of loan)		2.0%	
Agents Fees (% of site value)		1.50%	
Legal Fees (% of site value)		0.75%	
Stamp Duty Land Tax (% of site value)		0% to 5%	HMRC scale
Finance Rate - Build (%)		6.5%	
Finance Rate - Land (%)		6.5%	

Notes:

¹ Build cost taken as Median figure from BCIS for that build type - e.g. flats ; houses storey heights etc. and then rounded. Median figure gives a better figure than the Mean as it is not so influenced by rogue figures that can distort the mean on small sample sizes. The BCIS figure for Shepway has been used (location index 1.05). BCIS data: GIA: Mixed Development (generally): £916/m² GIA; Estate Housing (generally) - £886/m²; Flats (generally) - £1,056./m²; Flats (6+ Storey) - £1,323/m²; Sheltered housing - £1,085/m²; one-off housing (detached): £1,302/m².

BCIS build costs rebased to Average figure of Shepway Location Factor (105 compared with national base 100) including preliminaries and contractor's profit but without externals, contingencies or fees.

Above build costs include external works at 10% (added to BCIS basis).

² The above costs are based on the DCLG Housing Standards Review Impact Assessment costings assuming CFSH L4 base. Appraisals assume cost uplift in line with figures above assuming average cost uplift from each unit type (£1,932 per unit average). Sensitivity testing on Zero Carbon compliance - data taken from Zero Carbon Hub / Sweett - Cost Analysis: Meeting the Zero Carbon Standard (February 2014). Cost of meeting zero carbon against Part L 2010 baseline (note reduced costs against Part L 2013 baseline) - £76/m² (detached houses), £62/m² (semi-detached houses), £57/m² (terraced houses), £43/m² (flats). For the purposes of this study and given that modelling is based on bedroom numbers rather than dwelling type, an average of those costs has been used - £60/m².

³ Allowance to achieve Lifetime Homes Standards acknowledged within report as potential variable cost issue (depending on design etc.).DCLG Housing Standards Review Impact Assessment costings indicate average extra over cost to be £1,045 (works cost) and £930 (additional space cost). Total average for LTH = £1,975 per unit. Building for Life requirements assumed not to add any additional cost over those included.

Shepway District Council - Appendix I - Local Plan & CIL Viability Assessment - Commercial Assumptions Overview Sheet

Development Use Type / Use Class indication	Example Scheme Type	GIA (sq. m)	Site Coverage	Site Size (Ha)	Build Period (Months)**	Values Range - Annual Rents £/sq. m (unless stated otherwise)			Build Cost (£/sq. m)*	External works cost addition (%)	Total Build Cost (£/sq. m excl fees etc)	Notes:
						Low	Mid	High				
Retail - larger format (A1) - convenience	Large Supermarket - Town centre	2500	40%	0.63	12	£200	£250	£300	£1,086	20%	£1,303	BCIS - Hypermarkets / Supermarkets - generally
Retail - larger format (A1) - comparison	Retail Warehousing - edge of centre	1500	25%	0.60	7	£100	£175	£225	£629	20%	£755	BCIS - Retail Warehousing - up to 1000 sq. m
A1- A5 - Small Retail	Other retail - town centre	300	70%	0.04	6	£70	£120	£170	£753	20%	£904	BCIS - Shops - Generally
A1-A5 - Small retail	Convenience Stores	300	50%	0.06	6	£80	£100	£120	£753	20%	£904	BCIS - Shops - Generally
A1-A5 - Small Retail	Farm shop, rural unit, café or similar	200	40%	0.05	6	£60	£80	£100	£753	20%	£904	BCIS - Shops - Generally
B1(a) Offices - Town Centre	Office Building	500	60%	0.08	6	£75	£100	£125	£1,318	20%	£1,582	BCIS - Offices - 3-5 stories; air-conditioned
B1(a) Offices - Out of town centre	Office Building (business park type - various)	2500	40%	0.63	12	£100	£125	£150	£1,259	20%	£1,511	BCIS - Offices generally
B1(a) Offices - Rural	Farm diversification, rural business centres, ancillary to other rural area uses	250	40%	0.06	6	£70	£85	£100	£1,243	20%	£1,492	BCIS - Offices generally
B1, B2, B8 - Industrial / Warehousing	Start-up / move-on unit	500	40%	0.13	6	£45	£65	£85	£923	20%	£1,108	BCIS - Advance factories / offices - mixed facilities (B1) 500 - 2,000 sq. m
B1, B2, B8 - Industrial / Warehousing	Larger industrial / warehousing unit including offices - edge of centre	2000	40%	0.50	9	£40	£55	£70	£640	20%	£768	BCIS - Advance factories / offices - mixed facilities (B1) > 2,000 sq. m
C1 - Hotel	Hotel - various types - tourism-led (range dependant on market / type). 60-bed.	2800	80%	0.35	14	£3,000**	£4,000**	£5,000**	Variable - £1,224 - £1,712/sq. m total			BCIS data (specific sites and information review).
C2 - Residential Institution	Nursing home / care home	3000	60%	0.50	16	£110	£130	£150	£1,483	20%	£1,780	BCIS - Nursing Homes, convalescent homes, short stay medical homes
Other / Sui Generis	Variable - considered on strength of values / costs relationship basis for a range of other development uses including agricultural / horticultural / clinics / fitness / leisure / Agricultural storage. D Class uses) etc.	Value / costs relationship strength considered in report										

* Convenience stores with sales area of less than 3,000 sq ft (280 sq m), assuming longer opening hours.

**per room per annum

Development Costs	
BREAAM / other enhancements addition contingency (% of cost) ¹	8%
Professional Fees (% of cost)	10%
Contingencies (% of cost)	5%
Planning / Building Regs etc / insurances (% of cost)	2.0%
Site survey / preparation costs / S106	Variable
Finance Costs	
Finance rate p.a. (including over lead-in and letting / sales period)	6.5%
Arrangement / other fees (% of cost)	2.0%
Marketing Costs	
Advertising Fees (% of annual income)	1%
Letting Fees (% of annual income)	10%
Purchaser's costs	5.75%
Developer Profit (% of GDV)	20%
Yields	Variable applicability - tested across range at 5.0% to 8.0%
Site Acquisition Costs	
Agents Fees (% of site value)	1.50%
Legal Fees (% of site value)	0.75%
Stamp Duty (% of value - HMRC scale)	0 to 5%

*BCIS Median - Location Factor for Shepway (105; compared with 100 base)

**BCIS Construction Duration Calculator

¹ For non-residential developments requirement for BREEAM Very Good from 2013; Excellent from 2016 plus 10% - 20% on-site renewable / low carbon sources. Cost addition estimate only.

Appendix I - SDC Development Appraisal Assumptions v10 Final.xlsx

Affordable Housing Revenue: Dover - Shepway BRMA LHA rates.

	Ashford BRMA	Canterbury BRMA	Dover-Shepway BRMA	Average
One Bedroom Rate:	£117.91	£119.10	£86.54	£107.85
Two Bedrooms Rate:	£139.84	£148.87	£115.38	£134.70
Three Bedrooms Rate:	£161.54	£178.66	£144.23	£161.48
Four Bedrooms Rate:	£221.42	£269.81	£161.54	£217.59

Appendix IIa

Residential Appraisal Results Summary - Lower Density

Note: Please refer to Section 3.1.15 Pages 48 - 53 of the main report for detailed explanation of the results tables including the significance of the colour coded key.

Table 1a: Residual Land Value Results by Value Level & CIL Rate - 1 Unit Scheme - Houses (30dph)

Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m ²	Typical Location ¹ & Value Level Indication ²	Residual Land Value (£)																
						Residual Land Value - £0/m ² CIL	Residual Land Value - £15/m ² CIL	Residual Land Value - £30/m ² CIL	Residual Land Value - £45/m ² CIL	Residual Land Value - £60/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £90/m ² CIL	Residual Land Value - £105/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £135/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £165/m ² CIL	Residual Land Value - £180/m ² CIL				
1 House 0% AH	PDL / Existing Residential	125	1	£2,000	PDL / Existing Residential	Negative RLV																
			2	£2,150		Negative RLV																
			3	£2,300		Negative RLV																
			4	£2,450		Negative RLV																
			5	£2,600		£8,956	£7,200	£5,443	£3,687	£1,931	£175	Negative RLV										
			6	£2,750		£21,935	£20,179	£18,422	£16,666	£14,910	£13,154	£11,397	£9,641	£7,885	£6,129	£4,372	£2,616	£860				
			7	£2,900		£34,914	£33,158	£31,401	£29,645	£27,889	£26,133	£24,376	£22,620	£20,864	£19,108	£17,351	£15,595	£13,839				
			8	£3,050		£47,893	£46,137	£44,380	£42,624	£40,868	£39,112	£37,355	£35,599	£33,843	£32,087	£30,330	£28,574	£26,818				
			9	£3,350		£60,872	£59,115	£57,359	£55,603	£53,847	£52,090	£50,334	£48,578	£46,822	£45,066	£43,309	£41,553	£39,797				
			10	£3,650		£86,830	£85,073	£83,317	£81,561	£79,805	£78,048	£76,292	£74,536	£72,780	£71,023	£69,267	£67,511	£65,755				
			11	£3,950		£111,394	£109,638	£107,882	£106,126	£104,370	£102,614	£100,858	£99,102	£97,346	£95,590	£93,834	£92,078	£90,322				
			12	£4,250		£137,045	£135,289	£133,533	£131,777	£130,021	£128,265	£126,509	£124,753	£123,000	£121,244	£119,488	£117,732	£115,976				
								£162,695	£160,939	£159,183	£157,427	£155,671	£153,915	£152,159	£150,403	£148,647	£146,891	£145,135				
								Residual Land Value (£/Ha)														
						1	£2,000	PDL / Existing Residential	Negative RLV													
						2	£2,150		Negative RLV													
						3	£2,300		Negative RLV													
						4	£2,450		Negative RLV													
						5	£2,600		£241,811	£194,392	£146,974	£99,555	£52,136	£4,718	Negative RLV							
						6	£2,750		£592,242	£544,824	£497,405	£449,986	£402,568	£355,149	£307,730	£260,312	£212,893	£165,474	£118,056	£70,637	£23,219	
						7	£2,900		£942,674	£895,255	£847,836	£800,418	£752,999	£705,580	£658,162	£610,743	£563,324	£515,906	£468,487	£421,069	£373,650	
						8	£3,050		£1,293,105	£1,245,686	£1,198,268	£1,150,849	£1,103,430	£1,056,012	£1,008,593	£961,174	£913,756	£866,337	£818,919	£771,500	£724,081	
						9	£3,350		£1,643,536	£1,596,118	£1,548,699	£1,501,280	£1,453,862	£1,406,443	£1,359,024	£1,311,606	£1,264,187	£1,216,769	£1,169,350	£1,121,931	£1,074,513	
						10	£3,650		£2,344,399	£2,296,980	£2,249,562	£2,202,143	£2,154,724	£2,107,306	£2,059,887	£2,012,469	£1,965,050	£1,917,631	£1,870,213	£1,822,794	£1,775,375	
			11	£3,950	£3,007,649	£2,960,230	£2,912,811		£2,865,392	£2,817,973	£2,770,554	£2,723,135	£2,675,716	£2,628,297	£2,580,878	£2,533,459	£2,486,040	£2,438,621				
			12	£4,250	£3,700,214	£3,652,795	£3,605,376		£3,557,957	£3,510,538	£3,463,119	£3,415,700	£3,368,281	£3,320,862	£3,273,443	£3,226,024	£3,178,605	£3,131,186				
					£4,392,778	£4,345,359	£4,297,940	£4,250,521	£4,203,102	£4,155,683	£4,108,264	£4,060,845	£4,013,426	£3,966,007	£3,918,588	£3,871,169	£3,823,750					

¹ Based on information provided by the Council

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
- RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
- RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
- RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

Appendix Ila - SDC Residential Results v1 - Lower Density Final.xlsx

Table 1b: Residual Land Value Results by Value Level & CIL Rate - 4 Unit Scheme - Houses (30dph)

Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m ²	Typical Location ¹ & Value Level Indication ²	Residual Land Value (£)																
						Residual Land Value - £0/m ² CIL	Residual Land Value - £15/m ² CIL	Residual Land Value - £30/m ² CIL	Residual Land Value - £45/m ² CIL	Residual Land Value - £60/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £90/m ² CIL	Residual Land Value - £105/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £135/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £165/m ² CIL	Residual Land Value - £180/m ² CIL				
4 House 0% AH	PDL / Existing Residential	380	1	£2,000	PDL / Existing Residential	£86,107	£80,768	£75,429	£70,090	£64,751	£59,412	£54,073	£48,734	£43,395	£38,056	£32,717	£27,378	£22,039				
			2	£2,150		£123,951	£118,674	£113,396	£108,119	£102,842	£98,868	£93,529	£88,190	£82,851	£77,512	£72,173	£66,834	£61,495				
			3	£2,300		£162,940	£157,662	£152,385	£147,108	£141,830	£136,553	£131,276	£125,999	£120,721	£115,444	£110,167	£104,889	£99,612				
			4	£2,450		£201,929	£196,651	£191,374	£186,097	£180,819	£175,542	£170,265	£164,987	£159,710	£154,433	£149,156	£143,878	£138,601				
			5	£2,600		£234,891	£229,737	£224,583	£219,429	£214,275	£209,122	£203,968	£198,814	£193,660	£188,506	£183,352	£178,198	£173,044				
			6	£2,750		£272,946	£267,792	£262,638	£257,484	£252,330	£247,176	£242,022	£236,868	£231,714	£226,560	£221,407	£216,253	£211,099				
			7	£2,900		£311,000	£305,846	£300,692	£295,539	£290,385	£285,231	£280,077	£274,923	£269,769	£264,615	£259,461	£254,307	£249,153				
			8	£3,050		£349,055	£343,901	£338,747	£333,593	£328,439	£323,285	£318,131	£312,977	£307,823	£302,670	£297,516	£292,362	£287,208				
			9	£3,350		£419,815	£420,010	£414,856	£409,702	£404,548	£399,394	£394,240	£389,087	£383,933	£378,779	£373,625	£368,471	£363,317				
			10	£3,650		£494,990	£489,898	£484,806	£479,713	£474,621	£469,529	£464,437	£459,345	£454,252	£449,160	£444,068	£438,976	£433,883				
			11	£3,950		£570,165	£565,073	£559,981	£554,888	£549,796	£544,704	£539,612	£534,519	£529,427	£524,335	£519,243	£514,151	£509,058				
			12	£4,250		£645,340	£640,248	£635,155	£630,063	£624,971	£619,879	£614,787	£609,694	£604,602	£599,510	£594,418	£589,325	£584,233				
									Residual Land Value (£/Ha)													
			1	£2,000	PDL / Existing Residential	£581,219	£545,181	£509,143	£473,105	£437,067	£401,029	£364,990	£328,952	£292,914	£256,876	£220,838	£184,799	£148,761				
			2	£2,150		£836,668	£801,046	£765,425	£729,803	£694,181	£667,356	£631,318	£595,280	£559,242	£523,204	£487,165	£451,127	£415,089				
			3	£2,300		£1,099,843	£1,064,221	£1,028,599	£992,977	£957,356	£921,734	£886,112	£850,490	£814,869	£779,247	£743,625	£708,003	£672,382				
			4	£2,450		£1,363,017	£1,327,396	£1,291,774	£1,256,152	£1,220,530	£1,184,909	£1,149,287	£1,113,665	£1,078,043	£1,042,422	£1,006,800	£971,178	£935,556				
			5	£2,600		£1,585,515	£1,550,726	£1,515,937	£1,481,148	£1,446,359	£1,411,570	£1,412,462	£1,376,840	£1,341,218	£1,305,596	£1,269,974	£1,234,353	£1,198,731				
			6	£2,750		£1,842,383	£1,807,594	£1,772,805	£1,738,017	£1,703,228	£1,668,439	£1,633,650	£1,598,861	£1,564,072	£1,529,283	£1,494,494	£1,459,705	£1,424,916				
			7	£2,900		£2,099,252	£2,064,463	£2,029,674	£1,994,885	£1,960,096	£1,925,307	£1,890,518	£1,855,729	£1,820,940	£1,786,151	£1,751,362	£1,716,573	£1,681,785				
			8	£3,050		£2,356,120	£2,321,331	£2,286,542	£2,251,753	£2,216,964	£2,182,175	£2,147,387	£2,112,598	£2,077,809	£2,043,020	£2,008,231	£1,973,442	£1,938,653				
			9	£3,350		£2,833,753	£2,835,068	£2,800,279	£2,765,490	£2,730,701	£2,695,912	£2,661,123	£2,626,334	£2,591,545	£2,556,757	£2,521,968	£2,487,179	£2,452,390				
			10	£3,650		£3,341,183	£3,306,811	£3,272,438	£3,238,066	£3,203,693	£3,169,320	£3,134,948	£3,100,575	£3,066,203	£3,031,830	£2,997,458	£2,963,085	£2,928,713				
			11	£3,950		£3,848,614	£3,814,241	£3,779,869	£3,745,496	£3,711,123	£3,676,751	£3,642,378	£3,608,006	£3,573,633	£3,539,261	£3,504,888	£3,470,516	£3,436,143				
12	£4,250	£4,356,044	£4,321,671	£4,287,299		£4,252,926	£4,218,554	£4,184,181	£4,149,809	£4,115,436	£4,081,064	£4,046,691	£4,012,319	£3,977,946	£3,943,574							

¹ Based on information provided by the Council

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
- RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
- RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
- RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

Appendix IIa - SDC Residential Results v1 - Lower Density Final.xlsx

Table 1f: Residual Land Value Results by Value Level & CIL Rate -15 Unit Scheme - Houses (30dph)

Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m ²	Typical Location ¹ & Value Level Indication ²	Residual Land Value (£)														
						Residual Land Value - £0/m ² CIL	Residual Land Value - £15/m ² CIL	Residual Land Value - £30/m ² CIL	Residual Land Value - £45/m ² CIL	Residual Land Value - £60/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £90/m ² CIL	Residual Land Value - £105/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £135/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £165/m ² CIL	Residual Land Value - £180/m ² CIL		
15 House 30% AH	PDL / Existing Residential	1040	1	£2,000	Greenfield / PDL	£77,585	£63,446	£50,520	£36,205	£21,889	£7,574	Negative RLV								
			2	£2,150		£185,974	£172,189	£163,769	£149,630	£135,492	£121,353	£107,214	£93,075	£78,936	£64,797	£51,927	£37,611	£23,296		
			3	£2,300		£297,498	£283,713	£269,927	£256,142	£242,357	£228,572	£214,786	£201,001	£187,216	£173,431	£165,121	£150,982	£136,843		
			4	£2,450		£403,047	£389,438	£375,830	£367,666	£353,880	£340,095	£326,310	£312,525	£298,739	£284,954	£271,169	£257,384	£243,598		
			5	£2,600		£513,101	£499,493	£485,884	£472,276	£458,667	£445,059	£431,450	£417,842	£404,233	£390,625	£377,016	£363,408	£355,122		
			6	£2,750		£623,155	£609,547	£595,938	£582,330	£568,721	£555,113	£541,504	£527,896	£514,287	£500,679	£487,070	£473,462	£459,853		
			7	£2,900		£733,210	£719,601	£705,993	£692,384	£678,776	£665,167	£651,559	£637,950	£624,342	£610,733	£597,125	£583,516	£569,908		
			8	£3,050		£843,264	£829,655	£816,047	£802,438	£788,830	£775,221	£761,613	£748,004	£734,396	£720,787	£707,179	£693,570	£679,962		
			9	£3,350		£1,063,372	£1,049,764	£1,036,155	£1,022,547	£1,008,938	£995,330	£981,721	£968,113	£954,504	£940,896	£927,287	£913,679	£900,070		
			10	£3,650		£1,283,481	£1,269,872	£1,256,264	£1,242,655	£1,229,047	£1,215,438	£1,201,830	£1,188,221	£1,174,613	£1,161,004	£1,147,396	£1,133,787	£1,120,179		
			11	£3,950		£1,503,589	£1,489,981	£1,476,372	£1,462,764	£1,449,155	£1,435,547	£1,421,938	£1,408,330	£1,394,721	£1,381,113	£1,367,504	£1,353,896	£1,340,287		
			12	£4,250		£1,723,698	£1,710,090	£1,696,481	£1,682,873	£1,669,264	£1,655,656	£1,642,047	£1,628,439	£1,614,830	£1,601,221	£1,587,613	£1,574,004	£1,560,396		
								Residual Land Value (£/Ha)												
					1	£2,000	Greenfield / PDL	£139,652	£114,203	£90,937	£65,169	£39,400	£13,632	Negative RLV						
					2	£2,150		£334,754	£309,941	£294,784	£269,335	£243,885	£218,435	£192,985	£167,535	£142,085	£116,635	£93,469	£67,700	£41,932
					3	£2,300		£535,496	£510,683	£485,869	£461,056	£436,242	£411,429	£386,616	£361,802	£336,989	£312,175	£297,217	£271,767	£246,317
					4	£2,450		£725,484	£700,989	£676,494	£661,798	£636,985	£612,171	£587,358	£562,544	£537,731	£512,917	£488,104	£463,290	£438,477
					5	£2,600		£923,582	£899,087	£874,591	£850,096	£825,601	£801,106	£776,610	£752,115	£727,620	£703,124	£678,629	£654,134	£639,219
					6	£2,750		£1,121,680	£1,097,184	£1,072,689	£1,048,194	£1,023,698	£999,203	£974,708	£950,213	£925,717	£901,222	£876,727	£852,231	£827,736
					7	£2,900		£1,319,777	£1,295,282	£1,270,787	£1,246,291	£1,221,796	£1,197,301	£1,172,806	£1,148,310	£1,123,815	£1,099,320	£1,074,824	£1,050,329	£1,025,834
					8	£3,050		£1,517,875	£1,493,380	£1,468,884	£1,444,389	£1,419,894	£1,395,399	£1,370,903	£1,346,408	£1,321,913	£1,297,417	£1,272,922	£1,248,427	£1,223,931
					9	£3,350		£1,914,070	£1,889,575	£1,865,080	£1,840,584	£1,816,089	£1,791,594	£1,767,099	£1,742,603	£1,718,108	£1,693,613	£1,669,117	£1,644,622	£1,620,127
					10	£3,650		£2,310,266	£2,285,770	£2,261,275	£2,236,780	£2,212,285	£2,187,789	£2,163,294	£2,138,799	£2,114,303	£2,089,808	£2,065,313	£2,040,817	£2,016,322
					11	£3,950		£2,706,461	£2,681,966	£2,657,470	£2,632,975	£2,608,480	£2,583,985	£2,559,489	£2,534,994	£2,510,499	£2,486,003	£2,461,508	£2,437,013	£2,412,517
			12	£4,250	£3,102,656	£3,078,161		£3,053,666	£3,029,171	£3,004,675	£2,980,180	£2,955,685	£2,931,189	£2,906,694	£2,882,199	£2,857,703	£2,833,208	£2,808,713		

¹ Based on information provided by the Council

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
- RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
- RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
- RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

Appendix IIa - SDC Residential Results v1 - Lower Density Final.xlsx

Table 1h: Residual Land Value Results by Value Level & CIL Rate -50 Unit Scheme - Mixed (35dph)

Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m ²	Typical Location ¹ & Value Level Indication ²	Residual Land Value (£)																
						Residual Land Value - £0/m ² CIL	Residual Land Value - £15/m ² CIL	Residual Land Value - £30/m ² CIL	Residual Land Value - £45/m ² CIL	Residual Land Value - £60/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £90/m ² CIL	Residual Land Value - £105/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £135/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £165/m ² CIL	Residual Land Value - £180/m ² CIL				
50 Mixed 30% AH	Greenfield / PDL	2835	1	£2,000	Greenfield / PDL	Negative RLV																
			2	£2,150		Negative RLV																
			3	£2,300		£202,532	£165,874	£129,215	£92,557	£61,295	£23,629											
			4	£2,450		£478,700	£442,546	£406,391	£370,237	£334,082	£297,928	£261,773	£230,837	£194,179	£157,520	£120,862	£84,203	£52,943				
			5	£2,600		£759,583	£723,428	£687,274	£651,119	£614,965	£578,810	£542,656	£506,501	£470,347	£434,192	£398,037	£361,883	£325,728				
			6	£2,750		£1,040,466	£1,004,311	£968,157	£932,002	£895,847	£859,693	£823,538	£787,384	£751,229	£715,075	£678,920	£642,765	£606,611				
			7	£2,900		£1,321,348	£1,285,194	£1,249,039	£1,212,885	£1,176,730	£1,140,575	£1,104,421	£1,068,266	£1,032,112	£995,957	£959,803	£923,648	£887,494				
			8	£3,050		£1,602,231	£1,566,076	£1,529,922	£1,493,767	£1,457,613	£1,421,458	£1,385,303	£1,349,149	£1,312,994	£1,276,840	£1,240,685	£1,204,531	£1,168,376				
			9	£3,350		£1,883,113	£1,846,959	£1,810,804	£1,774,650	£1,738,495	£1,702,341	£1,666,186	£1,630,032	£1,593,877	£1,557,722	£1,521,568	£1,485,413	£1,449,259				
			10	£3,650		£2,444,879	£2,408,724	£2,372,570	£2,336,415	£2,300,260	£2,264,106	£2,227,951	£2,191,797	£2,155,642	£2,119,488	£2,083,333	£2,047,178	£2,011,024				
			11	£3,950		£3,006,644	£2,970,489	£2,934,335	£2,898,180	£2,862,026	£2,825,871	£2,789,716	£2,753,562	£2,717,407	£2,681,253	£2,645,098	£2,608,944	£2,572,789				
			12	£4,250		£3,568,409	£3,532,254	£3,496,100	£3,459,945	£3,423,791	£3,387,636	£3,351,482	£3,315,327	£3,279,173	£3,243,018	£3,206,863	£3,170,709	£3,134,554				
								£4,130,174	£4,094,020	£4,057,865	£4,021,711	£3,985,556	£3,949,401	£3,913,247	£3,877,092	£3,840,938	£3,804,783	£3,768,629	£3,732,474	£3,696,320		
								Residual Land Value (£/Ha)														
						1	£2,000	Greenfield / PDL	Negative RLV													
						2	£2,150		Negative RLV													
						3	£2,300		£127,595	£104,500	£81,406	£58,311	£38,616	£14,886								
						4	£2,450		£301,581	£278,804	£256,027	£233,249	£210,472	£187,694	£164,917	£145,427	£122,333	£99,238	£76,143	£53,048	£33,354	
						5	£2,600		£478,537	£455,760	£432,983	£410,205	£387,428	£364,650	£341,873	£319,096	£296,318	£273,541	£250,764	£227,986	£205,209	
						6	£2,750		£655,493	£632,716	£609,939	£587,161	£564,384	£541,606	£518,829	£496,052	£473,274	£450,497	£427,720	£404,942	£382,165	
						7	£2,900		£832,449	£809,672	£786,895	£764,117	£741,340	£718,563	£695,785	£673,008	£650,230	£627,453	£604,676	£581,898	£559,121	
						8	£3,050		£1,009,405	£986,628	£963,851	£941,073	£918,296	£895,519	£872,741	£849,964	£827,186	£804,409	£781,632	£758,854	£736,077	
						9	£3,350		£1,186,361	£1,163,584	£1,140,807	£1,118,029	£1,095,252	£1,072,475	£1,049,697	£1,026,920	£1,004,142	£981,365	£958,588	£935,810	£913,033	
						10	£3,650		£1,540,274	£1,517,496	£1,494,719	£1,471,941	£1,449,164	£1,426,387	£1,403,609	£1,380,832	£1,358,055	£1,335,277	£1,312,500	£1,289,722	£1,266,945	
			11	£3,950	£1,894,186	£1,871,408	£1,848,631		£1,825,854	£1,803,076	£1,780,299	£1,757,521	£1,734,744	£1,711,967	£1,689,189	£1,666,412	£1,643,635	£1,620,857				
			12	£4,250	£2,248,098	£2,225,320	£2,202,543		£2,179,766	£2,156,988	£2,134,211	£2,111,433	£2,088,656	£2,065,879	£2,043,101	£2,020,324	£1,997,547	£1,974,769				
					£2,602,010	£2,579,232	£2,556,455	£2,533,678	£2,510,900	£2,488,123	£2,465,346	£2,442,568	£2,419,791	£2,397,013	£2,374,236	£2,351,459	£2,328,681					

¹ Based on information provided by the Council

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
- RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
- RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
- RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

Appendix IIa - SDC Residential Results v1 - Lower Density Final.xlsx

Table 1i: Residual Land Value Results by Value Level & CIL Rate - 100 Unit Scheme - Mixed (35dph)

Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m²	Typical Location ¹ & Value Level Indication ²	Residual Land Value (£)														
						Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² CIL		
100 Mixed 30% AH	Greenfield	6075	1	£2,000	Greenfield	£209,041	£124,544	£40,047	Negative RLV											
			2	£2,150		£854,682	£770,186	£685,688	£601,191	£516,694	£432,197	£347,700	£263,203	£178,706	£94,208	£9,711	Negative RLV			
			3	£2,300		£1,500,324	£1,415,827	£1,331,330	£1,246,833	£1,162,336	£1,077,839	£993,341	£908,844	£824,347	£739,850	£655,354	£570,856	£486,360		
			4	£2,450		£2,145,965	£2,061,468	£1,976,971	£1,892,475	£1,807,977	£1,723,480	£1,638,983	£1,554,486	£1,469,989	£1,385,492	£1,300,995	£1,216,498	£1,132,000		
			5	£2,600		£2,791,607	£2,707,110	£2,622,613	£2,538,116	£2,453,618	£2,369,122	£2,284,625	£2,200,128	£2,115,631	£2,031,133	£1,946,636	£1,862,139	£1,777,642		
			6	£2,750		£3,437,248	£3,352,751	£3,268,254	£3,183,757	£3,099,260	£3,014,763	£2,930,266	£2,845,769	£2,761,272	£2,676,775	£2,592,278	£2,507,781	£2,423,284		
			7	£2,900		£4,082,889	£3,998,393	£3,913,896	£3,829,399	£3,744,902	£3,660,405	£3,575,907	£3,491,411	£3,406,913	£3,322,417	£3,237,919	£3,153,423	£3,068,925		
			8	£3,050		£4,728,531	£4,644,035	£4,559,537	£4,475,040	£4,390,543	£4,306,046	£4,221,549	£4,137,052	£4,052,555	£3,968,058	£3,883,560	£3,799,064	£3,714,566		
			9	£3,350		£6,019,814	£5,935,317	£5,850,820	£5,766,323	£5,681,826	£5,597,329	£5,512,832	£5,428,335	£5,343,838	£5,259,341	£5,174,843	£5,090,346	£5,005,849		
			10	£3,650		£7,311,098	£7,226,601	£7,142,103	£7,057,606	£6,973,109	£6,888,612	£6,804,115	£6,719,618	£6,635,121	£6,550,624	£6,466,127	£6,381,629	£6,297,133		
			11	£3,950		£8,602,380	£8,517,884	£8,433,386	£8,348,889	£8,264,392	£8,179,895	£8,095,398	£8,010,901	£7,926,404	£7,841,907	£7,757,410	£7,672,912	£7,588,415		
			12	£4,250		£9,893,663	£9,809,166	£9,724,669	£9,640,172	£9,555,675	£9,471,178	£9,386,681	£9,302,184	£9,217,687	£9,133,190	£9,048,693	£8,964,195	£8,879,699		
							Residual Land Value (£/Ha)													
							£65,848	£39,231	£12,615	Negative RLV										
							£269,225	£242,609	£215,992	£189,375	£162,759	£136,142	£109,525	£82,909	£56,292	£29,676	£3,059	Negative RLV		
							£472,602	£445,986	£419,369	£392,752	£366,136	£339,519	£312,903	£286,286	£259,669	£233,053	£206,436	£179,820	£153,203	
							£675,979	£649,362	£622,746	£596,130	£569,513	£542,896	£516,280	£489,663	£463,047	£436,430	£409,813	£383,197	£356,580	
							£879,356	£852,740	£826,123	£799,507	£772,890	£746,273	£719,657	£693,040	£666,424	£639,807	£613,190	£586,574	£559,957	
							£1,082,733	£1,056,117	£1,029,500	£1,002,884	£976,267	£949,650	£923,034	£896,417	£869,801	£843,184	£816,568	£789,951	£763,334	
							£1,286,110	£1,259,494	£1,232,877	£1,206,261	£1,179,644	£1,153,027	£1,126,411	£1,099,794	£1,073,178	£1,046,561	£1,019,945	£993,328	£966,712	
							£1,489,487	£1,462,871	£1,436,254	£1,409,638	£1,383,021	£1,356,404	£1,329,788	£1,303,171	£1,276,555	£1,249,938	£1,223,321	£1,196,705	£1,170,088	
							£1,896,242	£1,869,625	£1,843,008	£1,816,392	£1,789,775	£1,763,159	£1,736,542	£1,709,926	£1,683,309	£1,656,692	£1,630,076	£1,603,459	£1,576,842	
							£2,302,996	£2,276,379	£2,249,763	£2,223,146	£2,196,529	£2,169,913	£2,143,296	£2,116,680	£2,090,063	£2,063,446	£2,036,830	£2,010,213	£1,983,597	
							£2,709,750	£2,683,133	£2,656,517	£2,629,900	£2,603,284	£2,576,667	£2,550,050	£2,523,434	£2,496,817	£2,470,201	£2,443,584	£2,416,967	£2,390,351	
						£3,116,504	£3,089,887	£3,063,271	£3,036,654	£3,010,038	£2,983,421	£2,956,805	£2,930,188	£2,903,571	£2,876,955	£2,850,338	£2,823,722	£2,797,105		

¹ Based on information provided by the Council

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
- RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
- RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
- RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

Appendix IIa - SDC Residential Results v1 - Lower Density Final.xlsx

Appendix IIb

Residential Appraisal Results Summary - Higher Density

Note: Please refer to Section 3.1.15 Pages 48 - 53 of the main report for detailed explanation of the results tables including the significance of the colour coded key.

Table 1j: Residual Land Value Results by Value Level & CIL Rate - 4 Unit Scheme - Houses (45dph)

Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m ²	Typical Location ¹ & Value Level Indication ²	Residual Land Value (£)																
						Residual Land Value - £0/m ² CIL	Residual Land Value - £15/m ² CIL	Residual Land Value - £30/m ² CIL	Residual Land Value - £45/m ² CIL	Residual Land Value - £60/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £90/m ² CIL	Residual Land Value - £105/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £135/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £165/m ² CIL	Residual Land Value - £180/m ² CIL				
4 House 0% AH	PDL / Existing Residential	380	1	£2,000	PDL / Existing Residential	£86,107	£80,768	£75,429	£70,090	£64,751	£59,412	£54,073	£48,734	£43,395	£38,056	£32,717	£27,378	£22,039				
			2	£2,150		£123,951	£118,674	£113,396	£108,119	£102,842	£98,868	£93,529	£88,190	£82,851	£77,512	£72,173	£66,834	£61,495				
			3	£2,300		£162,940	£157,662	£152,385	£147,108	£141,830	£136,553	£131,276	£125,999	£120,721	£115,444	£110,167	£104,889	£99,612				
			4	£2,450		£201,929	£196,651	£191,374	£186,097	£180,819	£175,542	£170,265	£164,987	£159,710	£154,433	£149,156	£143,878	£138,601				
			5	£2,600		£234,891	£229,737	£224,583	£219,429	£214,275	£209,122	£203,968	£198,814	£193,660	£188,506	£183,352	£178,198	£173,044				
			6	£2,750		£272,946	£267,792	£262,638	£257,484	£252,330	£247,176	£242,022	£236,868	£231,714	£226,560	£221,407	£216,253	£211,099				
			7	£2,900		£311,000	£305,846	£300,692	£295,539	£290,385	£285,231	£280,077	£274,923	£269,769	£264,615	£259,461	£254,307	£249,153				
			8	£3,050		£349,055	£343,901	£338,747	£333,593	£328,439	£323,285	£318,131	£312,977	£307,823	£302,670	£297,516	£292,362	£287,208				
			9	£3,350		£419,815	£420,010	£414,856	£409,702	£404,548	£399,394	£394,240	£389,087	£383,933	£378,779	£373,625	£368,471	£363,317				
			10	£3,650		£494,990	£489,898	£484,806	£479,713	£474,621	£469,529	£464,437	£459,345	£454,252	£449,160	£444,068	£438,976	£433,883				
			11	£3,950		£570,165	£565,073	£559,981	£554,888	£549,796	£544,704	£539,612	£534,519	£529,427	£524,335	£519,243	£514,151	£509,058				
			12	£4,250		£645,340	£640,248	£635,155	£630,063	£624,971	£619,879	£614,787	£609,694	£604,602	£599,510	£594,418	£589,325	£584,233				
									Residual Land Value (£/Ha)													
			1	£2,000	PDL / Existing Residential	£871,829	£817,772	£763,715	£709,657	£655,600	£601,543	£547,486	£493,428	£439,371	£385,314	£331,256	£277,199	£223,142				
			2	£2,150		£1,255,002	£1,201,570	£1,148,137	£1,094,704	£1,041,272	£1,001,035	£946,977	£892,920	£838,863	£784,805	£730,748	£676,691	£622,634				
			3	£2,300		£1,649,764	£1,596,332	£1,542,899	£1,489,466	£1,436,034	£1,382,601	£1,329,168	£1,275,736	£1,222,303	£1,168,870	£1,115,438	£1,062,005	£1,008,572				
			4	£2,450		£2,044,526	£1,991,094	£1,937,661	£1,884,228	£1,830,796	£1,777,363	£1,723,930	£1,670,498	£1,617,065	£1,563,632	£1,510,200	£1,456,767	£1,403,334				
			5	£2,600		£2,378,272	£2,326,089	£2,273,906	£2,221,722	£2,169,539	£2,117,355	£2,118,692	£2,065,260	£2,011,827	£1,958,394	£1,904,962	£1,851,529	£1,798,096				
			6	£2,750		£2,763,575	£2,711,392	£2,659,208	£2,607,025	£2,554,841	£2,502,658	£2,450,475	£2,398,291	£2,346,108	£2,293,924	£2,241,741	£2,189,558	£2,137,374				
			7	£2,900		£3,148,878	£3,096,694	£3,044,511	£2,992,327	£2,940,144	£2,887,961	£2,835,777	£2,783,594	£2,731,410	£2,679,227	£2,627,044	£2,574,860	£2,522,677				
			8	£3,050		£3,534,180	£3,481,997	£3,429,813	£3,377,630	£3,325,447	£3,273,263	£3,221,080	£3,168,896	£3,116,713	£3,064,530	£3,012,346	£2,960,163	£2,907,979				
			9	£3,350		£4,250,629	£4,252,602	£4,200,419	£4,148,235	£4,096,052	£4,043,868	£3,991,685	£3,939,502	£3,887,318	£3,835,135	£3,782,951	£3,730,768	£3,678,585				
			10	£3,650		£5,011,775	£4,960,216	£4,908,657	£4,857,098	£4,805,539	£4,753,981	£4,702,422	£4,650,863	£4,599,304	£4,547,746	£4,496,187	£4,444,628	£4,393,069				
			11	£3,950		£5,772,920	£5,721,362	£5,669,803	£5,618,244	£5,566,685	£5,515,126	£5,463,568	£5,412,009	£5,360,450	£5,308,891	£5,257,333	£5,205,774	£5,154,215				
12	£4,250	£6,534,066	£6,482,507	£6,430,948		£6,379,390	£6,327,831	£6,276,272	£6,224,713	£6,173,155	£6,121,596	£6,070,037	£6,018,478	£5,966,920	£5,915,361							

¹ Based on information provided by the Council

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
- RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
- RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
- RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

Appendix IIb - SDC Residential Results v1 - Higher Density.xlsx

Table 1n: Residual Land Value Results by Value Level & CIL Rate -15 Unit Scheme - Houses (45dph)

Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m ²	Typical Location ¹ & Value Level Indication ²	Residual Land Value (£)														
						Residual Land Value - £0/m ² CIL	Residual Land Value - £15/m ² CIL	Residual Land Value - £30/m ² CIL	Residual Land Value - £45/m ² CIL	Residual Land Value - £60/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £90/m ² CIL	Residual Land Value - £105/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £135/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £165/m ² CIL	Residual Land Value - £180/m ² CIL		
15 House 30% AH	PDL / Existing Residential	1040	1	£2,000	Greenfield / PDL	£77,585	£63,446	£50,520	£36,205	£21,889	£7,574	Negative RLV								
			2	£2,150		£185,974	£172,189	£163,769	£149,630	£135,492	£121,353	£107,214	£93,075	£78,936	£64,797	£51,927	£37,611	£23,296		
			3	£2,300		£297,498	£283,713	£269,927	£256,142	£242,357	£228,572	£214,786	£201,001	£187,216	£173,431	£165,121	£150,982	£136,843		
			4	£2,450		£403,047	£389,438	£375,830	£367,666	£353,880	£340,095	£326,310	£312,525	£298,739	£284,954	£271,169	£257,384	£243,598		
			5	£2,600		£513,101	£499,493	£485,884	£472,276	£458,667	£445,059	£431,450	£417,842	£404,233	£390,625	£377,016	£363,408	£355,122		
			6	£2,750		£623,155	£609,547	£595,938	£582,330	£568,721	£555,113	£541,504	£527,896	£514,287	£500,679	£487,070	£473,462	£459,853		
			7	£2,900		£733,210	£719,601	£705,993	£692,384	£678,776	£665,167	£651,559	£637,950	£624,342	£610,733	£597,125	£583,516	£569,908		
			8	£3,050		£843,264	£829,655	£816,047	£802,438	£788,830	£775,221	£761,613	£748,004	£734,396	£720,787	£707,179	£693,570	£679,962		
			9	£3,350		£1,063,372	£1,049,764	£1,036,155	£1,022,547	£1,008,938	£995,330	£981,721	£968,113	£954,504	£940,896	£927,287	£913,679	£900,070		
			10	£3,650		£1,283,481	£1,269,872	£1,256,264	£1,242,655	£1,229,047	£1,215,438	£1,201,830	£1,188,221	£1,174,613	£1,161,004	£1,147,396	£1,133,787	£1,120,179		
			11	£3,950		£1,503,589	£1,489,981	£1,476,372	£1,462,764	£1,449,155	£1,435,547	£1,421,938	£1,408,330	£1,394,721	£1,381,113	£1,367,504	£1,353,896	£1,340,287		
			12	£4,250		£1,723,698	£1,710,090	£1,696,481	£1,682,873	£1,669,264	£1,655,656	£1,642,047	£1,628,439	£1,614,830	£1,601,221	£1,587,613	£1,574,004	£1,560,396		
								Residual Land Value (£/Ha)												
					1	£2,000	Greenfield / PDL	£209,479	£171,304	£136,405	£97,753	£59,101	£20,449	Negative RLV						
					2	£2,150		£502,131	£464,911	£442,177	£404,002	£365,827	£327,652	£289,477	£251,303	£213,128	£174,953	£140,203	£101,551	£62,899
					3	£2,300		£803,245	£766,024	£728,804	£691,584	£654,364	£617,143	£579,923	£542,703	£505,483	£468,263	£445,826	£407,651	£369,476
					4	£2,450		£1,088,227	£1,051,484	£1,014,741	£992,698	£955,477	£918,257	£881,037	£843,817	£806,596	£769,376	£732,156	£694,936	£657,715
					5	£2,600		£1,385,373	£1,348,630	£1,311,887	£1,275,144	£1,238,401	£1,201,658	£1,164,915	£1,128,172	£1,091,429	£1,054,686	£1,017,943	£981,201	£958,829
					6	£2,750		£1,682,520	£1,645,777	£1,609,034	£1,572,291	£1,535,548	£1,498,805	£1,462,062	£1,425,319	£1,388,576	£1,351,833	£1,315,090	£1,278,347	£1,241,604
					7	£2,900		£1,979,666	£1,942,923	£1,906,180	£1,869,437	£1,832,694	£1,795,951	£1,759,208	£1,722,465	£1,685,722	£1,648,979	£1,612,237	£1,575,494	£1,538,751
					8	£3,050		£2,276,813	£2,240,070	£2,203,327	£2,166,584	£2,129,841	£2,093,098	£2,056,355	£2,019,612	£1,982,869	£1,946,126	£1,909,383	£1,872,640	£1,835,897
					9	£3,350		£2,871,106	£2,834,363	£2,797,620	£2,760,877	£2,724,134	£2,687,391	£2,650,648	£2,613,905	£2,577,162	£2,540,419	£2,503,676	£2,466,933	£2,430,190
					10	£3,650		£3,465,399	£3,428,656	£3,391,913	£3,355,170	£3,318,427	£3,281,684	£3,244,941	£3,208,198	£3,171,455	£3,134,712	£3,097,969	£3,061,226	£3,024,483
					11	£3,950		£4,059,692	£4,022,949	£3,986,206	£3,949,463	£3,912,720	£3,875,977	£3,839,234	£3,802,491	£3,765,748	£3,729,005	£3,692,262	£3,655,519	£3,618,776
			12	£4,250	£4,653,985	£4,617,242		£4,580,499	£4,543,756	£4,507,013	£4,470,270	£4,433,527	£4,396,784	£4,360,041	£4,323,298	£4,286,555	£4,249,812	£4,213,069		

¹ Based on information provided by the Council

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
- RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
- RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
- RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

Appendix IIb - SDC Residential Results v1 - Higher Density.xlsx

Table 1o: Residual Land Value Results by Value Level & CIL Rate -15 Unit Scheme - Flats (75dph)

Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m ²	Typical Location ¹ & Value Level Indication ²	Residual Land Value (£)															
						Residual Land Value - £0/m ² CIL	Residual Land Value - £15/m ² CIL	Residual Land Value - £30/m ² CIL	Residual Land Value - £45/m ² CIL	Residual Land Value - £60/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £90/m ² CIL	Residual Land Value - £105/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £135/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £165/m ² CIL	Residual Land Value - £180/m ² CIL			
15 House 30% AH	PDL / Existing Residential	1085	1	£2,000	Greenfield / PDL	Negative RLV															
			2	£2,150		Negative RLV															
			3	£2,300		Negative RLV															
			4	£2,450		Negative RLV															
			5	£2,600		Negative RLV															
			6	£2,750		£61,741	£54,101	£46,461	£38,822	£31,182	£23,543	£15,903	£8,264	£624	Negative RLV						
			7	£2,900		£123,482	£115,936	£108,391	£100,846	£93,301	£85,755	£78,210	£71,993	£64,353	£56,714	£49,074	£41,435	£33,795			
			8	£3,050		£180,811	£178,858	£171,313	£163,767	£156,222	£148,677	£141,132	£133,586	£126,041	£118,496	£110,951	£103,406	£95,860			
			9	£3,350		£242,117	£234,761	£227,404	£220,048	£212,691	£205,335	£197,978	£190,621	£183,265	£175,908	£173,872	£166,327	£158,782			
			10	£3,650		£364,730	£357,373	£350,017	£342,660	£335,303	£327,947	£320,590	£313,234	£305,877	£298,521	£291,164	£283,808	£276,451			
			11	£3,950		£480,508	£473,246	£465,983	£458,721	£451,459	£444,197	£436,934	£429,672	£422,410	£415,148	£407,885	£400,623	£393,361			
			12	£4,250		£601,505	£594,243	£586,980	£579,718	£572,456	£565,194	£557,931	£550,669	£543,407	£536,145	£528,882	£521,620	£514,358			
								Residual Land Value (£/Ha)													
								Negative RLV													
								Negative RLV													
								Negative RLV													
								Negative RLV													
								£277,833	£243,455	£209,077	£174,698	£140,320	£105,942	£71,564	£37,186	£2,808	Negative RLV				
								£555,667	£521,713	£487,760	£453,806	£419,853	£385,899	£351,946	£323,968	£289,590	£255,212	£220,834	£186,455	£152,077	
								£813,650	£804,861	£770,907	£736,953	£703,000	£669,046	£635,093	£601,139	£567,186	£533,232	£499,278	£465,325	£431,371	
								£1,089,528	£1,056,424	£1,023,319	£990,214	£957,110	£924,005	£890,901	£857,796	£824,692	£791,587	£758,482	£725,377		
								£1,641,284	£1,608,179	£1,575,075	£1,541,970	£1,508,866	£1,475,761	£1,442,657	£1,409,552	£1,376,448	£1,343,343	£1,310,238	£1,277,134	£1,244,029	
								£2,162,285	£2,129,605	£2,096,925	£2,064,245	£2,031,565	£1,998,885	£1,966,205	£1,933,525	£1,900,845	£1,868,165	£1,835,485	£1,802,804	£1,770,124	
								£2,706,772	£2,674,091	£2,641,411	£2,608,731	£2,576,051	£2,543,371	£2,510,691	£2,478,011	£2,445,331	£2,412,651	£2,379,971	£2,347,291	£2,314,611	
						£3,251,258	£3,218,578	£3,185,898	£3,153,218	£3,120,538	£3,087,858	£3,055,178	£3,022,498	£2,989,818	£2,957,138	£2,924,458	£2,891,778	£2,859,098			

¹ Based on information provided by the Council

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
- RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
- RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
- RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

Appendix Iib - SDC Residential Results v1 - Higher Density.xlsx

Table 1q: Residual Land Value Results by Value Level & CIL Rate - 30 Unit Scheme - Flats (Sheltered) (125dph)

Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m ²	Typical Location ¹ & Value Level Indication ²	Residual Land Value (£)																	
						Residual Land Value - £0/m ² CIL	Residual Land Value - £15/m ² CIL	Residual Land Value - £30/m ² CIL	Residual Land Value - £45/m ² CIL	Residual Land Value - £60/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £90/m ² CIL	Residual Land Value - £105/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £135/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £165/m ² CIL	Residual Land Value - £180/m ² CIL					
Flats 30 (Sheltered) 30% AH	PDL	985	7	£2,900	PDL	Negative RLV																	
			8	£3,050		Negative RLV																	
			9	£3,350		Negative RLV																	
			10	£3,650		£207,833	£188,351	£168,868	£149,386	£129,904	£110,422	£90,939	£71,457	£51,975	£32,492	£13,010	Negative RLV						
			11	£3,950		£442,554	£423,071	£403,589	£384,106	£364,624	£345,142	£325,660	£306,177	£286,695	£267,213	£247,731	£228,248	£208,766					
			12	£4,250		£677,274	£657,792	£638,309	£618,827	£599,345	£579,862	£560,380	£540,897	£521,416	£501,933	£482,450	£462,969	£443,486					
			13	£4,500		£911,995	£892,512	£873,030	£853,547	£834,066	£814,583	£795,100	£775,619	£756,136	£736,654	£717,171	£697,690	£678,207					
			14	£4,750		£1,107,596	£1,088,114	£1,068,631	£1,049,148	£1,029,666	£1,010,184	£990,701	£971,219	£951,737	£932,254	£912,772	£893,289	£873,807					
			Residual Land Value (£/Ha)						£1,303,196	£1,283,713	£1,264,231	£1,244,749	£1,225,267	£1,205,784	£1,186,302	£1,166,819	£1,147,337	£1,127,855	£1,108,372	£1,088,891	£1,069,408		
			PDL	985		PDL	7	£2,900	PDL	Negative RLV													
							8	£3,050		Negative RLV													
							9	£3,350		Negative RLV													
							10	£3,650		£779,374	£706,316	£633,256	£560,199	£487,140	£414,081	£341,020	£267,962	£194,905	£121,843	£48,786	Negative RLV		
							11	£3,950		£1,659,576	£1,586,517	£1,513,457	£1,440,399	£1,367,340	£1,294,284	£1,221,224	£1,148,165	£1,075,106	£1,002,048	£928,990	£855,930	£782,871	
	12	£4,250			£2,539,778		£2,466,719	£2,393,660		£2,320,603	£2,247,544	£2,174,484	£2,101,425	£2,028,365	£1,955,310	£1,882,248	£1,809,189	£1,736,132	£1,663,073				
	13	£4,500			£3,419,980		£3,346,921	£3,273,862		£3,200,803	£3,127,746	£3,054,687	£2,981,627	£2,908,571	£2,835,512	£2,762,453	£2,689,392	£2,616,336	£2,543,275				
	14	£4,750			£4,153,485		£4,080,426	£4,007,365		£3,934,307	£3,861,248	£3,788,188	£3,715,129	£3,642,073	£3,569,014	£3,495,954	£3,422,895	£3,349,835	£3,276,776				
	Residual Land Value (£/Ha)						£4,886,986	£4,813,926		£4,740,867	£4,667,810	£4,594,750	£4,521,691	£4,448,632	£4,375,573	£4,302,514	£4,229,455	£4,156,395	£4,083,340	£4,010,281			

¹ Based on information provided by the Council

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
- RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
- RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
- RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

Appendix Iib - SDC Residential Results v1 - Higher Density.xlsx

Table 1r: Residual Land Value Results by Value Level & CIL Rate -50 Unit Scheme - Mixed (55dph)

Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m ²	Typical Location ¹ & Value Level Indication ²	Residual Land Value (£)																
						Residual Land Value - £0/m ² CIL	Residual Land Value - £15/m ² CIL	Residual Land Value - £30/m ² CIL	Residual Land Value - £45/m ² CIL	Residual Land Value - £60/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £90/m ² CIL	Residual Land Value - £105/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £135/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £165/m ² CIL	Residual Land Value - £180/m ² CIL				
50 Mixed 30% AH	Greenfield / PDL	2835	1	£2,000	Greenfield / PDL	Negative RLV																
			2	£2,150		Negative RLV																
			3	£2,300		£202,532	£165,874	£129,215	£92,557	£61,295	£23,629											
			4	£2,450		£478,700	£442,546	£406,391	£370,237	£334,082	£297,928	£261,773	£230,837	£194,179	£157,520	£120,862	£84,203	£52,943				
			5	£2,600		£759,583	£723,428	£687,274	£651,119	£614,965	£578,810	£542,656	£506,501	£470,347	£434,192	£398,037	£361,883	£325,728				
			6	£2,750		£1,040,466	£1,004,311	£968,157	£932,002	£895,847	£859,693	£823,538	£787,384	£751,229	£715,075	£678,920	£642,765	£606,611				
			7	£2,900		£1,321,348	£1,285,194	£1,249,039	£1,212,885	£1,176,730	£1,140,575	£1,104,421	£1,068,266	£1,032,112	£995,957	£959,803	£923,648	£887,494				
			8	£3,050		£1,602,231	£1,566,076	£1,529,922	£1,493,767	£1,457,613	£1,421,458	£1,385,303	£1,349,149	£1,312,994	£1,276,840	£1,240,685	£1,204,531	£1,168,376				
			9	£3,350		£1,883,113	£1,846,959	£1,810,804	£1,774,650	£1,738,495	£1,702,341	£1,666,186	£1,630,032	£1,593,877	£1,557,722	£1,521,568	£1,485,413	£1,449,259				
			10	£3,650		£2,444,879	£2,408,724	£2,372,570	£2,336,415	£2,300,260	£2,264,106	£2,227,951	£2,191,797	£2,155,642	£2,119,488	£2,083,333	£2,047,178	£2,011,024				
			11	£3,950		£3,006,644	£2,970,489	£2,934,335	£2,898,180	£2,862,026	£2,825,871	£2,789,716	£2,753,562	£2,717,407	£2,681,253	£2,645,098	£2,608,944	£2,572,789				
			12	£4,250		£3,568,409	£3,532,254	£3,496,100	£3,459,945	£3,423,791	£3,387,636	£3,351,482	£3,315,327	£3,279,173	£3,243,018	£3,206,863	£3,170,709	£3,134,554				
								£4,130,174	£4,094,020	£4,057,865	£4,021,711	£3,985,556	£3,949,401	£3,913,247	£3,877,092	£3,840,938	£3,804,783	£3,768,629	£3,732,474	£3,696,320		
								Residual Land Value (£/Ha)														
						1	£2,000	Greenfield / PDL	Negative RLV													
						2	£2,150		Negative RLV													
						3	£2,300		£200,507	£164,215	£127,923	£91,631	£60,682	£23,392								
						4	£2,450		£473,913	£438,120	£402,327	£366,534	£330,741	£294,948	£259,155	£228,529	£192,237	£155,945	£119,653	£83,361	£52,413	
						5	£2,600		£751,987	£716,194	£680,401	£644,608	£608,815	£573,022	£537,229	£501,436	£465,643	£429,850	£394,057	£358,264	£322,471	
						6	£2,750		£1,030,061	£994,268	£958,475	£922,682	£886,889	£851,096	£815,303	£779,510	£743,717	£707,924	£672,131	£636,338	£600,545	
						7	£2,900		£1,308,135	£1,272,342	£1,236,549	£1,200,756	£1,164,963	£1,129,170	£1,093,377	£1,057,584	£1,021,791	£985,998	£950,205	£914,412	£878,619	
						8	£3,050		£1,586,209	£1,550,416	£1,514,623	£1,478,829	£1,443,036	£1,407,243	£1,371,450	£1,335,657	£1,299,864	£1,264,071	£1,228,278	£1,192,485	£1,156,692	
						9	£3,350		£1,864,282	£1,828,489	£1,792,696	£1,756,903	£1,721,110	£1,685,317	£1,649,524	£1,613,731	£1,577,938	£1,542,145	£1,506,352	£1,470,559	£1,434,766	
						10	£3,650		£2,420,430	£2,384,637	£2,348,844	£2,313,051	£2,277,258	£2,241,465	£2,205,672	£2,169,879	£2,134,086	£2,098,293	£2,062,500	£2,026,707	£1,990,914	
			11	£3,950	£2,976,577	£2,940,784	£2,904,991		£2,869,198	£2,833,405	£2,797,612	£2,761,819	£2,726,026	£2,690,233	£2,654,440	£2,618,647	£2,582,854	£2,547,061				
			12	£4,250	£3,532,725	£3,496,932	£3,461,139		£3,425,346	£3,389,553	£3,353,760	£3,317,967	£3,282,174	£3,246,381	£3,210,588	£3,174,795	£3,139,002	£3,103,209				
					£4,088,872	£4,053,079	£4,017,286	£3,981,493	£3,945,700	£3,909,907	£3,874,114	£3,838,321	£3,802,528	£3,766,735	£3,730,942	£3,695,149	£3,659,356					

¹ Based on information provided by the Council

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
- RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
- RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
- RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

Appendix IIb - SDC Residential Results v1 - Higher Density.xlsx

Table 1t: Residual Land Value Results by Value Level & CIL Rate - 50 Unit Scheme - Flats (75dph)

Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m ²	Typical Location ¹ & Value Level Indication ²	Residual Land Value (£)																		
						Residual Land Value - £0/m ² CIL	Residual Land Value - £15/m ² CIL	Residual Land Value - £30/m ² CIL	Residual Land Value - £45/m ² CIL	Residual Land Value - £60/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £90/m ² CIL	Residual Land Value - £105/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £135/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £165/m ² CIL	Residual Land Value - £180/m ² CIL						
50 Flats 30% AH	Greenfield / PDL	2010	1	£2,000	Greenfield / PDL	Negative RLV																		
			2	£2,150		Negative RLV																		
			3	£2,300		Negative RLV																		
			4	£2,450		Negative RLV																		
			5	£2,600		Negative RLV																		
			6	£2,750		£192,907	£166,916	£140,926	£114,935	£88,944	£68,062	£41,356	£14,651	Negative RLV					£143,153	£117,162	£91,171			
			7	£2,900		£395,745	£370,111	£344,478	£318,845	£293,211	£273,106	£247,115	£221,125	£195,134	£169,143	£143,153	£117,162	£91,171						
			8	£3,050		£602,923	£577,290	£551,656	£526,023	£500,390	£474,756	£449,123	£423,489	£397,856	£372,223	£346,589	£320,956	£295,322						
			9	£3,350		£810,101	£784,468	£758,835	£733,201	£707,568	£681,934	£656,301	£630,668	£605,034	£579,401	£553,768	£528,134	£502,501						
			10	£3,650		£1,224,458	£1,198,825	£1,173,191	£1,147,558	£1,121,924	£1,096,291	£1,070,658	£1,045,024	£1,019,391	£993,757	£968,124	£942,491	£916,857						
			11	£3,950		£1,638,815	£1,613,181	£1,587,548	£1,561,914	£1,536,281	£1,510,648	£1,485,014	£1,459,381	£1,433,747	£1,408,114	£1,382,481	£1,356,847	£1,331,214						
			12	£4,250		£2,053,171	£2,027,538	£2,001,904	£1,976,271	£1,950,638	£1,925,004	£1,899,371	£1,873,737	£1,848,104	£1,822,471	£1,796,837	£1,771,204	£1,745,570						
								£2,467,528	£2,441,894	£2,416,261	£2,390,628	£2,364,994	£2,339,361	£2,313,727	£2,288,094	£2,262,461	£2,236,827	£2,211,194	£2,185,560	£2,159,927				
								Residual Land Value (£/Ha)																
						1	£2,000	Greenfield / PDL	Negative RLV															
						2	£2,150		Negative RLV															
						3	£2,300		Negative RLV															
						4	£2,450		Negative RLV															
						5	£2,600		Negative RLV															
						6	£2,750		£260,425	£225,337	£190,250	£155,162	£120,075	£91,883	£55,831	£19,779	Negative RLV					£193,256	£158,168	£123,081
						7	£2,900		£534,256	£499,650	£465,045	£430,440	£395,835	£368,693	£333,606	£298,518	£263,431	£228,343	£193,256	£158,168	£123,081			
						8	£3,050		£813,946	£779,341	£744,736	£710,131	£675,526	£640,921	£606,316	£571,711	£537,106	£502,501	£467,895	£433,290	£398,685			
						9	£3,350		£1,093,637	£1,059,032	£1,024,427	£989,822	£955,217	£920,612	£886,006	£851,401	£816,796	£782,191	£747,586	£712,981	£678,376			
						10	£3,650		£1,653,018	£1,618,413	£1,583,808	£1,549,203	£1,514,598	£1,479,993	£1,445,388	£1,410,783	£1,376,178	£1,341,573	£1,306,968	£1,272,362	£1,237,757			
			11	£3,950	£2,212,400	£2,177,795	£2,143,190		£2,108,584	£2,073,979	£2,039,374	£2,004,769	£1,970,164	£1,935,559	£1,900,954	£1,866,349	£1,831,744	£1,797,139						
			12	£4,250	£2,771,781	£2,737,176	£2,702,571		£2,667,966	£2,633,361	£2,598,756	£2,564,151	£2,529,545	£2,494,940	£2,460,335	£2,425,730	£2,391,125	£2,356,520						
					£3,331,162	£3,296,557	£3,261,952	£3,227,347	£3,192,742	£3,158,137	£3,123,532	£3,088,927	£3,054,322	£3,019,717	£2,985,112	£2,950,507	£2,915,901							

¹ Based on information provided by the Council

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
- RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
- RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
- RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

Appendix Iib - SDC Residential Results v1 - Higher Density.xlsx

Table 1u: Residual Land Value Results by Value Level & CIL Rate - 100 Unit Scheme - Mixed (55dph)

Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m²	Typical Location ¹ & Value Level Indication ²	Residual Land Value (£)																
						Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² CIL				
100 Mixed 30% AH	Greenfield	6075	1	£2,000	Greenfield / PDL	£209,041	£124,544	£40,047	Negative RLV													
			2	£2,150		£854,682	£770,186	£685,688	£601,191	£516,694	£432,197	£347,700	£263,203	£178,706	£94,208	£9,711	Negative RLV					
			3	£2,300		£1,500,324	£1,415,827	£1,331,330	£1,246,833	£1,162,336	£1,077,839	£993,341	£908,844	£824,347	£739,850	£655,354	£570,856	£486,360				
			4	£2,450		£2,145,965	£2,061,468	£1,976,971	£1,892,475	£1,807,977	£1,723,480	£1,638,983	£1,554,486	£1,469,989	£1,385,492	£1,300,995	£1,216,498	£1,132,000				
			5	£2,600		£2,791,607	£2,707,110	£2,622,613	£2,538,116	£2,453,618	£2,369,122	£2,284,625	£2,200,128	£2,115,631	£2,031,133	£1,946,636	£1,862,139	£1,777,642				
			6	£2,750		£3,437,248	£3,352,751	£3,268,254	£3,183,757	£3,099,260	£3,014,763	£2,930,266	£2,845,769	£2,761,272	£2,676,775	£2,592,278	£2,507,781	£2,423,284				
			7	£2,900		£4,082,889	£3,998,393	£3,913,896	£3,829,399	£3,744,902	£3,660,405	£3,575,907	£3,491,411	£3,406,913	£3,322,417	£3,237,919	£3,153,423	£3,068,925				
			8	£3,050		£4,728,531	£4,644,035	£4,559,537	£4,475,040	£4,390,543	£4,306,046	£4,221,549	£4,137,052	£4,052,555	£3,968,058	£3,883,560	£3,799,064	£3,714,566				
			9	£3,350		£6,019,814	£5,935,317	£5,850,820	£5,766,323	£5,681,826	£5,597,329	£5,512,832	£5,428,335	£5,343,838	£5,259,341	£5,174,843	£5,090,346	£5,005,849				
			10	£3,650		£7,311,098	£7,226,601	£7,142,103	£7,057,606	£6,973,109	£6,888,612	£6,804,115	£6,719,618	£6,635,121	£6,550,624	£6,466,127	£6,381,629	£6,297,133				
			11	£3,950		£8,602,380	£8,517,884	£8,433,386	£8,348,889	£8,264,392	£8,179,895	£8,095,398	£8,010,901	£7,926,404	£7,841,907	£7,757,410	£7,672,912	£7,588,415				
			12	£4,250		£9,893,663	£9,809,166	£9,724,669	£9,640,172	£9,555,675	£9,471,178	£9,386,681	£9,302,184	£9,217,687	£9,133,190	£9,048,693	£8,964,195	£8,879,699				
									Residual Land Value (£/Ha)													
						1	£2,000	Greenfield / PDL	£103,475	£61,649	£19,823	Negative RLV										
						2	£2,150		£423,068	£381,242	£339,416	£297,590	£255,764	£213,938	£172,111	£130,286	£88,459	£46,633	£4,807	Negative RLV		
						3	£2,300		£742,661	£700,834	£659,008	£617,182	£575,356	£533,530	£491,704	£449,878	£408,052	£366,226	£324,400	£282,574	£240,748	
						4	£2,450		£1,062,253	£1,020,427	£978,601	£936,775	£894,949	£853,122	£811,297	£769,470	£727,645	£685,819	£643,993	£602,166	£560,340	
						5	£2,600		£1,381,845	£1,340,019	£1,298,193	£1,256,367	£1,214,541	£1,172,715	£1,130,889	£1,089,063	£1,047,237	£1,005,411	£963,585	£921,759	£879,933	
						6	£2,750		£1,701,438	£1,659,612	£1,617,786	£1,575,960	£1,534,134	£1,492,308	£1,450,482	£1,408,655	£1,366,830	£1,325,003	£1,283,178	£1,241,351	£1,199,525	
						7	£2,900		£2,021,030	£1,979,204	£1,937,378	£1,895,552	£1,853,726	£1,811,900	£1,770,074	£1,728,248	£1,686,422	£1,644,596	£1,602,770	£1,560,944	£1,519,118	
						8	£3,050		£2,340,623	£2,298,797	£2,256,971	£2,215,145	£2,173,319	£2,131,493	£2,089,667	£2,047,841	£2,006,015	£1,964,189	£1,922,362	£1,880,536	£1,838,710	
						9	£3,350		£2,979,808	£2,937,982	£2,896,156	£2,854,330	£2,812,504	£2,770,678	£2,728,852	£2,687,026	£2,645,200	£2,603,374	£2,561,547	£2,519,721	£2,477,895	
						10	£3,650		£3,618,993	£3,577,167	£3,535,341	£3,493,515	£3,451,689	£3,409,863	£3,368,037	£3,326,211	£3,284,385	£3,242,559	£3,200,733	£3,158,907	£3,117,081	
						11	£3,950		£4,258,178	£4,216,352	£4,174,526	£4,132,700	£4,090,874	£4,049,048	£4,007,222	£3,965,396	£3,923,570	£3,881,744	£3,839,918	£3,798,092	£3,756,265	
			12	£4,250	£4,897,363	£4,855,537	£4,813,711		£4,771,885	£4,730,059	£4,688,233	£4,646,407	£4,604,581	£4,562,755	£4,520,929	£4,479,103	£4,437,277	£4,395,451				

¹ Based on information provided by the Council

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
- RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
- RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
- RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

Appendix IIb - SDC Residential Results v1 - Higher Density.xlsx

Table 1v: Residual Land Value Results by Value Level & CIL Rate - 100 Unit Scheme - Flats (150dph)

Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m²	Typical Location ¹ & Value Level Indication ²	Residual Land Value (£)																
						Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² CIL				
100 Flats 30% AH	Greenfield	3675	1	£2,000	Greenfield / PDL	Negative RLV																
			2	£2,150		Negative RLV																
			3	£2,300		Negative RLV																
			4	£2,450		Negative RLV																
			5	£2,600		Negative RLV																
			6	£2,750		Negative RLV																
			7	£2,900		Negative RLV																
			8	£3,050		Negative RLV																
			9	£3,350		Negative RLV																
			10	£3,650		Negative RLV																
			11	£3,950		Negative RLV																
			12	£4,250		Negative RLV																
									Residual Land Value (£/Ha)													
			1	£2,000	Greenfield / PDL	Negative RLV																
			2	£2,150		Negative RLV																
			3	£2,300		Negative RLV																
			4	£2,450		Negative RLV																
			5	£2,600		Negative RLV																
			6	£2,750		Negative RLV																
			7	£2,900		Negative RLV																
			8	£3,050		Negative RLV																
			9	£3,350		Negative RLV																
			10	£3,650		Negative RLV																
			11	£3,950		Negative RLV																
12	£4,250	Negative RLV																				
						£508,903	£433,491	£358,081	£282,669	£207,258	£131,846	£56,435	Negative RLV									
						£1,617,923	£1,542,512	£1,467,102	£1,391,690	£1,316,279	£1,240,867	£1,165,456	£1,090,045	£1,014,634	£939,222	£863,811	£788,399	£712,988				
						£2,726,943	£2,651,533	£2,576,122	£2,500,710	£2,425,300	£2,349,887	£2,274,477	£2,199,065	£2,123,654	£2,048,242	£1,972,832	£1,897,420	£1,822,009				
						£3,835,965	£3,760,554	£3,685,142	£3,609,731	£3,534,320	£3,458,908	£3,383,497	£3,308,086	£3,232,674	£3,157,263	£3,081,851	£3,006,441	£2,931,029				

¹ Based on information provided by the Council

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
- RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
- RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
- RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

Appendix IIb - SDC Residential Results v1 - Higher Density.xlsx

Residential Appraisal Summaries

Note: Please refer to Section 3.1.15 Pages 48 - 53 of the main report for detailed explanation of the results tables including the significance of the colour coded key.

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	1 Unit Scheme £0 CIL 0% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	125				
TOTAL NUMBER OF UNITS	Total 1	Private 1	Affordable 0	% AH 0%	
PERCENTAGE BY TENURE	% Private 100%	% SR 0%	% AR 0%	% Int 1 0%	% Int 2 0%
SITE SIZE (HA)				0.04	
VALUE / AREA REVENUE				2	
Affordable Housing Revenue				£0	
Open Market Housing Revenue				£268,750	
<u>Total Value of Scheme</u>				£268,750	
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs				£179,000	
Fees, Contingencies, Planning Costs etc				£31,685	
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc				£2,327	
<u>Total Build Costs</u>				£213,012	
Section 106 / CIL Costs				£3,000	
Marketing Costs & Legal Fees				£8,813	
<u>Total s106 & Marketing Costs</u>				£11,813	
<u>Finance on Build Costs</u>				£3,653	
<u>TOTAL DEVELOPMENT COSTS</u>				£228,478	
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit				£53,750	
Affordable Housing Profit				£0	
<u>Total Operating Profit</u>				£53,750	
<u>GROSS RESIDUAL LAND VALUE</u>				-£13,478	
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)				£4,435	
Agents Fees				-£202	
Legal Fees				-£101	
Stamp Duty				£0	
Interest on Land Purchase				-£608	
<u>Total Finance & Acquisition Costs</u>				£3,524	
<u>NET RESIDUAL LAND VALUE</u>				-£13,478	(ignores finance & acquisition costs if GRLV Negative)
RLV (£ per Ha)				-£363,903	
NRLV as % of GDV				-5.0%	

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	1 Unit Scheme £50 CIL 0% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	125				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	1	1	0	0%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	100%	0%	0%	0%	0%
SITE SIZE (HA)			0.04		
VALUE / AREA			4		
REVENUE					
Affordable Housing Revenue			£0		
Open Market Housing Revenue			£306,250		
Total Value of Scheme			£306,250		
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs			£179,000		
Fees, Contingencies, Planning Costs etc			£31,685		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£2,327		
Total Build Costs			£213,012		
Section 106 / CIL Costs			£9,250		
Marketing Costs & Legal Fees			£9,938		
Total s106 & Marketing Costs			£19,188		
Finance on Build Costs			£3,773		
TOTAL DEVELOPMENT COSTS			£235,973		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£61,250		
Affordable Housing Profit			£0		
Total Operating Profit			£61,250		
GROSS RESIDUAL LAND VALUE			£9,027		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£4,810		
Agents Fees			£135		
Legal Fees			£68		
Stamp Duty			£0		
Interest on Land Purchase			£913		
Total Finance & Acquisition Costs			£5,925		
NET RESIDUAL LAND VALUE			£3,102	<small>(ignores finance & acquisition costs if GRLV Negative)</small>	
RLV (£ per Ha)			£83,749		
NRLV as % of GDV			1.0%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential					
DEVELOPMENT DESCRIPTION	1 Unit Scheme £100 CIL 0% AH					
DEVELOPMENT SIZE (TOTAL m²) - GIA	125					
TOTAL NUMBER OF UNITS	Total 1	Private 1	Affordable 0	% AH 0%		
PERCENTAGE BY TENURE	% Private 100%	% SR 0%	%AR 0%	% Int 1 0%	% Int 2 0%	
SITE SIZE (HA)			0.04			
VALUE / AREA			8			
REVENUE						
Affordable Housing Revenue			£0			
Open Market Housing Revenue			£381,250			
Total Value of Scheme			£381,250			
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>						
Build Costs			£179,000			
Fees, Contingencies, Planning Costs etc			£31,685			
Sustainable Design & Construction Costs / Lifetime Homes / EPCs						
Voids / EPCs / Renewables etc			£2,327			
Total Build Costs			£213,012			
Section 106 / CIL Costs			£15,500			
Marketing Costs & Legal Fees			£12,188			
Total s106 & Marketing Costs			£27,688			
Finance on Build Costs			£3,911			
TOTAL DEVELOPMENT COSTS			£244,611			
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>						
Open Market Housing Profit			£76,250			
Affordable Housing Profit			£0			
Total Operating Profit			£76,250			
GROSS RESIDUAL LAND VALUE			£60,389			
<u>FINANCE & ACQUISITION COSTS</u>						
Arrangement Fee / Misc Fees (Surveyors etc)			£5,496			
Agents Fees			£906			
Legal Fees			£453			
Stamp Duty			£0			
Interest on Land Purchase			£4,371			
Total Finance & Acquisition Costs			£11,226			
NET RESIDUAL LAND VALUE			£49,163	(ignores finance & acquisition costs if GRLV Negative)		
RLV (£ per Ha)			£1,327,412			
NRLV as % of GDV			12.9%			

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential					
DEVELOPMENT DESCRIPTION	1 Unit Scheme £125 CIL 0% AH					
DEVELOPMENT SIZE (TOTAL m²) - GIA	125					
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH		
	1	1	0	0%		
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2	
	100%	0%	0%	0%	0%	0%
SITE SIZE (HA)			0.04			
VALUE / AREA			11			
REVENUE						
Affordable Housing Revenue			£0			
Open Market Housing Revenue			£493,750			
Total Value of Scheme			£493,750			
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>						
Build Costs			£179,000			
Fees, Contingencies, Planning Costs etc			£31,685			
Sustainable Design & Construction Costs / Lifetime Homes / EPCs						
Voids / EPCs / Renewables etc			£2,327			
Total Build Costs			£213,012			
Section 106 / CIL Costs			£18,625			
Marketing Costs & Legal Fees			£15,563			
Total s106 & Marketing Costs			£34,188			
Finance on Build Costs			£4,017			
TOTAL DEVELOPMENT COSTS			£251,216			
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>						
Open Market Housing Profit			£98,750			
Affordable Housing Profit			£0			
Total Operating Profit			£98,750			
GROSS RESIDUAL LAND VALUE			£143,784			
<u>FINANCE & ACQUISITION COSTS</u>						
Arrangement Fee / Misc Fees (Surveyors etc)			£6,462			
Agents Fees			£2,157			
Legal Fees			£1,078			
Stamp Duty			£1,438			
Interest on Land Purchase			£10,070			
Total Finance & Acquisition Costs			£21,205			
NET RESIDUAL LAND VALUE			£122,579			(ignores finance & acquisition costs if GRLV Negative)
RLV (£ per Ha)			£3,309,624			
NRLV as % of GDV			24.8%			

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	4 Unit Scheme £0 CIL 0% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	380				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	4	4	0	0%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	100%	0%	0%	0%	0%
SITE SIZE (HA)			0.15		
VALUE / AREA			2		
REVENUE					
Affordable Housing Revenue			£0		
Open Market Housing Revenue			£817,000		
Total Value of Scheme			£817,000		
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs			£370,500		
Fees, Contingencies, Planning Costs etc			£74,915		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£9,308		
Total Build Costs			£454,723		
Section 106 / CIL Costs			£12,000		
Marketing Costs & Legal Fees			£27,510		
Total s106 & Marketing Costs			£39,510		
Finance on Build Costs			£8,031		
TOTAL DEVELOPMENT COSTS			£502,264		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£163,400		
Affordable Housing Profit			£0		
Total Operating Profit			£163,400		
GROSS RESIDUAL LAND VALUE			£151,336		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£11,559		
Agents Fees			£2,270		
Legal Fees			£1,135		
Stamp Duty			£1,513		
Interest on Land Purchase			£10,908		
Total Finance & Acquisition Costs			£27,385		
NET RESIDUAL LAND VALUE			£123,951	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£836,668		
NRLV as % of GDV			15.2%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	4 Unit Scheme £50 CIL 0% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	380				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	4	4	0	0%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	100%	0%	0%	0%	0%
SITE SIZE (HA)			0.15		
VALUE / AREA			4		
REVENUE					
Affordable Housing Revenue			£0		
Open Market Housing Revenue			£931,000		
Total Value of Scheme			£931,000		
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs			£370,500		
Fees, Contingencies, Planning Costs etc			£74,915		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£9,308		
Total Build Costs			£454,723		
Section 106 / CIL Costs			£31,000		
Marketing Costs & Legal Fees			£30,930		
Total s106 & Marketing Costs			£61,930		
Finance on Build Costs			£8,396		
TOTAL DEVELOPMENT COSTS			£525,049		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£186,200		
Affordable Housing Profit			£0		
Total Operating Profit			£186,200		
GROSS RESIDUAL LAND VALUE			£219,751		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£12,698		
Agents Fees			£3,296		
Legal Fees			£1,648		
Stamp Duty			£2,198		
Interest on Land Purchase			£15,573		
Total Finance & Acquisition Costs			£35,414		
NET RESIDUAL LAND VALUE			£184,338	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£1,244,278		
NRLV as % of GDV			19.8%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	4 Unit Scheme £100 CIL 0% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	380				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	4	4	0	0%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	100%	0%	0%	0%	0%
SITE SIZE (HA)			0.15		
VALUE / AREA			8		
REVENUE					
Affordable Housing Revenue			£0		
Open Market Housing Revenue			£1,159,000		
Total Value of Scheme			£1,159,000		
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs			£370,500		
Fees, Contingencies, Planning Costs etc			£74,915		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£9,308		
Total Build Costs			£454,723		
Section 106 / CIL Costs			£50,000		
Marketing Costs & Legal Fees			£37,770		
Total s106 & Marketing Costs			£87,770		
Finance on Build Costs			£8,816		
TOTAL DEVELOPMENT COSTS			£551,309		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£231,800		
Affordable Housing Profit			£0		
Total Operating Profit			£231,800		
GROSS RESIDUAL LAND VALUE			£375,891		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£14,785		
Agents Fees			£5,638		
Legal Fees			£2,819		
Stamp Duty			£11,277		
Interest on Land Purchase			£26,677		
Total Finance & Acquisition Costs			£61,196		
NET RESIDUAL LAND VALUE			£314,695	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£2,124,194		
NRLV as % of GDV			27.2%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	4 Unit Scheme £125 CIL 0% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	380				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	4	4	0	0%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	100%	0%	0%	0%	0%
SITE SIZE (HA)			0.15		
VALUE / AREA			11		
REVENUE					
Affordable Housing Revenue			£0		
Open Market Housing Revenue			£1,501,000		
Total Value of Scheme			£1,501,000		
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs			£370,500		
Fees, Contingencies, Planning Costs etc			£74,915		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£9,308		
Total Build Costs			£454,723		
Section 106 / CIL Costs			£59,500		
Marketing Costs & Legal Fees			£48,030		
Total s106 & Marketing Costs			£107,530		
Finance on Build Costs			£9,137		
TOTAL DEVELOPMENT COSTS			£571,390		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£300,200		
Affordable Housing Profit			£0		
Total Operating Profit			£300,200		
GROSS RESIDUAL LAND VALUE			£629,410		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£17,722		
Agents Fees			£9,441		
Legal Fees			£4,721		
Stamp Duty			£25,176		
Interest on Land Purchase			£44,621		
Total Finance & Acquisition Costs			£101,681		
NET RESIDUAL LAND VALUE			£527,730	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£3,562,176		
NRLV as % of GDV			35.2%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	5 Unit Scheme £0 CIL 20% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	465				
TOTAL NUMBER OF UNITS	Total 5	Private 4	Affordable 1	% AH 20%	
PERCENTAGE BY TENURE	% Private 80%	% SR 0%	%AR 20%	% Int 1 0%	% Int 2 0%
SITE SIZE (HA)			0.12		
VALUE / AREA			2		
REVENUE					
Affordable Housing Revenue			£104,882		
Open Market Housing Revenue			£817,000		
Total Value of Scheme			£921,882		
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs			£453,375		
Fees, Contingencies, Planning Costs etc			£92,181		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£11,635		
Total Build Costs			£557,191		
Section 106 / CIL Costs			£15,000		
Marketing Costs & Legal Fees			£31,406		
Total s106 & Marketing Costs			£46,406		
Finance on Build Costs			£9,808		
TOTAL DEVELOPMENT COSTS			£613,406		
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit			£163,400		
Affordable Housing Profit			£6,293		
Total Operating Profit			£169,693		
GROSS RESIDUAL LAND VALUE			£138,783		
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)			£13,656		
Agents Fees			£2,082		
Legal Fees			£1,041		
Stamp Duty			£1,388		
Interest on Land Purchase			£10,202		
Total Finance & Acquisition Costs			£28,368		
NET RESIDUAL LAND VALUE			£110,415	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£894,360		
NRLV as % of GDV			12.0%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	5 Unit Scheme £50 CIL 20% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	465				
TOTAL NUMBER OF UNITS	Total 5	Private 4	Affordable 1	% AH 20%	
PERCENTAGE BY TENURE	% Private 80%	% SR 0%	%AR 20%	% Int 1 0%	% Int 2 0%
SITE SIZE (HA)			0.12		
VALUE / AREA			4		
REVENUE					
Affordable Housing Revenue			£104,882		
Open Market Housing Revenue			£931,000		
Total Value of Scheme			£1,035,882		
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs			£453,375		
Fees, Contingencies, Planning Costs etc			£92,181		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£11,635		
Total Build Costs			£557,191		
Section 106 / CIL Costs			£34,000		
Marketing Costs & Legal Fees			£34,826		
Total s106 & Marketing Costs			£68,826		
Finance on Build Costs			£10,173		
TOTAL DEVELOPMENT COSTS			£636,190		
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit			£186,200		
Affordable Housing Profit			£6,293		
Total Operating Profit			£192,493		
GROSS RESIDUAL LAND VALUE			£207,199		
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)			£14,796		
Agents Fees			£3,108		
Legal Fees			£1,554		
Stamp Duty			£2,072		
Interest on Land Purchase			£14,867		
Total Finance & Acquisition Costs			£36,397		
NET RESIDUAL LAND VALUE			£170,801	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£1,383,492		
NRLV as % of GDV			16.5%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	5 Unit Scheme £100 CIL 20% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	465				
TOTAL NUMBER OF UNITS	Total 5	Private 4	Affordable 1	% AH 20%	
PERCENTAGE BY TENURE	% Private 80%	% SR 0%	%AR 20%	% Int 1 0%	% Int 2 0%
SITE SIZE (HA)	0.12				
VALUE / AREA	8				
REVENUE					
Affordable Housing Revenue				£104,882	
Open Market Housing Revenue				£1,159,000	
Total Value of Scheme				£1,263,882	
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs				£453,375	
Fees, Contingencies, Planning Costs etc				£92,181	
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc				£11,635	
Total Build Costs				£557,191	
Section 106 / CIL Costs				£53,000	
Marketing Costs & Legal Fees				£41,666	
Total s106 & Marketing Costs				£94,666	
Finance on Build Costs				£10,593	
TOTAL DEVELOPMENT COSTS				£662,450	
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit				£231,800	
Affordable Housing Profit				£6,293	
Total Operating Profit				£238,093	
GROSS RESIDUAL LAND VALUE				£363,339	
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)				£16,882	
Agents Fees				£5,450	
Legal Fees				£2,725	
Stamp Duty				£10,900	
Interest on Land Purchase				£25,954	
Total Finance & Acquisition Costs				£61,912	
NET RESIDUAL LAND VALUE				£301,427	(ignores finance & acquisition costs if GRLV Negative)
RLV (£ per Ha)				£2,441,557	
NRLV as % of GDV				23.8%	

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	5 Unit Scheme £125 CIL 20% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	465				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	5	4	1	20%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	80%	0%	20%	0%	0%
SITE SIZE (HA)			0.12		
VALUE / AREA			11		
REVENUE					
Affordable Housing Revenue			£104,882		
Open Market Housing Revenue			£1,501,000		
Total Value of Scheme			£1,605,882		
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs			£453,375		
Fees, Contingencies, Planning Costs etc			£92,181		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£11,635		
Total Build Costs			£557,191		
Section 106 / CIL Costs			£62,500		
Marketing Costs & Legal Fees			£51,926		
Total s106 & Marketing Costs			£114,426		
Finance on Build Costs			£10,914		
TOTAL DEVELOPMENT COSTS			£682,531		
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit			£300,200		
Affordable Housing Profit			£6,293		
Total Operating Profit			£306,493		
GROSS RESIDUAL LAND VALUE			£616,858		
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)			£19,819		
Agents Fees			£9,253		
Legal Fees			£4,626		
Stamp Duty			£24,674		
Interest on Land Purchase			£43,890		
Total Finance & Acquisition Costs			£102,263		
NET RESIDUAL LAND VALUE			£514,595	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£4,168,218		
NRLV as % of GDV			32.0%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	9 Unit Scheme £0 CIL 20% AH				
DEVELOPMENT SIZE (TOTAL.m²) - GIA	1,110				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	9	8	1	11%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	89%	0%	11%	0%	0%
SITE SIZE (HA)			0.22		
VALUE / AREA			2		
REVENUE					
Affordable Housing Revenue			£117,264		
Open Market Housing Revenue			£2,150,000		
<u>Total Value of Scheme</u>			£2,267,264		
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs			£1,082,250		
Fees, Contingencies, Planning Costs etc			£205,853		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£20,943		
<u>Total Build Costs</u>			£1,309,046		
Section 106 / CIL Costs			£27,000		
Marketing Costs & Legal Fees			£74,768		
<u>Total s106 & Marketing Costs</u>			£101,768		
<u>Finance on Build Costs</u>			£34,389		
<u>TOTAL DEVELOPMENT COSTS</u>			£1,445,202		
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit			£430,000		
Affordable Housing Profit			£7,036		
<u>Total Operating Profit</u>			£437,036		
<u>GROSS RESIDUAL LAND VALUE</u>			£385,026		
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)			£32,754		
Agents Fees			£5,775		
Legal Fees			£2,888		
Stamp Duty			£11,551		
Interest on Land Purchase			£35,587		
<u>Total Finance & Acquisition Costs</u>			£88,555		
<u>NET RESIDUAL LAND VALUE</u>			£296,471	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£1,334,119		
NRLV as % of GDV			13.1%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	9 Unit Scheme £50 CIL 20% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,110				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	9	8	1	11%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	89%	0%	11%	0%	0%
SITE SIZE (HA)			0.22		
VALUE / AREA			4		
REVENUE					
Affordable Housing Revenue			£117,264		
Open Market Housing Revenue			£2,450,000		
Total Value of Scheme			£2,567,264		
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs			£1,082,250		
Fees, Contingencies, Planning Costs etc			£205,853		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£20,943		
Total Build Costs			£1,309,046		
Section 106 / CIL Costs			£77,000		
Marketing Costs & Legal Fees			£83,768		
Total s106 & Marketing Costs			£160,768		
Finance on Build Costs			£35,827		
TOTAL DEVELOPMENT COSTS			£1,505,640		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£490,000		
Affordable Housing Profit			£7,036		
Total Operating Profit			£497,036		
GROSS RESIDUAL LAND VALUE			£564,588		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£35,759		
Agents Fees			£8,469		
Legal Fees			£4,234		
Stamp Duty			£22,584		
Interest on Land Purchase			£51,645		
Total Finance & Acquisition Costs			£122,691		
NET RESIDUAL LAND VALUE			£441,897	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£1,988,538		
NRLV as % of GDV			17.2%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	9 Unit Scheme £100 CIL 20% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,110				
TOTAL NUMBER OF UNITS	Total 9	Private 8	Affordable 1	% AH 11%	
PERCENTAGE BY TENURE	% Private 89%	% SR 0%	%AR 11%	% Int 1 0%	% Int 2 0%
SITE SIZE (HA)	0.22				
VALUE / AREA	8				
REVENUE					
Affordable Housing Revenue				£117,264	
Open Market Housing Revenue				£3,050,000	
Total Value of Scheme				£3,167,264	
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs				£1,082,250	
Fees, Contingencies, Planning Costs etc				£205,853	
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc				£20,943	
Total Build Costs				£1,309,046	
Section 106 / CIL Costs				£127,000	
Marketing Costs & Legal Fees				£101,768	
Total s106 & Marketing Costs				£228,768	
Finance on Build Costs				£37,484	
TOTAL DEVELOPMENT COSTS				£1,575,298	
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit				£610,000	
Affordable Housing Profit				£7,036	
Total Operating Profit				£617,036	
GROSS RESIDUAL LAND VALUE				£974,931	
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)				£41,255	
Agents Fees				£14,624	
Legal Fees				£7,312	
Stamp Duty				£38,997	
Interest on Land Purchase				£87,516	
Total Finance & Acquisition Costs				£189,704	
NET RESIDUAL LAND VALUE				£785,226	(ignores finance & acquisition
RLV (£ per Ha)				£3,533,518	costs if GRLV Negative)

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	9 Unit Scheme £125 CIL 20% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,110				
TOTAL NUMBER OF UNITS	Total 9	Private 8	Affordable 1	% AH 11%	
PERCENTAGE BY TENURE	% Private 89%	% SR 0%	%AR 11%	% Int 1 0%	% Int 2 0%
SITE SIZE (HA)	0.22				
VALUE / AREA	11				
REVENUE					
Affordable Housing Revenue				£117,264	
Open Market Housing Revenue				£3,950,000	
Total Value of Scheme				£4,067,264	
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs				£1,082,250	
Fees, Contingencies, Planning Costs etc				£205,853	
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc				£20,943	
Total Build Costs				£1,309,046	
Section 106 / CIL Costs				£152,000	
Marketing Costs & Legal Fees				£128,768	
Total s106 & Marketing Costs				£280,768	
Finance on Build Costs				£38,752	
TOTAL DEVELOPMENT COSTS				£1,628,565	
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit				£790,000	
Affordable Housing Profit				£7,036	
Total Operating Profit				£797,036	
GROSS RESIDUAL LAND VALUE				£1,641,663	
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)				£48,988	
Agents Fees				£24,625	
Legal Fees				£12,312	
Stamp Duty				£65,667	
Interest on Land Purchase				£145,702	
Total Finance & Acquisition Costs				£297,294	
NET RESIDUAL LAND VALUE				£1,344,369	(ignores finance & acquisition costs if GRLV Negative)
RLV (£ per Ha)				£6,049,661	
NRLV as % of GDV				33.1%	

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	10 Unit Scheme £0 CIL 20% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,220				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	10	8	2	20%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	80%	0%	20%	0%	0%
SITE SIZE (HA)			0.25		
VALUE / AREA			2		
REVENUE					
Affordable Housing Revenue			£234,528		
Open Market Housing Revenue			£2,150,000		
Total Value of Scheme			£2,384,528		
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs			£1,189,500		
Fees, Contingencies, Planning Costs etc			£226,775		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£41,270		
Total Build Costs			£1,457,545		
Section 106 / CIL Costs			£30,000		
Marketing Costs & Legal Fees			£79,036		
Total s106 & Marketing Costs			£109,036		
Finance on Build Costs			£38,185		
TOTAL DEVELOPMENT COSTS			£1,604,766		
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit			£430,000		
Affordable Housing Profit			£14,072		
Total Operating Profit			£444,072		
GROSS RESIDUAL LAND VALUE			£335,690		
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)			£35,452		
Agents Fees			£5,035		
Legal Fees			£2,518		
Stamp Duty			£10,071		
Interest on Land Purchase			£31,587		
Total Finance & Acquisition Costs			£84,663		
NET RESIDUAL LAND VALUE			£251,027	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£1,016,659		
NRLV as % of GDV			10.5%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	10 Unit Scheme £50 CIL 20% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,220				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	10	8	2	20%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	80%	0%	20%	0%	0%
SITE SIZE (HA)			0.25		
VALUE / AREA			4		
REVENUE					
Affordable Housing Revenue			£234,528		
Open Market Housing Revenue			£2,450,000		
Total Value of Scheme			£2,684,528		
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs			£1,189,500		
Fees, Contingencies, Planning Costs etc			£256,775		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£41,270		
Total Build Costs			£1,487,545		
Section 106 / CIL Costs			£80,000		
Marketing Costs & Legal Fees			£88,036		
Total s106 & Marketing Costs			£168,036		
Finance on Build Costs			£40,355		
TOTAL DEVELOPMENT COSTS			£1,695,936		
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit			£490,000		
Affordable Housing Profit			£14,072		
Total Operating Profit			£504,072		
GROSS RESIDUAL LAND VALUE			£484,521		
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)			£38,764		
Agents Fees			£7,268		
Legal Fees			£3,634		
Stamp Duty			£14,536		
Interest on Land Purchase			£44,584		
Total Finance & Acquisition Costs			£108,785		
NET RESIDUAL LAND VALUE			£375,736	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£1,521,730		
NRLV as % of GDV			14.0%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	10 Unit Scheme £100 CIL 20% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,220				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	10	8	2	20%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	80%	0%	20%	0%	0%
SITE SIZE (HA)			0.25		
VALUE / AREA			8		
REVENUE					
Affordable Housing Revenue			£234,528		
Open Market Housing Revenue			£3,050,000		
Total Value of Scheme			£3,284,528		
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs			£1,189,500		
Fees, Contingencies, Planning Costs etc			£226,775		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£41,270		
Total Build Costs			£1,457,545		
Section 106 / CIL Costs			£130,000		
Marketing Costs & Legal Fees			£106,036		
Total s106 & Marketing Costs			£236,036		
Finance on Build Costs			£41,281		
TOTAL DEVELOPMENT COSTS			£1,734,862		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£610,000		
Affordable Housing Profit			£14,072		
Total Operating Profit			£624,072		
GROSS RESIDUAL LAND VALUE			£925,594		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£43,953		
Agents Fees			£13,884		
Legal Fees			£6,942		
Stamp Duty			£37,024		
Interest on Land Purchase			£83,476		
Total Finance & Acquisition Costs			£185,279		
NET RESIDUAL LAND VALUE			£740,316	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£2,998,278		
NRLV as % of GDV			22.5%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential					
DEVELOPMENT DESCRIPTION	10 Unit Scheme £125 CIL 20% AH					
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,220					
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH		
	10	8	2	20%		
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1		% Int 2
	80%	0%	20%	0%		0%
SITE SIZE (HA)			0.25			
VALUE / AREA			11			
REVENUE						
Affordable Housing Revenue			£234,528			
Open Market Housing Revenue			£3,950,000			
Total Value of Scheme			£4,184,528			
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>						
Build Costs			£1,189,500			
Fees, Contingencies, Planning Costs etc			£226,775			
Sustainable Design & Construction Costs / Lifetime Homes / EPCs						
Voids / EPCs / Renewables etc			£41,270			
Total Build Costs			£1,457,545			
Section 106 / CIL Costs			£155,000			
Marketing Costs & Legal Fees			£133,036			
Total s106 & Marketing Costs			£288,036			
Finance on Build Costs			£42,549			
TOTAL DEVELOPMENT COSTS			£1,788,129			
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>						
Open Market Housing Profit			£790,000			
Affordable Housing Profit			£14,072			
Total Operating Profit			£804,072			
GROSS RESIDUAL LAND VALUE			£1,592,327			
<u>FINANCE & ACQUISITION COSTS</u>						
Arrangement Fee / Misc Fees (Surveyors etc)			£51,686			
Agents Fees			£23,885			
Legal Fees			£11,942			
Stamp Duty			£63,693			
Interest on Land Purchase			£141,662			
Total Finance & Acquisition Costs			£292,868			
NET RESIDUAL LAND VALUE			£1,299,459			(ignores finance & acquisition costs if GRLV Negative)
RLV (£ per Ha)			£5,262,807			
NRLV as % of GDV			31.1%			

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	15 Flats £0 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	856				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	15	10	5	33%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	67%	0%	20%	13%	0%
SITE SIZE (HA)	0.22				
VALUE / AREA	2				
REVENUE					
Affordable Housing Revenue				£381,816	
Open Market Housing Revenue				£1,193,250	
Total Value of Scheme				£1,575,066	
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs				£994,672	
Fees, Contingencies, Planning Costs etc				£221,726	
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc				£61,905	
Total Build Costs				£1,278,303	
Section 106 / CIL Costs				£45,000	
Marketing Costs & Legal Fees				£58,502	
Total s106 & Marketing Costs				£103,502	
Finance on Build Costs				£44,909	
TOTAL DEVELOPMENT COSTS				£1,426,713	
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit				£238,650	
Affordable Housing Profit				£22,909	
Total Operating Profit				£261,559	
GROSS RESIDUAL LAND VALUE				-£113,206	
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)				£27,402	
Agents Fees				-£1,698	
Legal Fees				-£849	
Stamp Duty				£0	
Interest on Land Purchase				-£8,614	
Total Finance & Acquisition Costs				£16,241	
NET RESIDUAL LAND VALUE				-£113,206 (ignores finance & acquisition	
RLV (£ per Ha)				-£509,429 costs if GRLV Negative)	
NRLV as % of GDV				-7.2%	

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	15 Flats £50 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	856				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	15	10	5	33%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	67%	0%	20%	13%	0%
SITE SIZE (HA)			0.22		
VALUE / AREA			4		
REVENUE					
Affordable Housing Revenue			£402,876		
Open Market Housing Revenue			£1,359,750		
Total Value of Scheme			£1,762,626		
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs			£994,672		
Fees, Contingencies, Planning Costs etc			£221,726		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£61,905		
Total Build Costs			£1,278,303		
Section 106 / CIL Costs			£72,750		
Marketing Costs & Legal Fees			£64,129		
Total s106 & Marketing Costs			£136,879		
Finance on Build Costs			£45,993		
TOTAL DEVELOPMENT COSTS			£1,461,175		
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit			£271,950		
Affordable Housing Profit			£24,173		
Total Operating Profit			£296,123		
GROSS RESIDUAL LAND VALUE			£5,328		
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)			£29,277		
Agents Fees			£80		
Legal Fees			£40		
Stamp Duty			£0		
Interest on Land Purchase			£3,386		
Total Finance & Acquisition Costs			£32,782		
NET RESIDUAL LAND VALUE			-£27,454	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			-£123,543		
NRLV as % of GDV			-1.6%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	15 Flats £100 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m ²) - GIA	856				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	15	10	5	33%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	67%	0%	20%	13%	0%
SITE SIZE (HA)	0.22				
VALUE / AREA	8				
<u>REVENUE</u>					
Affordable Housing Revenue			£444,996		
Open Market Housing Revenue			£1,692,750		
<u>Total Value of Scheme</u>			£2,137,746		
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs			£994,672		
Fees, Contingencies, Planning Costs etc			£221,726		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£61,905		
<u>Total Build Costs</u>			£1,278,303		
Section 106 / CIL Costs			£100,500		
Marketing Costs & Legal Fees			£75,382		
<u>Total s106 & Marketing Costs</u>			£175,882		
<u>Finance on Build Costs</u>			£47,261		
<u>TOTAL DEVELOPMENT COSTS</u>			£1,501,446		
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit			£338,550		
Affordable Housing Profit			£26,700		
<u>Total Operating Profit</u>			£365,250		
<u>GROSS RESIDUAL LAND VALUE</u>			£271,050		
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)			£32,739		
Agents Fees			£4,066		
Legal Fees			£2,033		
Stamp Duty			£8,132		
Interest on Land Purchase			£31,007		
<u>Total Finance & Acquisition Costs</u>			£77,976		
<u>NET RESIDUAL LAND VALUE</u>			£193,074	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£868,831		
NRLV as % of GDV			9.0%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	15 Flats £125 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	856				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	15	10	5	33%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	67%	0%	20%	13%	0%
SITE SIZE (HA)	0.22				
VALUE / AREA	11				
REVENUE					
Affordable Housing Revenue				£508,176	
Open Market Housing Revenue				£2,192,250	
Total Value of Scheme				£2,700,426	
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs				£994,672	
Fees, Contingencies, Planning Costs etc				£221,726	
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc				£61,905	
Total Build Costs				£1,278,303	
Section 106 / CIL Costs				£114,375	
Marketing Costs & Legal Fees				£92,263	
Total s106 & Marketing Costs				£206,638	
Finance on Build Costs				£48,261	
TOTAL DEVELOPMENT COSTS				£1,533,201	
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit				£438,450	
Affordable Housing Profit				£30,491	
Total Operating Profit				£468,941	
GROSS RESIDUAL LAND VALUE				£698,284	
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)				£37,647	
Agents Fees				£10,474	
Legal Fees				£5,237	
Stamp Duty				£27,931	
Interest on Land Purchase				£76,008	
Total Finance & Acquisition Costs				£157,298	
NET RESIDUAL LAND VALUE				£540,986 (ignores finance & acquisition	
RLV (£ per Ha)				£2,434,438 costs if GRLV Negative)	
NRLV as % of GDV				20.0%	

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential					
DEVELOPMENT DESCRIPTION	15 Unit Scheme £0 CIL 30% AH					
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,515					
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH		
	15	10	5	33%		
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2	
	67%	0%	20%	13%	0%	
SITE SIZE (HA)				0.37		
VALUE / AREA				2		
REVENUE						
Affordable Housing Revenue				£558,710		
Open Market Housing Revenue				£2,236,000		
Total Value of Scheme				£2,794,710		
RESIDENTIAL BUILDING, MARKETING & S106 COSTS						
Build Costs				£1,477,125		
Fees, Contingencies, Planning Costs etc				£294,094		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs						
Voids / EPCs / Renewables etc				£61,905		
Total Build Costs				£1,833,124		
Section 106 / CIL Costs				£45,000		
Marketing Costs & Legal Fees				£95,091		
Total s106 & Marketing Costs				£140,091		
Finance on Build Costs				£64,129		
TOTAL DEVELOPMENT COSTS				£2,037,345		
DEVELOPER'S RETURN FOR RISK AND PROFIT						
Open Market Housing Profit				£447,200		
Affordable Housing Profit				£33,523		
Total Operating Profit				£480,723		
GROSS RESIDUAL LAND VALUE				£276,643		
FINANCE & ACQUISITION COSTS						
Arrangement Fee / Misc Fees (Surveyors etc)				£43,513		
Agents Fees				£4,150		
Legal Fees				£2,075		
Stamp Duty				£8,299		
Interest on Land Purchase				£32,631		
Total Finance & Acquisition Costs				£90,668		
NET RESIDUAL LAND VALUE				£185,974	(ignores finance & acquisition	
RLV (£ per Ha)				£502,131	costs if GRLV Negative)	
NRLV as % of GDV				6.7%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	15 Unit Scheme £50 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,515				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	15	10	5	33%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	67%	0%	20%	13%	0%
SITE SIZE (HA)			0.37		
VALUE / AREA			4		
REVENUE					
Affordable Housing Revenue			£589,310		
Open Market Housing Revenue			£2,548,000		
Total Value of Scheme			£3,137,310		
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs			£1,477,125		
Fees, Contingencies, Planning Costs etc			£294,094		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£61,905		
Total Build Costs			£1,833,124		
Section 106 / CIL Costs			£97,000		
Marketing Costs & Legal Fees			£105,369		
Total s106 & Marketing Costs			£202,369		
Finance on Build Costs			£66,154		
TOTAL DEVELOPMENT COSTS			£2,101,647		
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit			£509,600		
Affordable Housing Profit			£35,359		
Total Operating Profit			£544,959		
GROSS RESIDUAL LAND VALUE			£490,705		
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)			£46,940		
Agents Fees			£7,361		
Legal Fees			£3,680		
Stamp Duty			£14,721		
Interest on Land Purchase			£54,932		
Total Finance & Acquisition Costs			£127,634		
NET RESIDUAL LAND VALUE			£363,071	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£980,291		
NRLV as % of GDV			11.6%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential					
DEVELOPMENT DESCRIPTION	15 Unti Scheme £100 CIL 30% AH					
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,515					
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH		
	15	10	5	33%		
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1		% Int 2
	67%	0%	20%	13%		0%
SITE SIZE (HA)			0.37			
VALUE / AREA			8			
REVENUE						
Affordable Housing Revenue			£650,510			
Open Market Housing Revenue			£3,172,000			
Total Value of Scheme			£3,822,510			
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>						
Build Costs			£1,477,125			
Fees, Contingencies, Planning Costs etc			£294,094			
Sustainable Design & Construction Costs / Lifetime Homes / EPCs						
Voids / EPCs / Renewables etc			£61,905			
Total Build Costs			£1,833,124			
Section 106 / CIL Costs			£149,000			
Marketing Costs & Legal Fees			£125,925			
Total s106 & Marketing Costs			£274,925			
Finance on Build Costs			£68,512			
TOTAL DEVELOPMENT COSTS			£2,176,561			
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>						
Open Market Housing Profit			£634,400			
Affordable Housing Profit			£39,031			
Total Operating Profit			£673,431			
GROSS RESIDUAL LAND VALUE			£972,519			
<u>FINANCE & ACQUISITION COSTS</u>						
Arrangement Fee / Misc Fees (Surveyors etc)			£53,256			
Agents Fees			£14,588			
Legal Fees			£7,294			
Stamp Duty			£38,901			
Interest on Land Purchase			£105,939			
Total Finance & Acquisition Costs			£219,978			
NET RESIDUAL LAND VALUE			£752,541			(ignores finance & acquisition costs if GRLV Negative)
RLV (£ per Ha)			£2,031,860			
NRLV as % of GDV			19.7%			

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential					
DEVELOPMENT DESCRIPTION	15 Unit Scheme £125 CIL 30% AH					
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,515					
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH		
	15	10	5	33%		
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2	
	67%	0%	20%	13%	0%	
SITE SIZE (HA)				0.37		
VALUE / AREA				11		
REVENUE						
Affordable Housing Revenue				£742,310		
Open Market Housing Revenue				£4,108,000		
Total Value of Scheme				£4,850,310		
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>						
Build Costs				£1,477,125		
Fees, Contingencies, Planning Costs etc				£294,094		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs						
Voids / EPCs / Renewables etc				£61,905		
Total Build Costs				£1,833,124		
Section 106 / CIL Costs				£175,000		
Marketing Costs & Legal Fees				£156,759		
Total s106 & Marketing Costs				£331,759		
Finance on Build Costs				£70,359		
TOTAL DEVELOPMENT COSTS				£2,235,242		
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>						
Open Market Housing Profit				£821,600		
Affordable Housing Profit				£44,539		
Total Operating Profit				£866,139		
GROSS RESIDUAL LAND VALUE				£1,748,930		
<u>FINANCE & ACQUISITION COSTS</u>						
Arrangement Fee / Misc Fees (Surveyors etc)				£62,194		
Agents Fees				£26,234		
Legal Fees				£13,117		
Stamp Duty				£69,957		
Interest on Land Purchase				£187,242		
Total Finance & Acquisition Costs				£358,744		
NET RESIDUAL LAND VALUE				£1,390,185 (ignores finance & acquisition		
RLV (£ per Ha)				£3,753,500 costs if GRLV Negative)		
NRLV as % of GDV				28.7%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	25 Mixed £0 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	2,002				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	25	17	8	32%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	68%	0%	24%	8%	0%
SITE SIZE (HA)			0.51		
VALUE / AREA			2		
REVENUE					
Affordable Housing Revenue			£740,286		
Open Market Housing Revenue			£2,999,250		
Total Value of Scheme			£3,739,536		
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs			£2,030,864		
Fees, Contingencies, Planning Costs etc			£425,505		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£103,175		
Total Build Costs			£2,559,544		
Section 106 / CIL Costs			£75,000		
Marketing Costs & Legal Fees			£130,936		
Total s106 & Marketing Costs			£205,936		
Finance on Build Costs			£89,878		
TOTAL DEVELOPMENT COSTS			£2,855,358		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£599,850		
Affordable Housing Profit			£44,417		
Total Operating Profit			£644,267		
GROSS RESIDUAL LAND VALUE			£239,911		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£59,506		
Agents Fees			£3,599		
Legal Fees			£1,799		
Stamp Duty			£2,399		
Interest on Land Purchase			£29,953		
Total Finance & Acquisition Costs			£97,257		
NET RESIDUAL LAND VALUE			£142,654	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£282,455	costs if GRLV Negative)	
NRLV as % of GDV			3.8%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	25 Mixed £50 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m ²) - GIA	2,002				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	25	17	8	32%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	68%	0%	24%	8%	0%
SITE SIZE (HA)	0.51				
VALUE / AREA	4				
<u>REVENUE</u>					
Affordable Housing Revenue			£762,786		
Open Market Housing Revenue			£3,417,750		
<u>Total Value of Scheme</u>			£4,180,536		
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs			£2,030,864		
Fees, Contingencies, Planning Costs etc			£425,505		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£103,175		
<u>Total Build Costs</u>			£2,559,544		
Section 106 / CIL Costs			£144,750		
Marketing Costs & Legal Fees			£144,166		
<u>Total s106 & Marketing Costs</u>			£288,916		
<u>Finance on Build Costs</u>			£92,575		
<u>TOTAL DEVELOPMENT COSTS</u>			£2,941,035		
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit			£683,550		
Affordable Housing Profit			£45,767		
<u>Total Operating Profit</u>			£729,317		
<u>GROSS RESIDUAL LAND VALUE</u>			£510,184		
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)			£63,923		
Agents Fees			£7,653		
Legal Fees			£3,826		
Stamp Duty			£20,407		
Interest on Land Purchase			£59,084		
<u>Total Finance & Acquisition Costs</u>			£154,893		
<u>NET RESIDUAL LAND VALUE</u>			£355,291	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£703,476		
NRLV as % of GDV			8.5%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	25 Mixed £100 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	2,002				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	25	17	8	32%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	68%	0%	24%	8%	0%
SITE SIZE (HA)			0.51		
VALUE / AREA			8		
REVENUE					
Affordable Housing Revenue			£807,786		
Open Market Housing Revenue			£4,254,750		
Total Value of Scheme			£5,062,536		
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs			£2,030,864		
Fees, Contingencies, Planning Costs etc			£425,505		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£103,175		
Total Build Costs			£2,559,544		
Section 106 / CIL Costs			£214,500		
Marketing Costs & Legal Fees			£170,626		
Total s106 & Marketing Costs			£385,126		
Finance on Build Costs			£95,702		
TOTAL DEVELOPMENT COSTS			£3,040,371		
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit			£850,950		
Affordable Housing Profit			£48,467		
Total Operating Profit			£899,417		
GROSS RESIDUAL LAND VALUE			£1,122,747		
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)			£72,035		
Agents Fees			£16,841		
Legal Fees			£8,421		
Stamp Duty			£44,910		
Interest on Land Purchase			£123,333		
Total Finance & Acquisition Costs			£265,540		
NET RESIDUAL LAND VALUE			£857,208	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£1,697,271		
NRLV as % of GDV			16.9%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	25 Mixed £125 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	2,002				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	25	17	8	32%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	68%	0%	24%	8%	0%
SITE SIZE (HA)	0.51				
VALUE / AREA	11				
REVENUE					
Affordable Housing Revenue				£875,286	
Open Market Housing Revenue				£5,510,250	
Total Value of Scheme				£6,385,536	
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs				£2,030,864	
Fees, Contingencies, Planning Costs etc				£425,505	
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc				£103,175	
Total Build Costs				£2,559,544	
Section 106 / CIL Costs				£249,375	
Marketing Costs & Legal Fees				£210,316	
Total s106 & Marketing Costs				£459,691	
Finance on Build Costs				£98,125	
TOTAL DEVELOPMENT COSTS				£3,117,360	
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit				£1,102,050	
Affordable Housing Profit				£52,517	
Total Operating Profit				£1,154,567	
GROSS RESIDUAL LAND VALUE				£2,113,609	
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)				£83,483	
Agents Fees				£31,704	
Legal Fees				£15,852	
Stamp Duty				£84,544	
Interest on Land Purchase				£227,096	
Total Finance & Acquisition Costs				£442,680	
NET RESIDUAL LAND VALUE				£1,670,929	(ignores finance & acquisition costs if GRLV Negative)
RLV (£ per Ha)				£3,308,439	
NRLV as % of GDV				26.2%	

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	30 Flats (Sheltered) £100 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,519				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	100	70	30	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	70%	0%	13%	12%	0%
SITE SIZE (HA)				0.24	
VALUE / AREA				11	
REVENUE					
Affordable Housing Revenue				£837,887	
Open Market Housing Revenue				£4,245,750	
Total Value of Scheme				£5,083,637	
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs				£2,418,248	
Fees, Contingencies, Planning Costs etc				£509,828	
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc				£129,810	
Total Build Costs				£3,057,886	
Section 106 / CIL Costs				£228,000	
Marketing Costs & Legal Fees				£138,398	
Total s106 & Marketing Costs				£366,398	
TOTAL DEVELOPMENT COSTS				£3,424,284	
DEVELOPER'S RETURN FOR RISK AND PROFIT				£866,193	
Total Operating Profit				£866,193	
FINANCE & ACQUISITION COSTS					
Agents Fees				£24,211	
Legal Fees				£4,105	
Stamp Duty				£21,896	
Interest				£195,555	
Total Finance & Acquisition Costs				£245,767	
NET RESIDUAL LAND VALUE				£547,392	(ignores finance & acquisition costs if GRLV Negative)
RLV (£ per Ha)				£2,280,800	
NRLV as % of GDV				10.8%	

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	50 Flats £0 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	2,981				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	50	35	15	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	70%	0%	18%	12%	0%
SITE SIZE (HA)			0.74		
VALUE / AREA			2		
REVENUE					
Affordable Housing Revenue			£1,230,096		
Open Market Housing Revenue			£4,321,500		
Total Value of Scheme			£5,551,596		
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs			£3,463,922		
Fees, Contingencies, Planning Costs etc			£761,338		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£206,350		
Total Build Costs			£4,431,610		
Section 106 / CIL Costs			£150,000		
Marketing Costs & Legal Fees			£204,048		
Total s106 & Marketing Costs			£354,048		
Finance on Build Costs			£233,301		
TOTAL DEVELOPMENT COSTS			£5,018,959		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£864,300		
Affordable Housing Profit			£73,806		
Total Operating Profit			£938,106		
GROSS RESIDUAL LAND VALUE			-£405,469		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£96,324		
Agents Fees			-£6,082		
Legal Fees			-£3,041		
Stamp Duty			£0		
Interest on Land Purchase			-£41,375		
Total Finance & Acquisition Costs			£45,827		
NET RESIDUAL LAND VALUE			-£405,469	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			-£547,383		
NRLV as % of GDV			-7.3%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential					
DEVELOPMENT DESCRIPTION	50 Flats £50 CIL 30% AH					
DEVELOPMENT SIZE (TOTAL m²) - GIA	2,981					
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH		
	50	35	15	30%		
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2	
	70%	0%	18%	12%	0%	
SITE SIZE (HA)			0.74			
VALUE / AREA			4			
REVENUE						
Affordable Housing Revenue			£1,299,396			
Open Market Housing Revenue			£4,924,500			
Total Value of Scheme			£6,223,896			
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>						
Build Costs			£3,463,922			
Fees, Contingencies, Planning Costs etc			£761,338			
Sustainable Design & Construction Costs / Lifetime Homes / EPCs						
Voids / EPCs / Renewables etc			£206,350			
Total Build Costs			£4,431,610			
Section 106 / CIL Costs			£250,500			
Marketing Costs & Legal Fees			£224,217			
Total s106 & Marketing Costs			£474,717			
Finance on Build Costs			£239,183			
TOTAL DEVELOPMENT COSTS			£5,145,511			
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>						
Open Market Housing Profit			£984,900			
Affordable Housing Profit			£77,964			
Total Operating Profit			£1,062,864			
GROSS RESIDUAL LAND VALUE			£15,522			
<u>FINANCE & ACQUISITION COSTS</u>						
Arrangement Fee / Misc Fees (Surveyors etc)			£103,065			
Agents Fees			£233			
Legal Fees			£116			
Stamp Duty			£0			
Interest on Land Purchase			£15,462			
Total Finance & Acquisition Costs			£118,876			
NET RESIDUAL LAND VALUE			-£103,355			(ignores finance & acquisition
RLV (£ per Ha)			-£139,529			costs if GRLV Negative)
NRLV as % of GDV			-1.7%			

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	50 Flats £100 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m ²) - GIA	2,981				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	50	35	15	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	70%	0%	18%	12%	0%
SITE SIZE (HA)	0.74				
VALUE / AREA	8				
<u>REVENUE</u>					
Affordable Housing Revenue			£1,437,996		
Open Market Housing Revenue			£6,130,500		
<u>Total Value of Scheme</u>			£7,568,496		
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs			£3,463,922		
Fees, Contingencies, Planning Costs etc			£761,338		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£206,350		
<u>Total Build Costs</u>			£4,431,610		
Section 106 / CIL Costs			£351,000		
Marketing Costs & Legal Fees			£264,555		
<u>Total s106 & Marketing Costs</u>			£615,555		
<u>Finance on Build Costs</u>			£246,049		
<u>TOTAL DEVELOPMENT COSTS</u>			£5,293,214		
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit			£1,226,100		
Affordable Housing Profit			£86,280		
<u>Total Operating Profit</u>			£1,312,380		
<u>GROSS RESIDUAL LAND VALUE</u>			£962,902		
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)			£115,493		
Agents Fees			£14,444		
Legal Fees			£7,222		
Stamp Duty			£38,516		
Interest on Land Purchase			£148,015		
<u>Total Finance & Acquisition Costs</u>			£323,690		
<u>NET RESIDUAL LAND VALUE</u>			£639,212	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£862,936		
NRLV as % of GDV			8.4%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential					
DEVELOPMENT DESCRIPTION	50 Flats £125 CIL 30% AH					
DEVELOPMENT SIZE (TOTAL m²) - GIA	2,981					
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH		
	50	35	15	30%		
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2	
	70%	0%	18%	12%	0%	
SITE SIZE (HA)				0.74		
VALUE / AREA				11		
REVENUE						
Affordable Housing Revenue				£1,715,196		
Open Market Housing Revenue				£8,542,500		
Total Value of Scheme				£10,257,696		
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>						
Build Costs				£3,463,922		
Fees, Contingencies, Planning Costs etc				£761,338		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs						
Voids / EPCs / Renewables etc				£206,350		
Total Build Costs				£4,431,610		
Section 106 / CIL Costs				£401,250		
Marketing Costs & Legal Fees				£345,231		
Total s106 & Marketing Costs				£746,481		
Finance on Build Costs				£252,432		
TOTAL DEVELOPMENT COSTS				£5,430,523		
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>						
Open Market Housing Profit				£1,708,500		
Affordable Housing Profit				£102,912		
Total Operating Profit				£1,811,412		
GROSS RESIDUAL LAND VALUE				£3,015,761		
<u>FINANCE & ACQUISITION COSTS</u>						
Arrangement Fee / Misc Fees (Surveyors etc)				£138,768		
Agents Fees				£45,236		
Legal Fees				£22,618		
Stamp Duty				£120,630		
Interest on Land Purchase				£434,592		
Total Finance & Acquisition Costs				£761,845		
NET RESIDUAL LAND VALUE				£2,253,916	(ignores finance & acquisition	
RLV (£ per Ha)				£3,042,787	costs if GRLV Negative)	
NRLV as % of GDV				22.0%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	50 Mixed £0 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m ²) - GIA	3,999				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	50	35	15	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	70%	0%	18%	12%	0%
SITE SIZE (HA)				1.01	
VALUE / AREA				2	
<u>REVENUE</u>					
Affordable Housing Revenue				£1,421,010	
Open Market Housing Revenue				£6,095,250	
<u>Total Value of Scheme</u>				£7,516,260	
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs				£4,055,918	
Fees, Contingencies, Planning Costs etc				£850,138	
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc				£206,350	
<u>Total Build Costs</u>				£5,112,406	
Section 106 / CIL Costs				£150,000	
Marketing Costs & Legal Fees				£262,988	
<u>Total s106 & Marketing Costs</u>				£412,988	
<u>Finance on Build Costs</u>				£269,363	
<u>TOTAL DEVELOPMENT COSTS</u>				£5,794,756	
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit				£1,219,050	
Affordable Housing Profit				£85,261	
<u>Total Operating Profit</u>				£1,304,311	
<u>GROSS RESIDUAL LAND VALUE</u>				£417,193	
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)				£120,067	
Agents Fees				£6,258	
Legal Fees				£3,129	
Stamp Duty				£12,516	
Interest on Land Purchase				£72,691	
<u>Total Finance & Acquisition Costs</u>				£214,661	
<u>NET RESIDUAL LAND VALUE</u>				£202,532	(ignores finance & acquisition costs if GRLV Negative)
RLV (£ per Ha)				£200,507	
NRLV as % of GDV				2.7%	

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	50 Mixed £50 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	3,999				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	50	35	15	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	70%	0%	18%	12%	0%
SITE SIZE (HA)			1.01		
VALUE / AREA			4		
REVENUE					
Affordable Housing Revenue			£1,487,070		
Open Market Housing Revenue			£6,945,750		
Total Value of Scheme			£8,432,820		
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs			£4,055,918		
Fees, Contingencies, Planning Costs etc			£850,138		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£206,350		
Total Build Costs			£5,112,406		
Section 106 / CIL Costs			£291,750		
Marketing Costs & Legal Fees			£290,485		
Total s106 & Marketing Costs			£582,235		
Finance on Build Costs			£277,614		
TOTAL DEVELOPMENT COSTS			£5,972,254		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£1,389,150		
Affordable Housing Profit			£89,224		
Total Operating Profit			£1,478,374		
GROSS RESIDUAL LAND VALUE			£982,192		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£129,267		
Agents Fees			£14,733		
Legal Fees			£7,366		
Stamp Duty			£39,288		
Interest on Land Purchase			£152,470		
Total Finance & Acquisition Costs			£343,124		
NET RESIDUAL LAND VALUE			£639,068	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£632,677		
NRLV as % of GDV			7.6%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	50 Mixed £100 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	3,999				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	50	35	15	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	70%	0%	18%	12%	0%
SITE SIZE (HA)	1.01				
VALUE / AREA	8				
REVENUE					
Affordable Housing Revenue			£1,619,190		
Open Market Housing Revenue			£8,646,750		
Total Value of Scheme			£10,265,940		
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs			£4,055,918		
Fees, Contingencies, Planning Costs etc			£850,138		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£206,350		
Total Build Costs			£5,112,406		
Section 106 / CIL Costs			£433,500		
Marketing Costs & Legal Fees			£345,478		
Total s106 & Marketing Costs			£778,978		
Finance on Build Costs			£287,205		
TOTAL DEVELOPMENT COSTS			£6,178,589		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£1,729,350		
Affordable Housing Profit			£97,151		
Total Operating Profit			£1,826,501		
GROSS RESIDUAL LAND VALUE			£2,260,850		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£146,180		
Agents Fees			£33,913		
Legal Fees			£16,956		
Stamp Duty			£90,434		
Interest on Land Purchase			£331,283		
Total Finance & Acquisition Costs			£618,767		
NET RESIDUAL LAND VALUE			£1,642,083	<small>(ignores finance & acquisition costs if GRLV Negative)</small>	
RLV (£ per Ha)			£1,625,662		
NRLV as % of GDV			16.0%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential					
DEVELOPMENT DESCRIPTION	50 Mixed £125 CIL 30% AH					
DEVELOPMENT SIZE (TOTAL m²) - GIA	3,999					
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH		
	50	35	15	30%		
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2	
	70%	0%	18%	12%	0%	
SITE SIZE (HA)				1.01		
VALUE / AREA				11		
REVENUE						
Affordable Housing Revenue				£1,817,370		
Open Market Housing Revenue				£11,198,250		
Total Value of Scheme				£13,015,620		
RESIDENTIAL BUILDING, MARKETING & S106 COSTS						
Build Costs				£4,055,918		
Fees, Contingencies, Planning Costs etc				£850,138		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs						
Voids / EPCs / Renewables etc				£206,350		
Total Build Costs				£5,112,406		
Section 106 / CIL Costs				£504,375		
Marketing Costs & Legal Fees				£427,969		
Total s106 & Marketing Costs				£932,344		
Finance on Build Costs				£294,682		
TOTAL DEVELOPMENT COSTS				£6,339,431		
DEVELOPER'S RETURN FOR RISK AND PROFIT						
Open Market Housing Profit				£2,239,650		
Affordable Housing Profit				£109,042		
Total Operating Profit				£2,348,692		
GROSS RESIDUAL LAND VALUE				£4,327,497		
FINANCE & ACQUISITION COSTS						
Arrangement Fee / Misc Fees (Surveyors etc)				£170,064		
Agents Fees				£64,912		
Legal Fees				£32,456		
Stamp Duty				£173,100		
Interest on Land Purchase				£619,844		
Total Finance & Acquisition Costs				£1,060,376		
NET RESIDUAL LAND VALUE				£3,267,121	(ignores finance & acquisition	
RLV (£ per Ha)				£3,234,450	costs if GRLV Negative)	
NRLV as % of GDV				25.1%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	100 Flats £0 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	5,514				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	100	70	30	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	70%	0%	13%	12%	0%
SITE SIZE (HA)	0.66				
VALUE / AREA	2				
REVENUE					
Affordable Housing Revenue				£2,308,803	
Open Market Housing Revenue				£7,901,250	
Total Value of Scheme				£10,210,053	
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs				£8,914,300	
Fees, Contingencies, Planning Costs etc				£1,781,717	
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc				£232,700	
Total Build Costs				£10,928,717	
Section 106 / CIL Costs				£300,000	
Marketing Costs & Legal Fees				£288,788	
Total s106 & Marketing Costs				£588,788	
TOTAL DEVELOPMENT COSTS				£11,517,504	
DEVELOPER'S RETURN FOR RISK AND PROFIT				£1,767,552	
Total Operating Profit				£1,767,552	
FINANCE & ACQUISITION COSTS					
Agents Fees				£55,000	
Legal Fees				£0	
Stamp Duty				-£118,878	
Interest				-£39,168	
Total Finance & Acquisition Costs				-£103,046	
NET RESIDUAL LAND VALUE				-£2,971,957 (ignores finance & acquisition	
RLV (£ per Ha)				-£4,502,965 costs if GRLV Negative)	
NRLV as % of GDV				-29.1%	

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	100 Flats £50 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	5,514				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	100	70	30	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	70%	0%	13%	12%	0%
SITE SIZE (HA)			0.66		
VALUE / AREA			4		
REVENUE					
Affordable Housing Revenue			£2,443,353		
Open Market Housing Revenue			£9,003,750		
Total Value of Scheme			£11,447,103		
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs			£8,914,300		
Fees, Contingencies, Planning Costs etc			£1,781,717		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£232,700		
Total Build Costs			£10,928,717		
Section 106 / CIL Costs			£504,167		
Marketing Costs & Legal Fees			£321,863		
Total s106 & Marketing Costs			£826,029		
TOTAL DEVELOPMENT COSTS			£11,754,746		
DEVELOPER'S RETURN FOR RISK AND PROFIT			£1,988,052		
Total Operating Profit			£1,988,052		
FINANCE & ACQUISITION COSTS					
Agents Fees			£55,000		
Legal Fees			£0		
Stamp Duty			-£92,917		
Interest			£65,138		
Total Finance & Acquisition Costs			£27,222		
NET RESIDUAL LAND VALUE			-£2,322,917	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			-£3,519,571	costs if GRLV Negative)	
NRLV as % of GDV			-20.3%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	100 Flats £100 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	5,514				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	100	70	30	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	70%	0%	13%	12%	0%
SITE SIZE (HA)			0.66		
VALUE / AREA			8		
REVENUE					
Affordable Housing Revenue			£2,712,453		
Open Market Housing Revenue			£11,208,750		
Total Value of Scheme			£13,921,203		
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs			£8,914,300		
Fees, Contingencies, Planning Costs etc			£1,781,717		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£232,700		
Total Build Costs			£10,928,717		
Section 106 / CIL Costs			£708,333		
Marketing Costs & Legal Fees			£388,013		
Total s106 & Marketing Costs			£1,096,346		
TOTAL DEVELOPMENT COSTS			£12,025,062		
DEVELOPER'S RETURN FOR RISK AND PROFIT			£2,429,052		
Total Operating Profit			£2,429,052		
FINANCE & ACQUISITION COSTS					
Agents Fees			£55,000		
Legal Fees			£0		
Stamp Duty			-£33,384		
Interest			£280,080		
Total Finance & Acquisition Costs			£301,695		
NET RESIDUAL LAND VALUE			-£834,607	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			-£1,264,556	costs if GRLV Negative)	
NRLV as % of GDV			-6.0%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	100 Flats £125 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	5,514				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	100	70	30	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	70%	0%	13%	12%	0%
SITE SIZE (HA)			0.66		
VALUE / AREA			11		
<u>REVENUE</u>					
Affordable Housing Revenue			£3,116,103		
Open Market Housing Revenue			£14,516,250		
<u>Total Value of Scheme</u>			£17,632,353		
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs			£8,914,300		
Fees, Contingencies, Planning Costs etc			£1,781,717		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£232,700		
<u>Total Build Costs</u>			£10,928,717		
Section 106 / CIL Costs			£810,417		
Marketing Costs & Legal Fees			£487,238		
<u>Total s106 & Marketing Costs</u>			£1,297,654		
<u>TOTAL DEVELOPMENT COSTS</u>			£12,226,371		
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>			£3,090,552		
<u>Total Operating Profit</u>			£3,090,552		
<u>FINANCE & ACQUISITION COSTS</u>					
Agents Fees			£78,317		
Legal Fees			£11,658		
Stamp Duty			£62,178		
Interest			£608,820		
<u>Total Finance & Acquisition Costs</u>			£760,973		
<u>NET RESIDUAL LAND VALUE</u>			£1,554,457	<small>(ignores finance & acquisition costs if GRLV Negative)</small>	
RLV (£ per Ha)			£2,355,238	<small>costs if GRLV Negative)</small>	
NRLV as % of GDV			8.8%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	100 Mixed £0 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	8,615				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	100	70	30	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	70%	0%	13%	12%	0%
SITE SIZE (HA)			2.50		
VALUE / AREA			2		
<u>REVENUE</u>					
Affordable Housing Revenue			£3,073,091		
Open Market Housing Revenue			£13,061,250		
<u>Total Value of Scheme</u>			£16,134,341		
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs			£9,130,053		
Fees, Contingencies, Planning Costs etc			£1,815,158		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£232,700		
<u>Total Build Costs</u>			£11,177,912		
Section 106 / CIL Costs			£300,000		
Marketing Costs & Legal Fees			£443,588		
<u>Total s106 & Marketing Costs</u>			£743,588		
<u>TOTAL DEVELOPMENT COSTS</u>			£11,921,499		
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>			£2,783,287		
<u>Total Operating Profit</u>			£2,783,287		
<u>FINANCE & ACQUISITION COSTS</u>					
Agents Fees			£52,820		
Legal Fees			£6,410		
Stamp Duty			£34,187		
Interest			£481,454		
<u>Total Finance & Acquisition Costs</u>			£574,872		
<u>NET RESIDUAL LAND VALUE</u>			£854,683	(ignores finance & acquisition costs if GRLV Negative)	
RLV (£ per Ha)			£341,873	costs if GRLV Negative)	
NRLV as % of GDV			5.3%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	100 Mixed £50 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	8,615				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	100	70	30	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	70%	0%	13%	12%	0%
SITE SIZE (HA)			2.50		
VALUE / AREA			4		
REVENUE					
Affordable Housing Revenue			£3,216,416		
Open Market Housing Revenue			£14,883,750		
Total Value of Scheme			£18,100,166		
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs			£9,130,053		
Fees, Contingencies, Planning Costs etc			£1,815,158		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc			£232,700		
Total Build Costs			£11,177,912		
Section 106 / CIL Costs			£608,833		
Marketing Costs & Legal Fees			£498,263		
Total s106 & Marketing Costs			£1,107,096		
TOTAL DEVELOPMENT COSTS			£12,285,007		
DEVELOPER'S RETURN FOR RISK AND PROFIT			£3,147,787		
Total Operating Profit			£3,147,787		
FINANCE & ACQUISITION COSTS					
Agents Fees			£67,965		
Legal Fees			£13,982		
Stamp Duty			£74,572		
Interest			£646,543		
Total Finance & Acquisition Costs			£803,062		
NET RESIDUAL LAND VALUE			£1,864,309	<small>(ignores finance & acquisition costs if GRLV Negative)</small>	
RLV (£ per Ha)			£745,723	<small>costs if GRLV Negative)</small>	
NRLV as % of GDV			10.3%		

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	100 Mixed £100 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	8,615				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	100	70	30	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	70%	0%	13%	12%	0%
SITE SIZE (HA)				2.50	
VALUE / AREA				8	
REVENUE					
Affordable Housing Revenue				£3,503,066	
Open Market Housing Revenue				£18,528,750	
Total Value of Scheme				£22,031,816	
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs				£9,130,053	
Fees, Contingencies, Planning Costs etc				£1,815,158	
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc				£232,700	
Total Build Costs				£11,177,912	
Section 106 / CIL Costs				£917,667	
Marketing Costs & Legal Fees				£607,613	
Total s106 & Marketing Costs				£1,525,279	
TOTAL DEVELOPMENT COSTS				£12,703,191	
DEVELOPER'S RETURN FOR RISK AND PROFIT				£3,876,787	
Total Operating Profit				£3,876,787	
FINANCE & ACQUISITION COSTS					
Agents Fees				£102,478	
Legal Fees				£31,239	
Stamp Duty				£166,609	
Interest				£986,294	
Total Finance & Acquisition Costs				£1,286,620	
NET RESIDUAL LAND VALUE				£4,165,218	(ignores finance & acquisition costs if GRLV Negative)
RLV (£ per Ha)				£1,666,087	
NRLV as % of GDV				18.9%	

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	100 Mixed £125 CIL 30% AH				
DEVELOPMENT SIZE (TOTAL m²) - GIA	8,615				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	100	70	30	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	70%	0%	13%	12%	0%
SITE SIZE (HA)				2.50	
VALUE / AREA				11	
REVENUE					
Affordable Housing Revenue				£3,933,041	
Open Market Housing Revenue				£23,996,250	
Total Value of Scheme				£27,929,291	
RESIDENTIAL BUILDING, MARKETING & S106 COSTS					
Build Costs				£9,130,053	
Fees, Contingencies, Planning Costs etc				£1,815,158	
Sustainable Design & Construction Costs / Lifetime Homes / EPCs					
Voids / EPCs / Renewables etc				£232,700	
Total Build Costs				£11,177,912	
Section 106 / CIL Costs				£1,072,083	
Marketing Costs & Legal Fees				£771,638	
Total s106 & Marketing Costs				£1,843,721	
TOTAL DEVELOPMENT COSTS				£13,021,632	
DEVELOPER'S RETURN FOR RISK AND PROFIT				£4,970,287	
Total Operating Profit				£4,970,287	
FINANCE & ACQUISITION COSTS					
Agents Fees				£158,474	
Legal Fees				£59,237	
Stamp Duty				£315,930	
Interest				£1,505,493	
Total Finance & Acquisition Costs				£2,039,133	
NET RESIDUAL LAND VALUE				£7,898,238	(ignores finance & acquisition costs if GRLV Negative)
RLV (£ per Ha)				£3,159,295	costs if GRLV Negative)
NRLV as % of GDV				28.3%	

Appendix IIc
Commercial Appraisal Results
Summary

Table 2 Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate
5.5% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value (£)											Residual Land Value (£/Ha)											
				Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £0/m² CIL	Residual Land Value - £20/m² CIL	Residual Land Value - £40/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £80/m² CIL	Residual Land Value - £100/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m² CIL	Residual Land Value - £180/m² CIL		
A1 Large Format Retail	Supermarket	L	0.63	£1,198,858	£1,163,352	£1,127,847	£1,092,342	£1,056,837	£1,021,332	£985,827	£950,321	£914,816	£879,311	£843,806	£1,902,949	£1,846,590	£1,790,233	£1,733,876	£1,677,519	£1,621,162	£1,564,805	£1,508,446	£1,452,089	£1,395,735		
		M	0.63	£2,445,044	£2,409,539	£2,374,034	£2,338,529	£2,303,023	£2,267,518	£2,232,013	£2,196,508	£2,161,003	£2,125,498	£2,089,993	£2,054,488	£3,881,022	£3,824,665	£3,768,308	£3,711,951	£3,655,592	£3,599,235	£3,542,878	£3,486,521	£3,430,163	£3,373,806	
		H	0.63	£3,691,231	£3,655,726	£3,620,220	£3,584,715	£3,549,210	£3,513,705	£3,478,200	£3,442,695	£3,407,189	£3,371,684	£3,336,179	£3,300,674	£5,859,097	£5,802,740	£5,746,381	£5,690,024	£5,633,667	£5,577,310	£5,520,952	£5,464,595	£5,408,237	£5,351,880	
A1 Large Format Retail	Retail Warehousing	L	0.60																							
		M	0.60																							
		H	0.60																							
A1 - A5 Town Centre Retail	Convenience	L	0.06																							
		M	0.06																							
		H	0.06																							
A1 - A5 Town Centre Retail	Other Retail	L	0.04																							
		M	0.04																							
		H	0.04																							
A1 - A5 Out of Town	Farm Shop	L	0.05																							
		M	0.05																							
		H	0.05																							
B1(a) Offices	Town Centre	L	0.08																							
		M	0.08																							
		H	0.08																							
B1(a) Offices	Out of Town / Business Park	L	0.63																							
		M	0.63																							
		H	0.63																							
B1(a) Offices	Rural / Farm Diversification	L	0.06																							
		M	0.06																							
		H	0.06																							
B8 Industrial Warehousing	Start-up / Move-on	L	0.13																							
		M	0.13																							
		H	0.13																							
B8 Industrial Warehousing	Larger	L	0.50																							
		M	0.50																							
		H	0.50																							
C1 Hotel	Budget	L	0.35																							
		M	0.35																							
		H	0.35																							
C2 Residential Institution	Nursing Home	L	0.50																							
		M	0.50																							
		H	0.50																							

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
- RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
- RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
- RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (May 2014)

Table 3 Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate
6% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value (£)											Residual Land Value (£/Ha)											
				Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £0/m² CIL	Residual Land Value - £20/m² CIL	Residual Land Value - £40/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £80/m² CIL	Residual Land Value - £100/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m² CIL	Residual Land Value - £180/m² CIL		
A1 Large Format Retail	Supermarket	L	0.63	£758,037	£722,532	£687,027	£651,522	£616,017	£580,511	£545,006	£509,501	£473,996	£438,491	£402,986	£1,203,233	£1,146,876	£1,090,519	£1,034,162	£977,805	£921,446	£865,089	£808,732	£752,375	£696,018		
		M	0.63	£1,894,019	£1,858,514	£1,823,008	£1,787,503	£1,751,998	£1,716,493	£1,680,988	£1,645,483	£1,609,978	£1,574,472	£1,538,967	£1,503,462	£3,006,379	£2,950,022	£2,893,663	£2,837,306	£2,780,949	£2,724,592	£2,668,235	£2,611,878	£2,555,521	£2,499,164	
		H	0.63	£3,030,000	£2,994,495	£2,958,990	£2,923,485	£2,887,980	£2,852,474	£2,816,969	£2,781,464	£2,745,959	£2,710,454	£2,674,949	£2,639,444	£4,809,524	£4,753,167	£4,696,810	£4,640,452	£4,584,095	£4,527,737	£4,471,379	£4,415,022	£4,358,665	£4,302,308	
A1 Large Format Retail	Retail Warehousing	L	0.60	£758,037	£722,532	£687,027	£651,522	£616,017	£580,511	£545,006	£509,501	£473,996	£438,491	£402,986	£1,263,395	£1,204,220	£1,145,045	£1,085,870	£1,026,695	£967,518	£908,343	£849,168	£789,993	£730,818		
		M	0.60	£1,894,019	£1,858,514	£1,823,008	£1,787,503	£1,751,998	£1,716,493	£1,680,988	£1,645,483	£1,609,978	£1,574,472	£1,538,967	£1,503,462	£3,156,698	£3,097,523	£3,038,347	£2,979,172	£2,919,997	£2,860,822	£2,801,647	£2,742,472	£2,683,297	£2,624,122	
		H	0.60	£3,030,000	£2,994,495	£2,958,990	£2,923,485	£2,887,980	£2,852,474	£2,816,969	£2,781,464	£2,745,959	£2,710,454	£2,674,949	£2,639,444	£5,050,000	£4,990,825	£4,931,650	£4,872,475	£4,813,300	£4,754,125	£4,694,948	£4,635,773	£4,576,598	£4,517,423	
A1 - A5 Town Centre Retail	Convenience	L	0.06																							
		M	0.06																							
		H	0.06																							
A1 - A5 Town Centre Retail	Other Retail	L	0.04																							
		M	0.04																							
		H	0.04																							
A1 - A5 Out of Town	Farm Shop	L	0.05																							
		M	0.05																							
		H	0.05																							
B1(a) Offices	Town Centre	L	0.08																							
		M	0.08																							
		H	0.08																							
B1(a) Offices	Out of Town / Business Park	L	0.63																							
		M	0.63																							
		H	0.63																							
B1(a) Offices	Rural / Farm Diversification	L	0.06																							
		M	0.06																							
		H	0.06																							
B8 Industrial Warehousing	Start-up / Move-on	L	0.13																							
		M	0.13																							
		H	0.13																							
B8 Industrial Warehousing	Larger	L	0.50																							
		M	0.50																							
		H	0.50																							
C1 Hotel	Budget	L	0.35																							
		M	0.35																							
		H	0.35																							
C2 Residential Institution	Nursing Home	L	0.50																							
		M	0.50																							
		H	0.50																							

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
- RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
- RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
- RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (May 2014)

Table 4 Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate
6.5% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value (£)										Residual Land Value (£/Ha)										
				Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £0/m² CIL	Residual Land Value - £20/m² CIL	Residual Land Value - £40/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £80/m² CIL	Residual Land Value - £100/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m² CIL	Residual Land Value - £180/m² CIL
A1 Large Format Retail	Supermarket	L	0.63	£385,224	£349,719	£314,214	£278,708	£243,203	£207,698	£281,969	£172,193	Negative RLV												
		M	0.63	£1,428,002	£1,392,497	£1,356,992	£1,321,487	£1,285,982	£1,250,476	£1,214,971	£1,179,466	£1,143,961	£1,108,456	£1,072,951	£2,266,070	£2,210,313	£2,155,556	£2,099,598	£2,044,241	£1,988,883	£1,928,525	£1,872,168	£1,815,811	£1,703,097
		H	0.63	£2,470,780	£2,435,275	£2,399,770	£2,364,265	£2,328,760	£2,293,255	£2,257,749	£2,222,244	£2,186,739	£2,151,234	£2,115,729	£3,921,873	£3,865,516	£3,809,159	£3,752,802	£3,696,444	£3,640,087	£3,583,729	£3,527,371	£3,471,014	£3,358,300
A1 Large Format Retail	Retail Warehousing	L	0.60	£385,224	£349,719	£314,214	£278,708	£243,203	£207,698	£281,969	£172,193	Negative RLV												
		M	0.60	£1,428,002	£1,392,497	£1,356,992	£1,321,487	£1,285,982	£1,250,476	£1,214,971	£1,179,466	£1,143,961	£1,108,456	£1,072,951	£2,380,003	£2,320,828	£2,261,653	£2,202,478	£2,143,303	£2,084,127	£2,024,952	£1,965,777	£1,906,602	£1,847,427
		H	0.60	£2,470,780	£2,435,275	£2,399,770	£2,364,265	£2,328,760	£2,293,255	£2,257,749	£2,222,244	£2,186,739	£2,151,234	£2,115,729	£4,117,967	£4,058,792	£3,999,617	£3,940,442	£3,881,267	£3,822,092	£3,762,915	£3,703,740	£3,644,565	£3,585,390
A1 - A5 Town Centre Retail	Convenience	L	0.06	Not Applicable										Not Applicable										
		M	0.06	Not Applicable										Not Applicable										
		H	0.06	Not Applicable										Not Applicable										
A1 - A5 Town Centre Retail	Other Retail	L	0.04	Negative RLV										Negative RLV										
		M	0.04	Negative RLV										Negative RLV										
		H	0.04	£121,690	£117,429	£113,168	£108,908	£104,647	£100,387	£96,126	£91,865	£87,605	£83,344	£79,084	£3,042,250	£2,935,725	£2,829,200	£2,722,700	£2,616,175	£2,509,675	£2,403,150	£2,296,625	£2,190,125	£1,977,100
A1 - A5 Out of Town	Farm Shop	L	0.05	Not Applicable										Not Applicable										
		M	0.05	Not Applicable										Not Applicable										
		H	0.05	Not Applicable										Not Applicable										
B1(a) Offices	Town Centre	L	0.08	Not Applicable										Not Applicable										
		M	0.08	Not Applicable										Not Applicable										
		H	0.08	Not Applicable										Not Applicable										
B1(a) Offices	Out of Town / Business Park	L	0.63	Not Applicable										Not Applicable										
		M	0.63	Not Applicable										Not Applicable										
		H	0.63	Not Applicable										Not Applicable										
B1(a) Offices	Rural / Farm Diversification	L	0.06	Not Applicable										Not Applicable										
		M	0.06	Not Applicable										Not Applicable										
		H	0.06	Not Applicable										Not Applicable										
B8 Industrial Warehousing	Start-up / Move-on	L	0.13	Not Applicable										Not Applicable										
		M	0.13	Not Applicable										Not Applicable										
		H	0.13	Not Applicable										Not Applicable										
B8 Industrial Warehousing	Larger	L	0.50	Not Applicable										Not Applicable										
		M	0.50	Not Applicable										Not Applicable										
		H	0.50	Not Applicable										Not Applicable										
C1 Hotel	Budget	L	0.35	Not Applicable										Not Applicable										
		M	0.35	Not Applicable										Not Applicable										
		H	0.35	Not Applicable										Not Applicable										
C2 Residential Institution	Nursing Home	L	0.50	Not Applicable										Not Applicable										
		M	0.50	Not Applicable										Not Applicable										
		H	0.50	Not Applicable										Not Applicable										

Key:
Negative RLV
Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (May 2014)

Appendix IIc - SDC Commercial Results v2.xlsx

**Table 5 Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate
7.5% Yield**

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value (£)										Residual Land Value (£/Ha)										
				Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £0/m² CIL	Residual Land Value - £20/m² CIL	Residual Land Value - £40/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £80/m² CIL	Residual Land Value - £100/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m² CIL	Residual Land Value - £180/m² CIL
A1 Large Format Retail	Supermarket	L	0.63	Negative RLV										Negative RLV										
		M	0.63	£682,977	£647,472	£611,966	£576,461	£540,956	£505,451	£469,946	£434,441	£398,935	£363,430	£327,925	£1,084,090	£1,027,733	£971,375	£915,017	£858,660	£802,303	£745,946	£689,589	£633,230	£520,516
		H	0.63	£1,576,750	£1,541,245	£1,505,739	£1,470,234	£1,434,729	£1,399,224	£1,363,719	£1,328,214	£1,292,708	£1,257,203	£1,221,698	£2,502,778	£2,446,421	£2,390,062	£2,333,705	£2,277,348	£2,220,990	£2,164,633	£2,108,276	£2,051,917	£1,995,203
A1 Large Format Retail	Retail Warehousing	L	0.60	Negative RLV										Negative RLV										
		M	0.60	£682,977	£647,472	£611,966	£576,461	£540,956	£505,451	£469,946	£434,441	£398,935	£363,430	£327,925	£1,138,295	£1,079,120	£1,019,943	£960,768	£901,593	£842,418	£783,243	£724,068	£664,892	£546,542
		H	0.60	£1,576,750	£1,541,245	£1,505,739	£1,470,234	£1,434,729	£1,399,224	£1,363,719	£1,328,214	£1,292,708	£1,257,203	£1,221,698	£2,627,917	£2,568,742	£2,509,565	£2,450,390	£2,391,215	£2,332,040	£2,272,865	£2,213,690	£2,154,513	£2,036,163
A1 - A5 Town Centre Retail	Convenience	L	0.06	Not Applicable										Not Applicable										
		M	0.06	Not Applicable										Not Applicable										
		H	0.06	Not Applicable										Not Applicable										
A1 - A5 Town Centre Retail	Other Retail	L	0.04	Negative RLV										Negative RLV										
		M	0.04	Negative RLV										Negative RLV										
		H	0.04	£58,893	£54,632	£50,372	£46,111	£41,850	£37,590	£33,329	£29,069	£24,808	£20,547	£16,287	£1,472,325	£1,365,800	£1,259,300	£1,152,775	£1,046,250	£939,750	£833,225	£726,725	£620,200	£407,175
A1 - A5 Out of Town	Farm Shop	L	0.05	Not Applicable										Not Applicable										
		M	0.05	Not Applicable										Not Applicable										
		H	0.05	Not Applicable										Not Applicable										
B1(a) Offices	Town Centre	L	0.08	Not Applicable										Not Applicable										
		M	0.08	Not Applicable										Not Applicable										
		H	0.08	Not Applicable										Not Applicable										
B1(a) Offices	Out of Town / Business Park	L	0.63	Not Applicable										Not Applicable										
		M	0.63	Not Applicable										Not Applicable										
		H	0.63	Not Applicable										Not Applicable										
B1(a) Offices	Rural / Farm Diversification	L	0.06	Not Applicable										Not Applicable										
		M	0.06	Not Applicable										Not Applicable										
		H	0.06	Not Applicable										Not Applicable										
B8 Industrial Warehousing	Start-up / Move-on	L	0.13	Not Applicable										Not Applicable										
		M	0.13	Not Applicable										Not Applicable										
		H	0.13	Not Applicable										Not Applicable										
B8 Industrial Warehousing	Larger	L	0.50	Not Applicable										Not Applicable										
		M	0.50	Not Applicable										Not Applicable										
		H	0.50	Not Applicable										Not Applicable										
C1 Hotel	Budget	L	0.35	Not Applicable										Not Applicable										
		M	0.35	Not Applicable										Not Applicable										
		H	0.35	Not Applicable										Not Applicable										
C2 Residential Institution	Nursing Home	L	0.50	Not Applicable										Not Applicable										
		M	0.50	Not Applicable										Not Applicable										
		H	0.50	Not Applicable										Not Applicable										

Key:
 Negative RLV
 Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
 RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
 RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
 RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
 RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (May 2014)

Appendix IIc
Commercial Appraisal Summaries

Dixon Searle Partnership

Development Appraisal

A1 - Retail Warehousing (1500sqm) - Medium Value

£100/m² CIL
Shepway DC CIL Viability

Report Date: 21 July 2014

A1 - Retail Warehousing (1500sqm) - Medium Value

Summary Appraisal for Phase 1

Currency in £

REVENUE

Rental Area Summary

	Units	m²	Rate m²	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Retail Warehouse (1500 sqm)	1	1,350.00	175.00	236,250	236,250	236,250

Investment Valuation

Retail Warehouse (1500 sqm)

Market Rent	236,250	YP @	6.0000%	16.6667		
(1yr Rent Free)		PV 1yr @	6.0000%	0.9434	3,714,623	

GROSS DEVELOPMENT VALUE

3,714,623

Purchaser's Costs	5.75%	(213,591)				
				(213,591)		

NET DEVELOPMENT VALUE

3,501,032

NET REALISATION

3,501,032

OUTLAY

ACQUISITION COSTS

Residualised Price (0.60 Ha 1,500,968.73 pHect)				900,581		
Agent Fee		1.50%		13,509		
Legal Fee		0.75%		6,754		
Site Prep & s106 Costs	0.60 ha	200,000.00 /ha		120,000		
					1,040,844	

CONSTRUCTION COSTS

Construction	m²	Rate m²	Cost			
Retail Warehouse (1500 sqm)	1,500.00 m ²	629.00 pm ²	943,500	943,500		
Contingency		5.00%	47,175			
CIL	1,500.00 m ²	100.00 pm ²	150,000			
					197,175	
Other Construction						
Site Works		20.00%	188,700			
					188,700	

PROFESSIONAL FEES

All Professional		10.00%	113,220			
					113,220	

MARKETING & LETTING

Letting Agent Fee		10.00%	23,625			
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This appraisal report does not constitute a formal valuation.

A1 - Retail Warehousing (1500sqm) - Medium Value

Letting Legal Fee	1.00%	2,363	25,988
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MISCELLANEOUS FEES

Planning / Insurances	2.00%	18,870	
BREEAM	8.00%	75,480	
Arrangement Fee	2.00%	56,347	150,697

FINANCE

Debit Rate 6.500% Credit Rate 0.500% (Nominal)			
Land		61,671	
Construction		36,312	
Total Finance Cost			97,983

TOTAL COSTS **2,758,107**

PROFIT **742,925**

Performance Measures

Profit on Cost%	26.94%
Profit on GDV%	20.00%
Development Yield% (on Rent)	8.57%
Equivalent Yield% (Nominal)	6.00%
Equivalent Yield% (True)	6.23%
IRR	51.03%
Land Cost pHect	1,500,969

This appraisal report does not constitute a formal valuation.

Dixon Searle Partnership

Development Appraisal

A1 Retail - Supermarket (2,500sqm) - Medium Value

£100/m² CIL
Shepway DC - CIL Viability

Report Date: 21 July 2014

A1 Retail - Supermarket (2,500sqm) - Medium Value

Summary Appraisal for Phase 1

Currency in £

REVENUE

Rental Area Summary

	Units	m ²	Rate m ²	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Supermarket (2500 sqm)	1	2,250.00	250.00	562,500	562,500	562,500

Investment Valuation

Supermarket (2500 sqm)

Market Rent	562,500	YP @	5.5000%	18.1818		
(1yr Rent Free)		PV 1yr @	5.5000%	0.9479	9,694,097	

GROSS DEVELOPMENT VALUE

9,694,097

Purchaser's Costs	5.75%	(557,411)		(557,411)		
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NET DEVELOPMENT VALUE

9,136,687

NET REALISATION

9,136,687

OUTLAY

ACQUISITION COSTS

Residualised Price (0.63 Ha 3,505,306.45 pHect)				2,208,343		
Agent Fee		1.50%		33,125		
Legal Fee		0.75%		16,563		
Site Prep & s106 Costs	0.63 ha	200,000.00 /ha		126,000		
					2,384,031	

CONSTRUCTION COSTS

Construction	m ²	Rate m ²	Cost	
Supermarket (2500 sqm)	2,500.00 m ²	1,086.00 pm ²	2,715,000	2,715,000
Contingency		5.00%	135,750	
CIL	2,500.00 m ²	100.00 pm ²	250,000	
				385,750
Other Construction				
Site Works		20.00%	543,000	
				543,000

PROFESSIONAL FEES

All Professional		10.00%	325,800	
				325,800

MARKETING & LETTING

Letting Agent Fee		10.00%	56,250	
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This appraisal report does not constitute a formal valuation.

A1 Retail - Supermarket (2,500sqm) - Medium Value

Letting Legal Fee	1.00%	5,625	61,875
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MISCELLANEOUS FEES

Planning / Insurances	2.00%	54,300	
BREEAM	8.00%	217,200	
Arrangement Fee	2.00%	144,887	
			416,387

FINANCE

Debit Rate 6.500% Credit Rate 0.500% (Nominal)			
Land		217,186	
Construction		148,838	
Total Finance Cost			366,024

TOTAL COSTS

7,197,867

PROFIT

1,938,819

Performance Measures

Profit on Cost%	26.94%
Profit on GDV%	20.00%
Development Yield% (on Rent)	7.81%
Equivalent Yield% (Nominal)	5.50%
Equivalent Yield% (True)	5.69%
IRR	37.16%
Land Cost pHect	3,505,306

This appraisal report does not constitute a formal valuation.



Appendix III

Market and Values Research

For: Shepway District Council
Whole Plan & CIL Viability Assessment

Final

**Dixon Searle LLP
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Overall residential market review (by settlement areas / localities)	3
DSP New-build housing research	38
Other property information (market context and trends, House price trends etc.)	44
Residential values summary (value levels)	56
Commercial & other property information	58
Stakeholder Consultation	129
Land values	132

EGi property resource extracts for research base follow the above.

Introduction

As noted within the main report, this Appendix III document acts as a market report and provides comprehensive research analysis into property values (commercial and residential), land values, general market commentary and wider economic conditions. Collectively, this research aims to help inform assumption setting for the residential and commercial appraisals stage and underpins the whole basis of the study by building a picture of values patterns and levels in the Shepway District.

This report will also enable the Council to review and monitor the source data and update where necessary in the future if required.

Note: It should be acknowledged that this is high level work and a great deal of variance is seen in practice from scheme to scheme.

Residential Market Review – May 2014

Source: www.rightmove.co.uk

Overall market (re-sales based) residential research was carried out across the district - based on settlement areas (22 in total) which were informed by the settlement hierarchy (as described in the Council's Local Plan) comprising the four main settlements and a number of smaller settlements, in summary as follows: -

- Folkestone – by ward area to provide a more detailed values analysis
- Hythe
- New Romney Town – incorporating Littlestone-on-sea
- Lydd
- Hawkinge
- 17 smaller settlements including Sellindge, Densole, Burmarsh etc.

This analysis provides the basis for the values range, represented by what we refer to as Value Levels (see page 55 of this report together with section 2.3.6 – 2.3.8 (pages 23 – 25) of the main report. We note there was limited available data in respect of Iychurch and Newchurch.

Re-sale Rightmove Research by Ward, Settlement and Parish areas – May 2014

Source: www.rightmove.co.uk

The tables below show sales data collected from RightMove at May 2014 (based on the settlement hierarchy noted previously) for a range of different housing types from detached 4- bed properties to 1-bed flats.

Folkestone (all wards)

(692 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£187,321	£246,250	£335,206	£431,110
Semi-Detached	£139,176	£187,321	£197,890	£247,499
Terraced	£167,553	£139,176	£174,171	£207,236
Flats	£101,177	£167,553	£139,176	£187,321
Bungalows	n/a	£189,937	£304,490	£450,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£101,177	£50,000	£79,995	£100,000	£124,249	£160,995
2-Bed Flats	£167,553	£65,000	£125,000	£149,475	£185,000	£450,000
2-Bed Houses	£151,424	£90,000	£124,995	£135,000	£164,871	£450,000
3-Bed Houses	£206,308	£120,000	£149,999	£185,000	£230,000	£699,950
4-Bed Houses	£297,429	£135,000	£193,125	£250,000	£350,000	£950,000
2-Bed Bungalows	£189,937	£150,000	£168,750	£184,998	£202,500	£275,000
3-Bed Bungalows	£304,490	£190,000	£226,238	£239,975	£313,750	£800,000
4-Bed Bungalows	£450,000	£450,000	£450,000	£450,000	£450,000	£450,000

Folkestone Sandgate Ward**(104 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	£335,000	£510,624	£511,409
Semi-Detached	175990	n/a	£212,749	£290,000
Terraced	£259,253	£175,990	£271,250	£338,825
Flats	£128,750	£259,253	£175,990	n/a
Bungalows	n/a	£208,999	£289,667	£287,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£128,750	£120,000	£125,000	£127,500	£135,000	£135,000
2-Bed Flats	£259,253	£120,000	£144,975	£240,000	£352,500	£450,000
2-Bed Houses	£255,495	£170,000	£172,500	£214,975	£310,000	£450,000
3-Bed Houses	£347,659	£160,000	£215,250	£262,498	£446,250	£800,000
4-Bed Houses	£459,038	£287,500	£350,000	£424,975	£567,500	£950,000
2-Bed Bungalows	£208,999	£170,000	£199,995	£200,000	£225,000	£250,000
3-Bed Bungalows	£289,667	£235,000	£267,000	£299,000	£317,000	£335,000
4-Bed Bungalows	£287,000	£287,000	£287,000	£287,000	£287,000	£287,000

Folkestone Cheriton Ward**(60 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£163,687	n/a	£207,500	£265,000
Semi-Detached	£145,893	£163,687	£182,413	£215,000
Terraced	n/a	£145,893	£185,453	£202,495
Flats	£119,975	n/a	£145,893	£163,687
Bungalows	n/a	£180,000	£250,000	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£119,975	£110,000	£114,988	£119,975	£124,963	£129,950
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£152,363	£102,500	£148,499	£155,000	£165,000	£175,000
3-Bed Houses	£185,746	£125,000	£169,995	£186,250	£200,000	£239,950
4-Bed Houses	£225,713	£185,000	£202,495	£225,000	£242,500	£280,000
2-Bed Bungalows	£180,000	£150,000	£165,000	£180,000	£195,000	£210,000
3-Bed Bungalows	£250,000	£250,000	£250,000	£250,000	£250,000	£250,000
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

Folkestone Morehall Ward**(42 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£260,000	£337,500
Semi-Detached	£146,979	#DIV/0!	£222,486	£235,000
Terraced	£109,857	£146,979	£191,944	£201,250
Flats	n/a	£109,857	£146,979	n/a
Bungalows	n/a	£199,375	£340,000	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	£109,857	£90,000	£95,000	£109,000	£117,500	£145,000
2-Bed Houses	£146,979	£109,950	£150,000	£150,000	£154,995	£169,950
3-Bed Houses	£205,531	£165,000	£176,250	£189,998	£229,963	£300,000
4-Bed Houses	£229,091	£180,000	£195,000	£200,000	£237,500	£350,000
2-Bed Bungalows	£199,375	£140,000	£157,625	£204,250	£246,000	£249,000
3-Bed Bungalows	£340,000	£340,000	£340,000	£340,000	£340,000	£340,000
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

Folkestone Harvey West Ward**(124 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£375,000	£529,800
Semi-Detached	n/a	n/a	n/a	n/a
Terraced	n/a	n/a	n/a	£310,000
Flats	£120,580	£167,146	n/a	n/a
Bungalows	n/a	n/a	n/a	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£120,580	£90,000	£101,249	£124,975	£130,000	£160,000
2-Bed Flats	£167,146	£100,000	£144,450	£150,000	£185,000	£300,000
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	£375,000	£265,000	£320,000	£375,000	£430,000	£485,000
4-Bed Houses	£447,375	£300,000	£315,000	£447,000	£577,500	£595,000
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

Folkestone Park Ward**(86 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£193,333	n/a	£260,000	£289,369
Semi-Detached	£145,000	£193,333	£221,816	£244,374
Terraced	£151,992	£145,000	£184,000	£186,362
Flats	£103,722	£151,992	£145,000	£193,333
Bungalows	n/a	£189,999	£221,996	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£103,722	£75,000	£87,973	£110,000	£117,500	£130,000
2-Bed Flats	£151,992	£115,000	£135,000	£140,000	£157,500	£225,000
2-Bed Houses	£174,000	£125,000	£165,000	£190,000	£195,000	£195,000
3-Bed Houses	£216,799	£147,000	£192,500	£230,000	£247,498	£260,000
4-Bed Houses	£234,071	£135,000	£189,998	£225,000	£272,498	£350,000
2-Bed Bungalows	£189,999	£165,000	£173,746	£184,998	£191,250	£245,000
3-Bed Bungalows	£221,996	£190,000	£229,995	£229,995	£229,995	£229,995
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

Folkestone Harvey Central Ward**(188 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	n/a	£530,000
Semi-Detached	£230,000	n/a	n/a	£329,643
Terraced	£140,188	£230,000	£200,177	£313,745
Flats	£115,172	£140,188	£230,000	n/a
Bungalows	n/a	£135,000	n/a	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£115,172	£89,995	£99,999	£105,000	£127,250	£200,000
2-Bed Flats	£140,188	£65,000	£116,875	£134,998	£159,996	£300,000
2-Bed Houses	£230,000	£230,000	£230,000	£230,000	£230,000	£230,000
3-Bed Houses	£200,177	£125,000	£149,998	£185,000	£271,000	£279,950
4-Bed Houses	£342,366	£155,000	£312,500	£345,000	£347,500	£735,000
2-Bed Bungalows	£135,000	£135,000	£135,000	£135,000	£135,000	£135,000
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

Folkestone Foord Ward**(72 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	n/a	£250,000
Semi-Detached	£122,535	n/a	£197,498	£199,998
Terraced	n/a	£122,535	£137,997	£172,290
Flats	£84,999	#DIV/0!	£122,535	n/a
Bungalows	n/a	£199,995	n/a	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£84,999	£64,995	£64,999	£82,500	£102,500	£110,000
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£122,535	£90,000	£119,995	£123,748	£125,000	£140,000
3-Bed Houses	£142,247	£15,000	£130,000	£137,500	£157,500	£215,000
4-Bed Houses	£182,530	£135,000	£155,000	£189,950	£198,000	£250,000
2-Bed Bungalows	£199,995	£199,995	£199,995	£199,995	£199,995	£199,995
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

Folkestone East Ward**(37 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£162,500	n/a	£272,500	£475,000
Semi-Detached	£138,399	£162,500	£166,664	£220,000
Terraced	£97,429	£138,399	£135,987	n/a
Flats	£79,995	£97,429	£138,399	£162,500
Bungalows	n/a	£183,330	£195,000	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£79,995	£79,995	£79,995	£79,995	£79,995	£79,995
2-Bed Flats	£97,429	£77,000	£92,500	£95,000	£105,000	£115,000
2-Bed Houses	£145,285	£115,000	£142,498	£145,000	£151,000	£170,000
3-Bed Houses	£170,307	£124,995	£128,749	£157,498	£176,875	£295,000
4-Bed Houses	£347,500	£220,000	£283,750	£347,500	£411,250	£475,000
2-Bed Bungalows	£183,330	£179,995	£182,495	£184,995	£184,998	£185,000
3-Bed Bungalows	£195,000	£195,000	£195,000	£195,000	£195,000	£195,000
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

Folkestone Harbour Ward**(65 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£140,000	n/a	£285,624	£410,000
Semi-Detached	£124,613	£140,000	£222,500	£184,995
Terraced	£122,777	£124,613	£184,848	£174,998
Flats	£77,700	£122,777	£124,613	£140,000
Bungalows	n/a	n/a	n/a	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£77,700	£55,000	£70,500	£75,000	£80,000	£129,995
2-Bed Flats	£122,777	£90,000	£94,995	£100,000	£125,000	£225,000
2-Bed Houses	£125,713	£99,995	£119,995	£129,000	£135,000	£140,000
3-Bed Houses	£221,578	£134,950	£154,999	£197,475	£250,000	£400,000
4-Bed Houses	£205,623	£155,000	£168,746	£182,495	£188,750	£410,000
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

Hythe**(160 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£189,000	n/a	£399,988	£444,198
Semi-Detached	£184,093	£189,000	£253,025	£285,624
Terraced	£197,856	£184,093	£229,764	£328,431
Flats	£124,499	£197,856	£184,093	£189,000
Bungalows	n/a	£214,988	£217,500	£381,666

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£124,499	£89,995	£108,748	£114,000	£142,500	£165,000
2-Bed Flats	£197,856	£114,995	£165,000	£189,000	£227,500	£349,950
2-Bed Houses	£185,536	£125,000	£174,996	£183,750	£199,988	£250,000
3-Bed Houses	£298,374	£149,950	£215,000	£240,000	£395,000	£745,000
4-Bed Houses	£402,024	£242,500	£320,000	£385,000	£475,000	£699,950
2-Bed Bungalows	£214,988	£159,950	£189,950	£195,000	£235,000	£315,000
3-Bed Bungalows	£217,500	£217,500	£217,500	£217,500	£217,500	£217,500
4-Bed Bungalows	£381,666	£225,000	£277,500	£374,998	£446,249	£600,000

New Romney Town (incorporating Littestone-on-sea) (82 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£178,475	£235,000	£296,429	£337,389
Semi-Detached	£142,599	£178,475	£220,833	£235,000
Terraced	£128,855	£142,599	£166,109	n/a
Flats	£102,000	£128,855	£142,599	£178,475
Bungalows	n/a	£234,999	£244,999	£345,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£102,000	£80,000	£80,000	£81,500	£103,500	£165,000
2-Bed Flats	£128,855	£110,000	£117,475	£125,000	£137,500	£152,500
2-Bed Houses	£163,118	£130,000	£137,500	£156,498	£171,713	£235,000
3-Bed Houses	£222,499	£130,000	£175,000	£203,998	£235,000	£475,000
4-Bed Houses	£327,150	£220,000	£276,750	£295,000	£403,750	£420,000
2-Bed Bungalows	£234,999	£200,000	£209,998	£225,000	£255,000	£290,000
3-Bed Bungalows	£244,999	£199,995	£240,000	£250,000	£265,000	£275,000
4-Bed Bungalows	£345,000	£345,000	£345,000	£345,000	£345,000	£345,000

Lydd Town**(42 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£175,000	n/a	£228,772	£249,498
Semi-Detached	£137,500	£175,000	£164,993	£199,983
Terraced	n/a	£137,500	£142,181	n/a
Flats	n/a	n/a	£137,500	£175,000
Bungalows	n/a	£176,488	£172,498	£192,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£145,000	£130,000	£135,000	£140,000	£145,000	£175,000
3-Bed Houses	£181,306	£119,950	£141,875	£184,998	£196,238	£299,000
4-Bed Houses	£219,789	£159,950	£190,000	£199,995	£250,000	£299,000
2-Bed Bungalows	£176,488	£164,995	£174,950	£174,995	£182,500	£185,000
3-Bed Bungalows	£172,498	£165,000	£168,749	£172,498	£176,246	£179,995
4-Bed Bungalows	£192,000	£192,000	£192,000	£192,000	£192,000	£192,000

Hawkinge**(88 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£185,000	n/a	£234,998	£302,044
Semi-Detached	£150,703	£185,000	£189,993	£234,992
Terraced	£136,988	£150,703	£182,498	£268,124
Flats	£99,995	£136,988	£150,703	£185,000
Bungalows	n/a	£220,000	£324,999	£374,500

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£99,995	£99,995	£99,995	£99,995	£99,995	£99,995
2-Bed Flats	£136,988	£129,995	£135,000	£135,000	£139,995	£144,950
2-Bed Houses	£152,608	£70,000	£149,995	£156,000	£159,999	£185,000
3-Bed Houses	£207,496	£139,995	£183,749	£207,500	£234,996	£245,000
4-Bed Houses	£285,232	£190,000	£250,000	£267,500	£295,000	£450,000
2-Bed Bungalows	£220,000	£215,000	£217,500	£220,000	£222,500	£225,000
3-Bed Bungalows	£324,999	£250,000	£253,750	£312,498	£383,746	£425,000
4-Bed Bungalows	£374,500	£299,000	£336,750	£374,500	£412,250	£450,000

Dymchurch**(43 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£263,330	£278,167
Semi-Detached	£165,000	n/a	£199,975	£210,000
Terraced	n/a	£165,000	n/a	£179,995
Flats	n/a	n/a	£165,000	n/a
Bungalows	n/a	£188,272	£224,862	£270,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£165,000	£165,000	£165,000	£165,000	£165,000	£165,000
3-Bed Houses	£237,988	£149,950	£240,000	£249,995	£250,000	£299,995
4-Bed Houses	£244,899	£179,995	£210,000	£240,000	£297,000	£297,500
2-Bed Bungalows	£188,272	£120,000	£174,998	£190,000	£211,000	£219,995
3-Bed Bungalows	£224,862	£140,000	£201,250	£225,000	£242,475	£295,000
4-Bed Bungalows	£270,000	£220,000	£245,000	£270,000	£295,000	£320,000

Elham**(16 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£379,598	£521,333
Semi-Detached	£279,500	n/a	£259,000	£389,000
Terraced	n/a	£279,500	£299,950	£430,000
Flats	£164,950	n/a	£279,500	n/a
Bungalows	n/a	£210,000	£285,000	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£164,950	£164,950	£164,950	£164,950	£164,950	£164,950
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£279,500	£279,500	£279,500	£279,500	£279,500	£279,500
3-Bed Houses	£350,991	£259,000	£299,973	£329,995	£384,500	£499,000
4-Bed Houses	£476,600	£349,000	£389,000	£430,000	£440,000	£775,000
2-Bed Bungalows	£210,000	£210,000	£210,000	£210,000	£210,000	£210,000
3-Bed Bungalows	£285,000	£285,000	£285,000	£285,000	£285,000	£285,000
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

Lyminge**(27 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	n/a	£343,333
Semi-Detached	£177,750	n/a	n/a	£359,817
Terraced	£129,950	£177,750	£214,815	n/a
Flats	n/a	£129,950	£177,750	n/a
Bungalows	n/a	£245,623	£244,350	£390,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	£129,950	£129,950	£129,950	£129,950	£129,950	£129,950
2-Bed Houses	£177,750	£177,750	£177,750	£177,750	£177,750	£177,750
3-Bed Houses	£214,815	£199,950	£207,973	£215,995	£222,248	£228,500
4-Bed Houses	£351,575	£245,000	£284,625	£332,500	£406,250	£499,950
2-Bed Bungalows	£245,623	£205,000	£221,249	£239,995	£250,000	£325,000
3-Bed Bungalows	£244,350	£185,000	£230,000	£246,950	£254,250	£310,000
4-Bed Bungalows	£390,000	£390,000	£390,000	£390,000	£390,000	£390,000

Sellindge**(9 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£275,000	£349,950	£545,000	£641,667
Semi-Detached	n/a	£275,000	n/a	n/a
Terraced	n/a	n/a	£340,000	n/a
Flats	n/a	n/a	n/a	£275,000
Bungalows	n/a	n/a	n/a	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£312,475	£275,000	£293,738	£312,475	£331,213	£349,950
3-Bed Houses	£391,250	£340,000	£340,000	£340,000	£391,250	£545,000
4-Bed Houses	£641,667	£575,000	£612,500	£650,000	£675,000	£700,000
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

St Mary's Bay**(31 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	£234,998	£227,498	£332,833
Semi-Detached	n/a	n/a	£175,000	n/a
Terraced	£110,000	n/a	£174,995	n/a
Flats	n/a	£110,000	n/a	n/a
Bungalows	n/a	£176,090	£196,778	£249,983

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	£110,000	£110,000	£110,000	£110,000	£110,000	£110,000
2-Bed Houses	£234,998	£220,000	£227,499	£234,998	£242,496	£249,995
3-Bed Houses	£201,248	£174,995	£174,999	£195,000	£221,249	£239,995
4-Bed Houses	£332,833	£325,000	£325,000	£325,000	£336,750	£348,500
2-Bed Bungalows	£176,090	£125,000	£163,500	£182,500	£190,000	£210,000
3-Bed Bungalows	£196,778	£149,950	£186,250	£200,000	£217,498	£220,000
4-Bed Bungalows	£249,983	£235,000	£242,475	£249,950	£257,475	£265,000

Greatstone-on-Sea**(45 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£179,998	£350,000	£262,000	£276,063
Semi-Detached	n/a	£179,998	£220,000	£219,998
Terraced	n/a	n/a	£162,900	n/a
Flats	n/a	n/a	n/a	£179,998
Bungalows	n/a	£188,194	£218,470	£257,500

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£236,665	£179,995	£179,998	£180,000	£265,000	£350,000
3-Bed Houses	£233,780	£162,900	£220,000	£220,000	£236,000	£330,000
4-Bed Houses	£263,604	£189,995	£249,950	£250,000	£280,000	£337,500
2-Bed Bungalows	£188,194	£165,000	£165,000	£179,000	£210,000	£240,000
3-Bed Bungalows	£218,470	£170,000	£215,000	£225,000	£235,000	£250,000
4-Bed Bungalows	£257,500	£250,000	£253,750	£257,500	£261,250	£265,000

Brookland**(4 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£467,500	£425,000
Semi-Detached	n/a	n/a	n/a	n/a
Terraced	n/a	n/a	n/a	£215,000
Flats	n/a	n/a	n/a	n/a
Bungalows	n/a	n/a	n/a	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	£467,500	£395,000	£431,250	£467,500	£503,750	£540,000
4-Bed Houses	£320,000	£215,000	£267,500	£320,000	£372,500	£425,000
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

Benzett**(8 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£309,665	£364,950
Semi-Detached	n/a	n/a	£199,950	n/a
Terraced	n/a	n/a	n/a	n/a
Flats	n/a	n/a	n/a	n/a
Bungalows	n/a	n/a	£237,000	£270,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	£282,236	£199,950	£221,738	£289,498	£349,996	£350,000
4-Bed Houses	£364,950	£364,950	£364,950	£364,950	£364,950	£364,950
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	£237,000	£237,000	£237,000	£237,000	£237,000	£237,000
4-Bed Bungalows	£270,000	£270,000	£270,000	£270,000	£270,000	£270,000

Lympne**(20 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£179,950	n/a	£294,000	£414,999
Semi-Detached	£165,000	£179,950	n/a	n/a
Terraced	n/a	£165,000	£212,500	n/a
Flats	n/a	#DIV/0!	£165,000	£179,950
Bungalows	n/a	£250,000	£312,500	£367,500

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£172,475	£165,000	£168,738	£172,475	£176,213	£179,950
3-Bed Houses	£253,250	£205,000	£216,250	£234,000	£271,000	£340,000
4-Bed Houses	£414,999	£300,000	£332,500	£340,000	£452,498	£695,000
2-Bed Bungalows	£250,000	£250,000	£250,000	£250,000	£250,000	£250,000
3-Bed Bungalows	£312,500	£310,000	£311,250	£312,500	£313,750	£315,000
4-Bed Bungalows	£367,500	£275,000	£293,750	£300,000	£373,750	£595,000

Saltwood**(7 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£399,950	£474,998
Semi-Detached	£134,950	n/a	n/a	n/a
Terraced	£235,000	£134,950	n/a	n/a
Flats	n/a	£235,000	£134,950	n/a
Bungalows	n/a	n/a	n/a	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	£235,000	£235,000	£235,000	£235,000	£235,000	£235,000
2-Bed Houses	£134,950	£134,950	£134,950	£134,950	£134,950	£134,950
3-Bed Houses	£399,950	£399,950	£399,950	£399,950	£399,950	£399,950
4-Bed Houses	£474,998	£450,000	£467,500	£485,000	£487,498	£489,995
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

Stanford & Westenhanger**(6 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£420,000	£533,333
Semi-Detached	n/a	n/a	n/a	£349,995
Terraced	n/a	n/a	n/a	n/a
Flats	n/a	n/a	n/a	n/a
Bungalows	n/a	n/a	£345,000	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	£420,000	£420,000	£420,000	£420,000	£420,000	£420,000
4-Bed Houses	£487,499	£349,995	£357,499	£467,500	£597,500	£665,000
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	£345,000	£345,000	£345,000	£345,000	£345,000	£345,000
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

Ivychurch**(2 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	n/a	£560,000
Semi-Detached	n/a	n/a	n/a	n/a
Terraced	n/a	n/a	n/a	n/a
Flats	n/a	n/a	n/a	n/a
Bungalows	n/a	n/a	n/a	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Houses	£560,000	£525,000	£542,500	£560,000	£577,500	£595,000
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

Newchurch**(3 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	n/a	£439,973
Semi-Detached	n/a	n/a	n/a	n/a
Terraced	n/a	n/a	n/a	n/a
Flats	n/a	n/a	n/a	n/a
Bungalows	n/a	n/a	£510,000	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Houses	£439,973	£379,995	£409,984	£439,973	£469,961	£499,950
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	£510,000	£510,000	£510,000	£510,000	£510,000	£510,000
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

Burmarsh**(14 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£249,950	n/a
Semi-Detached	n/a	n/a	£225,000	£210,000
Terraced	n/a	n/a	n/a	n/a
Flats	n/a	n/a	n/a	n/a
Bungalows	n/a	£165,667	£216,421	£320,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	£237,475	£225,000	£231,238	£237,475	£243,713	£249,950
4-Bed Houses	£210,000	£210,000	£210,000	£210,000	£210,000	£210,000
2-Bed Bungalows	£165,667	£120,000	£142,500	£165,000	£188,500	£212,000
3-Bed Bungalows	£216,421	£140,000	£194,975	£225,000	£235,000	£289,995
4-Bed Bungalows	£320,000	£320,000	£320,000	£320,000	£320,000	£320,000

Stelling Minnis**(7 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	n/a	£582,500
Semi-Detached	n/a	n/a	£299,950	£300,000
Terraced	n/a	n/a	£279,995	n/a
Flats	n/a	n/a	n/a	n/a
Bungalows	n/a	n/a	n/a	£595,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	£293,298	£199,950	£239,973	£279,995	£339,973	£399,950
4-Bed Houses	£488,333	£300,000	£437,500	£575,000	£582,500	£590,000
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	£595,000	£595,000	£595,000	£595,000	£595,000	£595,000

Densole**(16 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£255,000	£347,900
Semi-Detached	n/a	n/a	£242,500	£239,000
Terraced	n/a	n/a	n/a	n/a
Flats	n/a	n/a	n/a	n/a
Bungalows	n/a	£205,000	£249,995	£246,667

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	£246,667	£240,000	£242,500	£245,000	£250,000	£255,000
4-Bed Houses	£329,750	£239,000	£274,625	£355,000	£378,750	£395,000
2-Bed Bungalows	£205,000	£195,000	£200,000	£205,000	£210,000	£215,000
3-Bed Bungalows	£249,995	£249,995	£249,995	£249,995	£249,995	£249,995
4-Bed Bungalows	£246,667	£180,000	£185,000	£190,000	£280,000	£370,000

Etchinghill**(11 properties)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£159,995	n/a	£279,998	£300,000
Semi-Detached	£155,000	£159,995	£237,475	n/a
Terraced	n/a	£155,000	n/a	n/a
Flats	n/a	n/a	£155,000	£159,995
Bungalows	n/a	£230,000	£243,500	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£157,498	£155,000	£156,249	£157,498	£158,746	£159,995
3-Bed Houses	£258,736	£225,000	£243,713	£264,973	£279,996	£280,000
4-Bed Houses	£300,000	£300,000	£300,000	£300,000	£300,000	£300,000
2-Bed Bungalows	£230,000	£225,000	£227,500	£230,000	£232,500	£235,000
3-Bed Bungalows	£243,500	£237,500	£240,500	£243,500	£246,500	£249,500
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

Overall market - Re-sale Values Analysis Summary

We have converted those sales figures collected in the previous tables into £ per sq. m. rates using estimated approximate floor sizes typical for each respective type of property. These rates have then been sorted highest to lowest demonstrating those most valuable and least valuable settlements within the Shepway District.

Average Asking Prices Analysis - Flats and Houses (£ per sq. m*)						
Settlement	1 Bed Flats	2 Bed Flats	2 Bed Houses	3 Bed Houses	4 Bed Houses	All types
Sellindge			£4,166	£4,118	£5,133	£4,561
Ivychurch					£4,480	£4,480
Stanford and Westenanger				£4,421	£3,900	£4,125
Elham	£3,666		£3,727	£3,695	£3,813	£3,741
Folkestone Sandgate Ward	£2,861	£4,321	£3,407	£3,660	£3,672	£3,625
Brookland				£4,921	£2,560	£3,580
Stelling Minnis				£3,087	£3,907	£3,553
Newchurch					£3,520	£3,520
Saltwood		£3,917	£1,799	£4,210	£3,800	£3,507
Folkestone Harvey West Ward	£2,680	£2,786		£3,947	£3,579	£3,416
Hythe	£2,767	£3,298	£2,474	£3,141	£3,216	£3,021
Brenzett				£2,971	£2,920	£2,942
Lympne			£2,300	£2,666	£3,320	£2,850
Densole				£2,596	£2,638	£2,620
Folkestone Harvey Central Ward	£2,559	£2,336	£3,067	£2,107	£2,739	£2,570
Greatstone-on-sea			£3,156	£2,461	£2,109	£2,488
St Mary's Bay		£1,833	£3,133.30	£2,118	£2,662.67	£2,476
Lyminge		£2,166	£2,370	£2,261	£2,813	£2,462
Etchinghill			£2,100	£2,724	£2,400	£2,428
New Romney and Littlestone	£2,267	£2,148	£2,175	£2,342	£2,617	£2,359
Folkestone (All Wards)	£2,248	£2,793	£2,019	£2,172	£2,379	£2,310
Hawkinge	£2,222	£2,283	£2,035	£2,184	£2,282	£2,206
Folkestone Park Ward	£2,305	£2,533	£2,320	£2,282	£1,873	£2,201
Dymchurch			£2,200	£2,505	£1,959	£2,196
Folkestone East Ward	£1,778	£1,624	£1,937	£1,793	£2,780	£2,101
Burmarsh				£2,500	£1,680	£2,034
Folkestone Cheriton Ward	£2,666		£2,032	£1,955	£1,806	£2,011
Folkestone Morehall Ward		£1,831	£1,960	£2,163	£1,833	£1,948
Folkestone Harbour Ward	£1,727	£2,046	£1,676	£2,332	£1,645	£1,883
Lydd Town			£1,933	£1,908	£1,758	£1,851
Folkestone Foord Ward	£1,889		£1,634	£1,497	£1,460	£1,566
Overall	£2,297	£2,810	£2,191	£2,425	£2,656	£2,497

* assuming properties as per DSP sizes used for modelling purposes.

As identified within the Council's emerging Local Plan, the rows highlighted yellow represent 'sub regional town' which will accommodate substantial residential, commercial and social development, the rows highlighted blue represent 'strategic towns' which will accommodate significant development' and the rows highlighted green represent 'service centres' which will 'accommodate development appropriate for Shepway and their own needs'¹

The further two tables below provide the average asking prices for flats, houses and bungalows taken from the research as carried out and displayed within the previous tables.

Average Asking Price Analysis - Flats and Houses		
1 Bed Flat	-	£103,360
2 Bed Flat	-	£168,570
2 Bed House	Terraced	£151,102
	Semi-Detached	£188,012
	Detached	£265,549
3 Bed House	Terraced	£183,374
	Semi-Detached	£209,358
	Detached	£318,017
4 Bed House	Terraced	£230,456
	Semi-Detached	£255,596
	Detached	£395,797

Average Asking Price Analysis - Bungalows		
2 Bed Bungalow	-	£200,403
3 Bed Bungalow	-	£243,985
4 Bed Bungalow	-	£335,532

¹ Shepway District Council Local Plan Core Strategy 2013 (4.61)

Folkestone - Overall market

- Re-sale Values Analysis Summary – by ward

This table provides a more detailed look at Folkestone values as research by Ward area. Again as per the table on page 20, we have converted those sales figures collected in the previous tables into £ per sq. m. rates using estimated approximate floor sizes typical for each respective type of property. These rates have then been sorted highest to lowest demonstrating those most valuable and least valuable ward areas within Folkestone.

Average Asking Prices Analysis - Flats and Houses (£ per sq. m*)

Settlement	1 Bed Flats	2 Bed Flats	2 Bed House	3 Bed House	4 Bed House	All Properties
Folkestone Sandgate Ward	£2,861	£4,321	£3,407	£3,660	£3,672	£3,625
Folkestone Harvey West Ward	£2,680	£2,786		£3,947	£3,579	£3,416
Folkestone Harvey Central Ward	£2,559	£2,336	£3,067	£2,107	£2,739	£2,570
Folkestone (All)	£2,248	£2,793	£2,019	£2,172	£2,379	£2,310
Folkestone Park Ward	£2,305	£2,533	£2,320	£2,282	£1,873	£2,201
Folkestone East Ward	£1,778	£1,624	£1,937	£1,793	£2,780	£2,101
Folkestone Cheriton Ward	£2,666		£2,032	£1,955	£1,806	£2,011
Folkestone Morehall Ward		£1,831	£1,960	£2,163	£1,833	£1,948
Folkestone Harbour Ward	£1,727	£2,046	£1,676	£2,332	£1,645	£1,883
Folkestone Foord Ward	£1,889		£1,634	£1,497	£1,460	£1,566

*assuming properties as per DSP sizes used for modelling purposes.

Zoopa sourced average values data (sourced by settlement / locality names) follows:

(Source of information in tables on this and following pages: www.zoopla.co.uk – May 2014)

Heat Map

The heat maps below provide an indication as to the strength of residential values in the Shepway District. Map 1 covers the overall area, Map 2 provides a more detailed look at Folkestone and its surrounds and Map 3 provides a detailed look at the strength of values specifically in relation to Folkestone.

Map 1



Map 2



Map 3



The data collected below is again taken from Zoopla and provides average current values of the varying types of property (e.g. detached, semi-detached etc.), of particular importance is the rate per sq. ft. which we also convert to a rate per sq. m. for direct comparison with our own research (see page 38).

Folkestone

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£329,399	£225	3.8	£299,544
Semi-detached	£213,180	£200	3.2	£201,955
Terraced	£166,030	£180	2.9	£158,466
Flats	£137,771	£187	1.9	£130,634

Period	Average Price Paid (£)	No. of Sales
Last year	£189,739	904
Last 3 years	£183,744	2,573
Last 5 years	£184,258	4,335
Last 7 years	£186,401	6,424

Average current value estimate: £202,383

Average current asking price: £230,454

Hythe

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£390,043	£260	3.7	£367,653
Semi-detached	£241,144	£241	3	£216,577
Terraced	£206,710	£253	2.8	£195,187
Flats	£185,847	£301	2	£175,529

Period	Average Price Paid (£)	No. of Sales
Last year	£249,146	340
Last 3 years	£244,981	912
Last 5 years	£245,07	1,502
Last 7 years	£244,683	2,120

Average current value estimate: £276,133

Average current asking price: £314,564

New Romney Town (incorporating Littlestone-on-Sea)

Property type	Avg current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£284,157	£200	3.6	£262,331
Semi-detached	£204,718	£219	3	£196,725
Terraced	£171,964	£185	2.7	£149,620
Flats	£127,492	£193	1.8	£122,143

Period	Average Price Paid (£)	No. of Sales
Last year	£211,573	154
Last 3 years	£211,070	424
Last 5 years	£207,615	704
Last 7 years	£2012,526	999

Average current value estimate: £236,244

Average current asking price: £217,952

Lydd

Property type	Avg current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£245,548	£178	3.3	£218,500
Semi-detached	£168,394	£176	3	£175,944
Terraced	£153,227	£154	2.7	£124,194
Flats	£94,721	-	1.9	£85,000

Period	Average Price Paid (£)	No. of Sales
Last year	£164,396	48
Last 3 years	£157,226	136
Last 5 years	£154,658	216
Last 7 years	£160,010	347

Average current value estimate: £179,361

Average current asking price: £202,444

Hawkinge

Property type	Avg current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£295,387	£205	3.9	£270,243
Semi-detached	£201,131	£189	3	£196,139
Terraced	£180,168	£192	2.5	£169,685
Flats	£135,901	-	1.9	£134,178

Period	Average Price Paid (£)	No. of Sales
Last year	£208,170	154
Last 3 years	£209,777	445
Last 5 years	£212,855	776
Last 7 years	£215,954	1,226

Average current value estimate: £239,039

Average current asking price: £276,215

Dymchurch

Property type	Avg current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£248,353	£194	3.4	£225,859
Semi-detached	£191,902	£256	2.9	£176,769
Terraced	£183,497	-	2.9	£133,556
Flats	£163,347	-	1.9	-

Period	Average Price Paid (£)	No. of Sales
Last year	£196,854	61
Last 3 years	£201,823	158
Last 5 years	£204,442	274
Last 7 years	£204,589	393

Average current value estimate: £222,907

Average current asking price: £288,527

Elham

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£444,224	£288	3.6	£343,556
Semi-detached	£298,999	£240	3.1	£215,000
Terraced	£285,135	£253	2.8	£359,500
Flats	£119,953	-	-	£87,000

Period	Average Price Paid (£)	No. of Sales
Last year	£281,375	16
Last 3 years	£309,036	57
Last 5 years	£296,665	92
Last 7 years	£286,000	127

Average current value estimate: £362,445

Average current asking price: £529,635

Lyminge

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£337,339	£263	3.5	£260,600
Semi-detached	£222,053	£248	3.1	£201,800
Terraced	£192,934	£194	2.3	£229,833
Flats	£112,108	-	2	£89,500

Period	Average Price Paid (£)	No. of Sales
Last year	£216,717	30
Last 3 years	£220,197	96
Last 5 years	£235,042	147
Last 7 years	£234,429	219

Average current value estimate: £264,659

Average current asking price: £295,658

Sellindge

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£542,775	£360	3.9	£469,286
Semi-detached	£273,902	£344	3	£270,000
Terraced	£287,956	£265	2.8	£340,667
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£403,917	12
Last 3 years	£362,593	30
Last 5 years	£337,975	49
Last 7 years	£340,599	69

Average current value estimate: £421,206

Average current asking price: £686,875

St Mary's Bay

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£211,993	£193	3.1	£203,789
Semi-detached	£173,451	£222	2.7	£158,054
Terraced	£170,134	£212	3	£157,500
Flats	£127,673	-	2	£117,880

Period	Average Price Paid (£)	No. of Sales
Last year	£171,222	51
Last 3 years	£170,108	135
Last 5 years	£166,520	230
Last 7 years	£171,636	332

Average current value estimate: £187,510

Average current asking price: £231,736

Greatstone-on-Sea

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£244,703	£210	3.3	£220,593
Semi-detached	£196,443	£199	2.9	£168,666
Terraced	£206,034	-	2.9	£150,000
Flats	£110,895	£166	1.8	-

Period	Average Price Paid (£)	No. of Sales
Last year	£203,471	37
Last 3 years	£203,829	133
Last 5 years	£201,674	235
Last 7 years	£204,436	340

Average current value estimate: £228,531

Average current asking price: £184,215

Brookland

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£482,771	£244	3.6	£325,000
Semi-detached	£201,268	-	3	£173,333
Terraced	£297,857	£161	4.2	-
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£234,000	5
Last 3 years	£265,000	11
Last 5 years	£262,178	18
Last 7 years	£287,719	26

Average current value estimate: £371,581

Average current asking price: £837,143

Brenzett

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£339,645	£239	3.5	-
Semi-detached	£200,251	-	2.9	£179,000
Terraced	£152,940	-	2.4	£175,000
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£178,000	4
Last 3 years	£237,823	17
Last 5 years	£218,249	24
Last 7 years	£214,321	28

Average current value estimate: £257,975

Average current asking price: £303,370

Lympne

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£336,160	£239	3.7	£404,500
Semi-detached	£261,189	£216	2.9	£250,250
Terraced	£194,064	-	2.9	£150,000
Flats	£224,644	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£358,631	19
Last 3 years	£291,161	60
Last 5 years	£274,297	108
Last 7 years	£269,319	133

Average current value estimate: £312,241

Average current asking price: £436,091

Saltwood

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£479,500	£306	4.1	£443,750
Semi-detached	£294,842	£167	3	-
Terraced	£218,025	£205	2.7	£207,667
Flats	-	-	3	-

Period	Average Price Paid (£)	No. of Sales
Last year	£342,571	7
Last 3 years	£329,498	26
Last 5 years	£339,008	47
Last 7 years	£319,931	61

Average current value estimate: £354,403

Average current asking price: £399,950

Stanford

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£376,579	£205	3.8	£373,083
Semi-detached	£287,793	-	3.6	-
Terraced	£200,389	-	2.6	-
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£294,972	10,471
Last 3 years	£288,457	29,887
Last 5 years	£285,904	48,991
Last 7 years	£281,358	70,037

Average current value estimate: £327,964

Average current asking price: £468,008

Westenhanger

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£356,969	£242	3.6	£320,000
Semi-detached	£278,611	-	3.2	-
Terraced	£190,566	-	2	-
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£320,000	1
Last 3 years	£301,875	4
Last 5 years	£299,278	7
Last 7 years	£318,118	8

Average current value estimate: £311,935

Average current asking price: £665,000

Ivychurch

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£426,921	£221	3.8	£311,667
Semi-detached	£338,071	-	3.4	£293,000
Terraced	-	-	-	-
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£307,000	4
Last 3 years	£291,600	5
Last 5 years	£319,667	6
Last 7 years	£330,000	7

Average current value estimate: £415,538

Average current asking price: £646,667

Newchurch

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£468,141	£292	4.2	-
Semi-detached	£223,970	-	2.9	£205,000
Terraced	£176,197	-	2	-
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£205,000	1
Last 3 years	£291,159	11
Last 5 years	£312,250	17
Last 7 years	£302,970	25

Average current value estimate: £348,886

Average current asking price: £463,315

Burmarsh

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£354,280	-	4	£295,000
Semi-detached	£189,024	£183	3	£187,000
Terraced	£201,671	-	3	£153,000
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£211,667	3
Last 3 years	£197,214	7
Last 5 years	£199,083	12
Last 7 years	£220,692	18

Average current value estimate: £276,978

Average current asking price: £135,333

Stelling Minnis

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£504,923	£286	4	£374,000
Semi-detached	£277,706	-	3.2	£282,000
Terraced	£267,930	-	3	£225,000
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£313,750	4
Last 3 years	£362,000	10
Last 5 years	£350,224	17
Last 7 years	£350,762	24

Average current value estimate: £454,752

Average current asking price: £534,992

Densole

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£289,668	£231	3.3	£289,167
Semi-detached	£193,806	£218	2.6	£222,497
Terraced	£202,027	-	3	£240,000
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£268,888	9
Last 3 years	£265,732	28
Last 5 years	£249,344	45
Last 7 years	£234,750	70

Average current value estimate: £248,725

Average current asking price: £363,125

Etchinghill

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£354,475	£223	3.5	£280,000
Semi-detached	£236,128	-	3.1	£275,000
Terraced	£200,371	-	3	£200,667
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£259,750	12
Last 3 years	£258,500	23
Last 5 years	£268,731	41
Last 7 years	£272,506	56

Average current value estimate: £324,628

Average current asking price: £371,181

Quick Zoopla Analysis

The table below is a quick analysis of the Zoopla 'Average Current Values Estimate' data above, which has been sorted to represent an overall values hierarchy for settlements within the District.

Settlement	Average £ per sq. ft.	Average £ per sq. m.
Sellindge	£323	£3,475
Newchurch	£292	£3,142
Stelling Minnis	£286	£3,077
Elham	£260	£2,798
Hythe	£251	£2,701
Westenhanger	£242	£2,604
Brenzett	£239	£2,572
Lyminge	£235	£2,529
Lympne	£228	£2,453
Saltwood	£226	£2,432
Dymchurch	£225	£2,421
Densole	£225	£2,421
Etchinghill	£223	£2,399
Ivychurch	£221	£2,378
St Mary's Bay	£209	£2,249
Greatstone-on-Sea	£205	£2,206
Stanford	£205	£2,206
Brookland	£203	£2,184
Folkestone	£202	£2,174
New Romney Town	£201	£2,163
Hawkinge	£195	£2,098
Burmarsh	£183	£1,969
Lydd	£169	£1,818

**Houses Only*

As noted previously, the rows highlighted yellow represent 'sub regional town' which will 'accommodate substantial residential, commercial and social development', the rows highlighted blue represent 'strategic towns' which will 'accommodate significant development' and the rows highlighted green represent 'service centres' which will "accommodate development appropriate for Shepway and their own needs"²

² Shepway District Council Local Plan Core Strategy 2013 (4.61)

New Build Properties for Sale – May - June 2014

Source: DSP research - www.rightmove.co.uk; various house builders' & estate agents' websites

The tables below provide information, so far as found through web-searching and enquiries, on new build properties for sale - between May and June 2014. As noted above, the data has been collected from RightMove and based on the main settlement areas. Property sizes are as supplied with details or, where those were not stated, estimated – e.g. from agents' or other floor plans

Note: Research based on 'sub-regional towns', 'strategic towns' and 'service centres' as identified within the Council's emerging Local Plan. Smaller towns and villages were excluded due to limited data. No available data for Lydd.

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Price Plus 10%	Developer / Agent
Folkestone								
Flats								
Seascape, Sandgate	3 Bed Flat	£555,000	72.3	£7,677	£7,294	£6,910	£8,445	C R Child & Partners
Seascape, Sandgate	3 Bed Flat	£450,000	76.2	£5,908	£5,612	£5,317	£6,499	C R Child & Partners
Seascape, Sandgate	3 Bed Flat	£430,000	72.3	£5,947	£5,650	£5,353	£6,542	C R Child & Partners
Seascape, Sandgate	2 Bed Flat	£365,000	62.2	£5,871	£5,577	£5,284	£6,458	C R Child & Partners
Seascape, Sandgate	2 Bed Flat	£340,000	62.2	£5,469	£5,195	£4,922	£6,016	C R Child & Partners
Marten Road	2 Bed Flat	£145,000	60.2	£2,409	£2,288	£2,168	£2,650	Bairstow Eves
Marten Road	2 Bed Flat	£125,000	52.6	£2,376	£2,258	£2,139	£2,614	Bairstow Eves
Average		£344,286	65.4	£5,094	£4,839	£4,585	£5,603	
Houses								
Eversley Road (Sandgate Ward)	4 Bed Detached	£579,995	135.7	£4,274	£4,060	£3,847	£4,702	RPC New Homes

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Price Plus 10%	Developer / Agent
Eversley Road (Sandgate Ward)	4 Bed Semi	£464,995	95.0	£4,895	£4,650	£4,405	£5,384	RPC New Homes
Eversley Road (Sandgate Ward)	4 Bed Detached	£589,995	131.1	£4,500	£4,275	£4,050	£4,950	RPC New Homes
Eversley Road (Sandgate Ward)	4 Bed Detached	£609,995	135.7	£4,495	£4,270	£4,046	£4,945	RPC New Homes
Eversley Road (Sandgate Ward)	4 Bed Semi	£415,995	93.9	£4,430	£4,209	£3,987	£4,873	RPC New Homes
Cherry Garden Avenue (Folkestone Park Ward)	4 Bed Semi	£350,000	139.8	£2,504	£2,378	£2,253	£2,754	Your Move
Cherry Garden Avenue (Folkestone Park Ward)	4 Bed Semi	£340,000	135.4	£2,511	£2,386	£2,260	£2,762	Your Move
Cherry Garden Avenue (Folkestone Park Ward)	4 Bed Semi	£325,000	123.2	£2,638	£2,506	£2,374	£2,902	Your Move
Cherry Garden Avenue (Folkestone Park Ward)	4 Bed Semi	£320,000	118.4	£2,703	£2,568	£2,432	£2,973	Your Move
Limes Road (Morehall Ward)	3 Bed Detached	£265,000	83.8	£3,162	£3,004	£2,846	£3,479	Stephen Alleyene
Average		£501,829	118.3	£4,519	£4,293	£4,067	£4,971	
Hythe								
Flats								
Dental Street	2 Bed Flat	£455,000	106.5	£4,272	£4,059	£3,845	£4,700	C R Child & Partners
Dental Street	2 Bed Flat	£345,000	88.9	£3,881	£3,687	£3,493	£4,269	C R Child & Partners
Dental Street	2 Bed Flat	£330,000	88.9	£3,712	£3,526	£3,341	£4,083	C R Child & Partners

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Price Plus 10%	Developer / Agent
Dental Street	2 Bed Flat	£320,000	77.6	£4,124	£3,918	£3,711	£4,536	C R Child & Partners
Moncrieff Gardens	2 Bed Flat	£310,000	77.6	£3,995	£3,795	£3,595	£4,394	Strutt & Parker
Seabrook Road	2 Bed Flat	£305,000	61.7	£4,943	£4,696	£4,449	£5,438	C R Child & Partners
Moncrieff Gardens	2 Bed Flat	£305,000	75.4	£4,045	£3,843	£3,641	£4,450	Strutt & Parker
Moncrieff Gardens	2 Bed Flat	£300,000	70.1	£4,280	£4,066	£3,852	£4,708	Strutt & Parker
Dental Street	2 Bed Flat	£299,995	77.6	£3,866	£3,673	£3,479	£4,253	C R Child & Partners
Dental Street	2 Bed Flat	£275,000	72.2	£3,809	£3,618	£3,428	£4,190	C R Child & Partners
Average		£324,500	79.7	£4,093	£3,888	£3,683	£4,502	
Houses								
Moncrieff Gardens	4 Bed Semi	£425,000	103.7	£4,098	£3,893	£3,689	£4,508	Champion & Co
Moncrieff Gardens	3 Bed Semi	£385,000	92.4	£4,167	£3,958	£3,750	£4,583	Champion & Co
Moncrieff Gardens	3 Bed Semi	£370,000	92.4	£4,004	£3,804	£3,604	£4,405	Champion & Co
Seabrook Road	3 Bed Detached	£275,000	80.0	£3,438	£3,266	£3,094	£3,781	C R Child & Partners
Average		£363,750	92.1	£3,927	£3,730	£3,534	£4,319	
New Romney & Littlestone-on-Sea								
Houses								
Church Lane	4 Bed Detached	£290,000	115.0	£2,522	£2,396	£2,270	£2,774	Ward & Partners
Church Lane	4 Bed Detached	£280,000	107.9	£2,595	£2,465	£2,335	£2,854	Ward & Partners
Church Lane	4 Bed Detached	£275,000	107.9	£2,549	£2,421	£2,294	£2,804	Ward & Partners
Average		£281,667	110.3	£2,555	£2,427	£2,300	£2,811	
Hawkinge								
Houses								
Lancaster	3 Bed Terrace	£245,000	104.2	£2,351	£2,234	£2,116	£2,586	Browns

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Price Plus 10%	Developer / Agent
Drive								
Lancaster Drive	4 Bed Semi	£245,000	123.6	£1,982	£1,883	£1,784	£2,180	Browns
Lancaster Drive	3 Bed Terrace	£215,000	92.4	£2,327	£2,210	£2,094	£2,560	Browns
Lancaster Drive	3 Bed Terrace	£210,000	92.4	£2,273	£2,159	£2,045	£2,500	Browns
Average		£228,750	103.2	£2,233	£2,122	£2,010	£2,457	

Re-sale Vs New Build Analysis

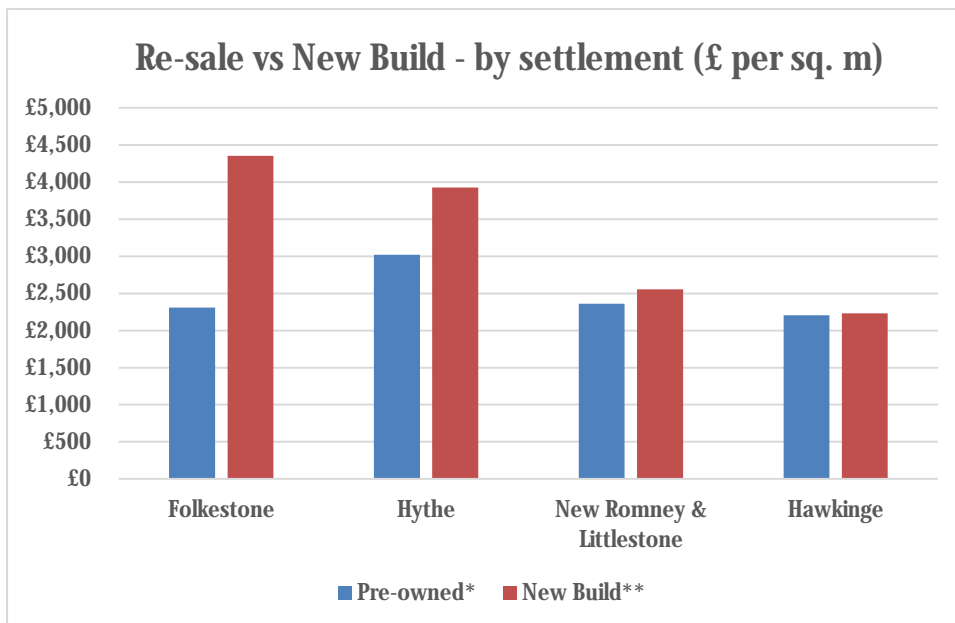
The following table shows the comparison between the pre-owned Rightmove research and the above noted new build values indications, so far as available. *Note: New build values are only compared with the corresponding settlements in the Rightmove pre-owned research.*

Re-sale vs New Build - by settlement (£ per sq. m)

Settlement	Re-sale*	New Build**
Folkestone	£2,310	£4,352
Hythe	£3,021	£3,927
New Romney & Littlestone	£2,359	£2,555
Hawkinge	£2,206	£2,233
Average:	£2,474	£3,267

*'All properties'

** Asking price - Average of houses only



Sheltered Housing Research (April 2014)

The following table indicates available new build sheltered housing (recent/new-builds) within and close to the Shepway District – based on searching for available information. We also noted a new retirement development by McCarthy & Stone currently under construction at Ingles Road, Folkestone, where the sales values are not expected to be available until autumn 2014.

Address	Description	Price (£) From	Price (£) To
Stanley Road, Cheriton, Folkestone	1 Bed Flat	£99,950	£171,950
Manley Close, Whitfield	1 Bed Flat	£150,950	£189,950
Manley Close, Whitfield	2 Bed Flat	n/a	£245,950
Roper Road, Canterbury	1 Bed Flat	n/a	£214,950
Roper Road, Canterbury	2 Bed Flat	n/a	£309,950

Economic Context

Bank of England

The current official Bank Rate (Base Rate) has remained at 0.5% - since being reduced to that level in March 2009.

The Agent's Summary of Business Conditions (March 2014) stated:

- *Annual growth in retail sales values had been little changed and growth in consumer services turnover had edged higher.*
- *Housing market transactions had risen strongly on a year earlier, though some contacts reported that the implementation of new rules resulting from the Mortgage Market Review appeared to have been associated with a slowing in mortgage approvals.*
- *Investment intentions had increased, reflecting growing confidence in the strength of demand and, for some contacts, an improvement in the availability of finance.*
- *Growth in business services turnover had remained strong, especially for professional and financial services*
- *Manufacturing output for the domestic market and for export had continued to grow at a steady pace.*
- *Construction output had continued to grow strongly, driven by house building.*
- *Corporate credit conditions had continued to improve.*
- *Employment intentions had increased further, particularly in business services. Recruitment difficulties had remained slightly above normal.*
- *Capacity utilisation had remained close to normal, though had risen a little further above that level in manufacturing.*
- *Growth in total labour costs per employee had edged up further, remaining moderate.*
- *Materials costs and imported finished goods prices had been little changed on a year earlier.*
- *Output prices and profitability had continued to increase modestly.*
- *Consumer price inflation had remained moderate, with services inflation having edged lower.*

Bank of England (Update June 2014)

The Agent's Summary of Business Conditions (May 2014) stated:

- *Annual growth in retail sales values had been little changed and growth in consumer services turnover had edged higher.*
- *Housing market transactions had risen strongly on a year earlier, though some contacts reported that the implementation of new rules resulting from the Mortgage*

Market Review appeared to have been associated with a slowing in mortgage approvals.

- Investment intentions had increased, reflecting growing confidence in the strength of demand and, for some contacts, an improvement in the availability of finance.
- Growth in business services turnover had remained strong, especially for professional and financial services.
- Manufacturing output for the domestic market and for export had continued to grow at a steady pace.
- Construction output had continued to grow strongly, driven by house building.
- Corporate credit conditions had continued to improve.
- Employment intentions had increased further, particularly in business services. Recruitment difficulties had remained slightly above normal.
- Capacity utilisation had remained close to normal, though had risen a little further above that level in manufacturing.
- Growth in total labour costs per employee had edged up further, remaining moderate.
- Materials costs and imported finished goods prices had been little changed on a year earlier.
- Output prices and profitability had continued to increase modestly.

Consumer price inflation had remained moderate, with services inflation having edged lower.

Housing Market Context

Land Registry

The **March 2014 Land Registry House Price Index Report** (released 30th April 2014) provided the following information, in summary, in terms of market trends:

Sales Volumes

- *“The March data shows a monthly price change of -0.4 per cent.*
- *The annual price change now stands at 5.6 per cent, bringing the average house price in England and Wales to £169,124.*
- *The number of property transactions has increased over the last year. From October 2012 to January 2013 there was an average of 55,824 sales per month. In the same months a year later, the figure was 74,941”*

The March 2014 report stated: -

For England Wales overall:

- Annual change in average house prices 5.6% (positive)
- Monthly change in average house prices -0.4% (decrease)
- Average price £169,124

For South East overall:

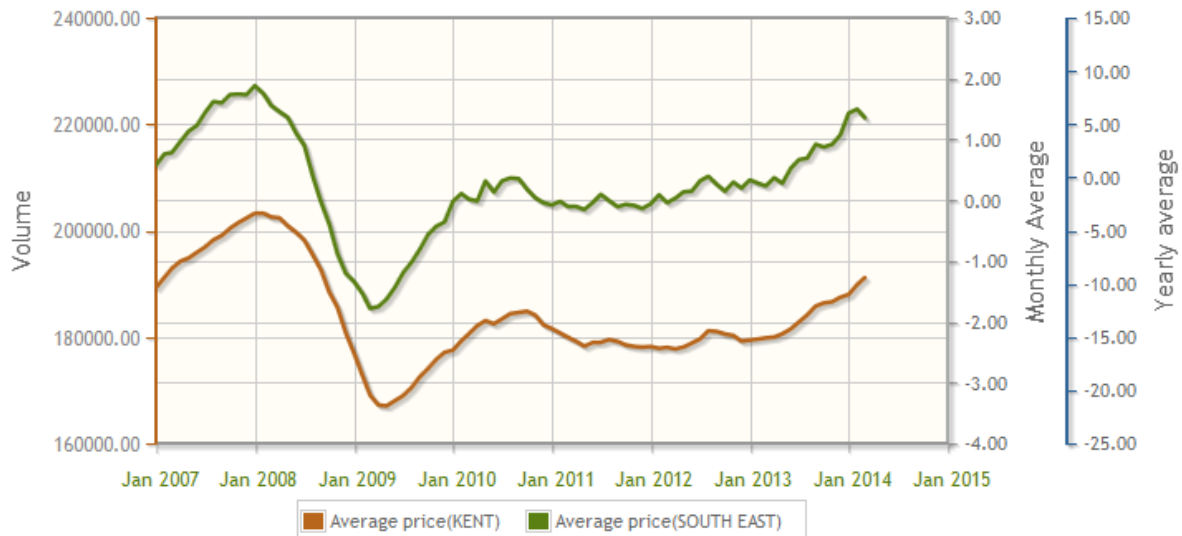
- Annual change in average house prices 6.1% (positive)
- Monthly change in average house prices -0.7% (decrease)
- Average price £221,189

For Kent overall:

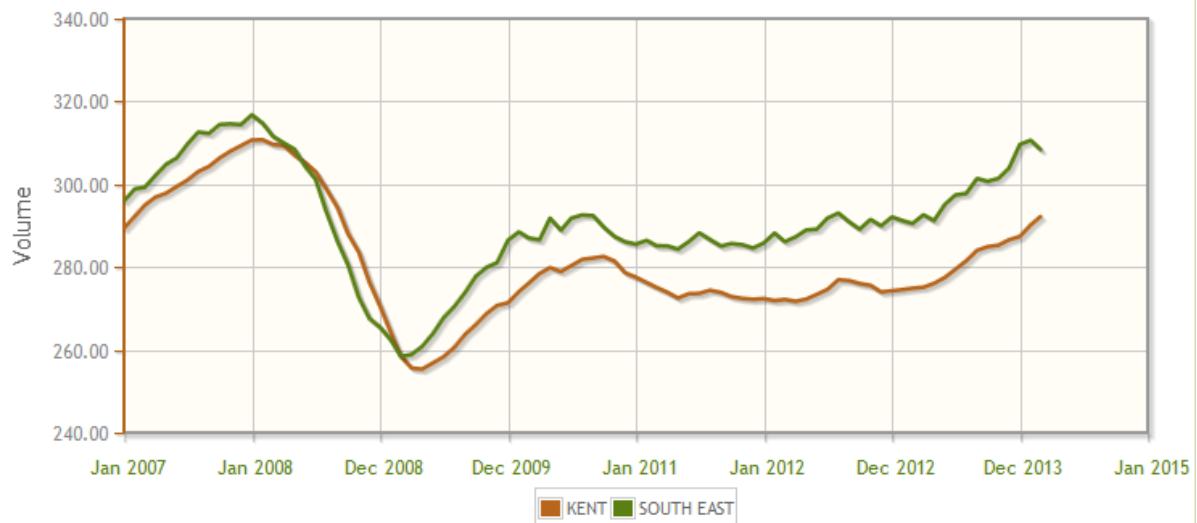
- Annual change in average house prices 6.3% (positive)
- Monthly change in average house prices 0.7% (increase)
- Average price £191,137

Source: www.landregistry.gov.uk

Average price



House price index



Land Registry (Update July 2014)

The May 2014 Land Registry House Price Index Report (released 27th June 2014) provided the following information, in summary, in terms of market trends:

- The May data shows a monthly price change of 0.4 per cent.
- The annual price change now stands at 6.7 per cent, bringing the average house price in England and Wales to £172,035.

- **The number of property transactions has increased over the last year. From December 2012 to March 2013 there was an average of 50,016 sales per month. In the same months a year later, the figure was 67,969.**

The May 2014 report stated: -

For England Wales overall:

- **Annual change in average house prices 6.7% (positive)**
- **Monthly change in average house prices 0.4% (positive)**
- **Average price £172,035**

For South East overall:

- **Annual change in average house prices 8.4% (positive)**
- **Monthly change in average house prices 0.6% (positive)**
- **Average price £226,334**

For Kent overall:

- **Annual change in average house prices 7.5% (positive)**
- **Monthly change in average house prices 0.6% (increase)**
- **Average price £193,979**

Source: www.landregistry.gov.uk

Month	Index	Month	Index
Jan-07	289.36	Sep-10	282.18
Feb-07	292.27	Oct-10	282.56
Mar-07	294.9	Nov-10	281.43
Apr-07	296.89	Dec-10	278.62
May-07	297.81	Jan-11	277.55
Jun-07	299.46	Feb-11	276.25
Jul-07	300.99	Mar-11	275.09
Aug-07	303.04	Apr-11	273.9
Sep-07	304.32	May-11	272.51
Oct-07	306.35	Jun-11	273.54
Nov-07	307.98	Jul-11	273.62
Dec-07	309.31	Aug-11	274.39
Jan-08	310.69	Sep-11	273.86
Feb-08	310.73	Oct-11	272.86
Mar-08	309.63	Nov-11	272.42
Apr-08	309.34	Dec-11	272.22
May-08	307.1	Jan-12	272.38
Jun-08	305.25	Feb-12	271.9
Jul-08	303.01	Mar-12	272.16
Aug-08	298.79	Apr-12	271.72
Sep-08	294.4	May-12	272.25
Oct-08	288.09	Jun-12	273.4
Nov-08	283.58	Jul-12	274.58
Dec-08	276.4	Aug-12	276.92
Jan-09	270.47	Sep-12	276.72
Feb-09	264.04	Oct-12	276.01
Mar-09	258.43	Nov-12	275.57
Apr-09	255.61	Dec-12	273.98
May-09	255.35	Jan-13	274.26
Jun-09	256.84	Feb-13	274.55
Jul-09	258.3	Mar-13	274.88
Aug-09	260.59	Apr-13	275.12
Sep-09	263.76	May-13	276.05
Oct-09	266.05	Jun-13	277.46
Nov-09	268.76	Jul-13	279.45
Dec-09	270.72	Aug-13	281.49
Jan-10	271.37	Sep-13	284.03
Feb-10	274.03	Oct-13	284.9
Mar-10	276.08	Nov-13	285.28
Apr-10	278.4	Dec-13	286.55
May-10	279.86	Jan-14	287.38
Jun-10	278.91	Feb-14	290.16
Jul-10	280.34	Mar-14	292.19
Aug-10	281.85	Apr-14	294.87
		May-14	296.52

Key:**Yellow = Market Peak****Blue = Market Trough****Green = Current position****Red = Date of previous study research by Adams Integra**

This HPI data shows a 16% increase in values since the market trough in May 2009 and is currently 4.5% below the market peak in February 2008. There has also been a 6.3% increase in values since the AI viability study in June 2010.

Office for National Statistics (ONS) – House Price Index (April 2014)

NOTE: Previously published by the Department for Communities and Local Government (DCLG)

The latest UK house price index statistics (mix-adjusted) produced by the Office for National Statistics (ONS) were released on 15th April 2014

The key points from the release were:

- *UK house prices increased by 9.1% in the year to February 2014, up from 6.8% in the year to January 2014.*
- *House price annual inflation grew by 9.7% in England, 5.3% in Wales, 2.4% in Scotland and 2.8% in Northern Ireland.*
- *House price growth is increasing strongly across most parts of the UK, with prices in London again showing the highest growth.*
- *Annual house price increases in England were driven by rises in London (17.7%), the South East (8.0%) and the East of England (7.7%).*
- *Excluding London and the South East, UK house prices increased by 5.8% in the 12 months to February 2014.*
- *On a seasonally adjusted basis, average house prices increased by 1.9% between January and February 2014.*
- *In February 2014, prices paid by first-time buyers were 10.5% higher on average than in February 2013. For owner-occupiers (existing owners), prices increased by 8.6% for the same period.*

NOTE: The index is calculated using mortgage financed transactions that are collected via the Regulated Mortgage Survey by the Council of Mortgage Lenders.

Source: www.ons.gov.uk

Other Property Market Reporting

Overall the residential property market is currently relatively buoyant with average house prices growing by 10.5% nationally in the year to May (20.1% London and 9.6% in the South East (excluding London) according to the Office for National Statistics and Bank of England³.

Data published by Savills⁴ indicates that house prices increased by 4.4% in the first four months of 2014. The Halifax⁵ also reported similarly, indicating a 3.9% rise in house prices in May 2014 alone (overall, 2.0% up on the previous quarter).

In terms of current forecasts, recent house price reporting indicates a likely continued trend of increasing prices – with residential property values looking set to increase significantly over the coming years. Savills forecast potentially a 20-30%, or in some cases potentially greater, increase over the period to 2018 in the South East.

³ <http://www.bbc.co.uk/news/business-28296536>

⁴ Savills – Residential Property Focus Q2 2014

⁵ Halifax House Price Index May 2014 (Released 5th June 2014)

RICS Residential Market Report (April 2014)

Headline reads: *“Demand supply imbalance continues to push prices higher”*

- *“Supply contracted again in April as demand continued to grow*
- *Prices expectations remain firm in all parts of the UK*
- *Instructions to let property remain broadly flat for the third consecutive quarter, supporting rental expectations”*

“The April 2014 RICS Residential Market Survey shows a continuation of the broad pattern established in the second half of 2013 with house prices remaining on a firmly upward trend. The imbalance between demand and supply continues to be a key driver of price appreciation with growth in new buyer enquiries remaining firmly positive at the headline level while new instructions contracted slightly for the fourth consecutive month.

This dearth of new instructions appears quite widespread with nine of the twelve regions that we monitor seeing a decline in the number of new sellers coming to market over the course of the month. Growth in new buyer enquiries remains firmly positive across all parts of the UK and price growth is correspondingly diffuse. While prices are now rising across all regions, East Anglia and the South East are reported to have experienced the broadest rises over the last 3 months.

This trend in price growth looks set to be sustained with surveyors expecting prices to continue rising across all regions over the coming 12 months. Indeed, both the 3 and 12 month price expectations series remain broadly unchanged from their March level at 48 and 72 respectively. Longer term price expectations also remain almost unchanged with respondents envisaging average price growth of 6% per annum over the coming 5 years.

Agreed sales continue to rise steadily with a net balance of 26% more respondents reporting increasing sales volumes. As would be expected, this is also a trend that is common to all regions and respondents remain confident in further growth in activity levels with the 3 and 12 month sales expectations series standing at 33 and 60 respectively.

The growth in demand that is feeding this stronger market is being supported by the more favourable credit conditions that have increased the supply of mortgage finance. This more accommodative lending environment is benefiting all buyer types with surveyors reporting ‘perceived’ LTV ratios to be rising across the spectrum of borrowers with first time buyers

experiencing the largest increase in LTV's over the year to April (from 82% to 86% on a three month average basis). LTV's for existing owner occupiers and buy to let borrowers, on the other hand, have increased by between 1-2% over the year and stand at 78% and 74% respectively.

The average number of sales per surveyor crept up marginally in April to a post-crisis high while the average number of stocks on surveyors books decreased slightly. This led the sales-to-stock ratio (measuring the degree of the market slack) to tick up marginally to 38%; the second highest post-crisis reading.

Tenant demand has grown more slowly over the last three quarters as the sales market has rebounded. However, growth is still positive in all but the North West and East Anglia regions. New landlord instructions have remained flat at the headline level since mid-2013 and this has kept the rent expectations series in positive territory. Respondents now expect growth in rental prices of just under 2% over the coming 12 months."

The extracts below provide views from surveyors as to market conditions from the South East region.

"No let-up in activity and tenants with good track records relocating due to sales being offered on properties before they are marketed by unconnected Landlords." Canterbury

"Demand continues to outstrip supply." Canterbury

"Market activity has increased dramatically in the last two weeks, particularly with enquiry levels from London - is this a sign that the bubble has reached its peak in London?" Ashford

"Easter holiday was particularly quiet. Sales are slower due to lack of available stock." Ashford

"School holidays have a strong influence on activity levels in the Sevenoaks area" Sevenoaks

"Easter activity was slow. Housing stock level still remains low." Folkestone

RICS Residential Market Report (Update - April 2014 – Released May 2014)

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- *Supply contracted again in April as demand continued to grow*
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Agreed sales continue to rise steadily with a net balance of 26% more respondents reporting increasing sales volumes. As would be expected, this is also a trend that is common to all regions and respondents remain confident in further growth in activity levels with the 3 and 12 month sales expectations series standing at 33 and 60 respectively.

The growth in demand that is feeding this stronger market is being supported by the more favourable credit conditions that have increased the supply of mortgage finance. This more accommodative lending environment is benefiting all buyer types with surveyors reporting

'perceived' LTV ratios to be rising across the spectrum of borrowers with first time buyers experiencing the largest increase in LTV's over the year to April (from 82% to 86% on a three month average basis). LTV's for existing owner occupiers and buy to let borrowers, on the other hand, have increased by between 1-2% over the year and stand at 78% and 74% respectively.

The average number of sales per surveyor crept up marginally in April to a post-crisis high while the average number of stocks on surveyor's books decreased slightly. This led the sales-to-stock ratio (measuring the degree of the market slack) to tick up marginally to 38%; the second highest post crisis reading.

Tenant demand has grown more slowly over the last three quarters as the sales market has rebounded. However, growth is still positive in all but the North West and East Anglia regions. New landlord instructions have remained flat at the headline level since mid-2013 and this has kept the rent expectations series in positive territory. Respondents now expect growth in rental prices of just under 2% over the coming 12 months".

Residential Values Summary

Overall, for the purposes of this strategic overview of development viability for CIL, we decided to focus our appraisals around the following values range - represented by what we refer to as Values Levels 1 to 12 (1 being the lowest level trialled; 12 the highest). These were aligned to the areas in which these value levels are typically found or expected to be found for new-build property – see below.

Value (£/m ²)		Example Location (see footnotes below)	
VL1	£2,000	Lydd, Folkestone (1)	Folkestone 2, Dymchurch, Burmarsh, Hawkinge
VL2	£2,150		
VL3	£2,300	New Romney & Littlestone	Rural 1, Folkestone 3
VL4	£2,450		
VL5	£2,600	Rural 2	
VL6	£2,750		
VL7	£2,900	Rural 3, Hythe	
VL8	£3,050		
VL9	£3,350	Rural 4, Folkestone 4	
VL10	£3,650		
VL11	£3,950		
VL12	£4,250		

Folkestone 1 = Ford, Harbour, Morehall, Cheriton Wards

Folkestone 2 = East & Park Wards

Folkestone 3 = Harvey Central Ward

Folkestone 4 = Harvey West, Sandgate Wards

Rural 1 = Etchinghill, Lyminge, St Mary's Bay, Greatstone-on-Sea

Rural 2 = Densole

Rural 3 = Lympne, Brenzett

Rural 4 = Saltwood, Newchurch, Stelling Minnis, Brookland

Rural 5 = Elham, Stanford & Westenhanger, Ivychurch, Sellindge

As in all areas, values are always mixed to some extent within particular localities and for particular sites.

Commercial Market, Rents & Yields (information as available)

Sources used:

- EGi (Estates Gazette Interactive) based on searches for (TBC) – EGi reporting extracts follow these sections – all detail not quoted here (Source: EGi – www.egi.co.uk – subscription based Commercial Property Intelligence resource used and informed by a wide range of Agents and other property firms).
- Valuation Office Agency (VOA) Rating List
- Others – RICS market information; property advertised; web-based research
- Any available local soundings – indications / examples

Commercial Property Data sourced from the Valuation Office Agency (VOA) Rating List – Rental indications

VOA research based on main settlement areas of Folkestone (Sub Regional Town), Hythe and New Romney (Strategic Towns) and Lydd and Hawkinge (Service Centres).

The following types of commercial property were researched, only on properties of >100m²:

- Shops / premises
- Offices
- Retail Warehousing
- Industrial Warehousing
- Supermarkets
- Convenience stores

Note: Other non-residential property types are considered within the report text.

Shops and Premises

Address	Description	Size (m ²)	£/m ² Zone A Annual Rental Indications	Rateable Value	£/m ² Average Annual Rental Indications
Folkestone					
48-66, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DN	SHOP AND PREMISES	7773.1	37	£287,500	£36.99
24-26, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	3735.2	64.5	£240,000	£64.25
11-12, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	3360.84	92.5	£310,000	£92.24
9-17, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1SB	SHOP AND PREMISES	3238.6	70.75	£226,000	£69.78
LIDL, HAVEN DRIVE, HAWKINGE, FOLKESTONE, KENT, CT18 7PB	SUPERMARKET AND PREMISES	1812.15	150	£270,000	£148.99
17-18, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	1747.85	103	£180,000	£102.98

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
7-9, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	1463.22	650	£160,000	£109.35
14, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	1356.05	120	£158,000	£116.51
LIDL SUPERMARKET, SHELLONS STREET, FOLKESTONE, KENT, CT20 1BP	SUPERMARKET AND PREMISES	1167.32	175	£204,000	£174.76
1-5, BOUVERIE PLACE, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	1020.4	300	£61,000	£59.78
46, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DW	SHOP AND PREMISES	855.33	550	£51,500	£60.21
UNIT 3, SANDGATE LANES, FOLKESTONE, KENT, CT20 2AF	SUPERMARKET AND PREMISES	827.9	90	£74,500	£89.99
1-2, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	826.09	650	£132,000	£159.79

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
6, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	815.77	162.5	£98,500	£120.74
57-59, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RY	SHOP AND PREMISES	740.3	550	£96,000	£129.68
42-44, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DW	SHOP AND PREMISES	697.8	550	£82,500	£118.23
7-9, WEST TERRACE, FOLKESTONE, KENT, CT20 1RR	SHOP AND PREMISES	644.19	250	£38,500	£59.76
86, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AA	SHOP AND PREMISES	620.57	395	£40,000	£64.46
GND FLR 64-68, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4HB	SHOP AND PREMISES	614.7	80	£36,500	£59.38
21, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EB	SHOP AND PREMISES	598.3	120	£16,500	£27.58

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
15-16, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	584.76	650	£110,000	£188.11
8, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1SS	SHOP AND PREMISES	558.74	600	£105,000	£187.92
51-53, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RX	SHOP AND PREMISES	554.57	550	£90,000	£162.29
UNIT 2-4, SHAKESPEARE CENTRE 145/147, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2DA	SHOP AND PREMISES	554.15	175	£29,750	£53.69
2-4, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	516.1	400	£65,000	£125.94
28-30, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP & PREMISES	515.6	550	£66,000	£128.01
40, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	490.34	550	£58,000	£118.29

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
141-143, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BL	SHOP AND PREMISES	486.3	225	£40,750	£83.80
19-21, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EY	SHOP AND PREMISES	469.3	120	£15,250	£32.50
114, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	468.8	250	£32,000	£68.26
16-18, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	462.2	190	£19,000	£41.11
28, BOUVERIE ROAD WEST, FOLKESTONE, KENT, CT20 2TG	SHOP AND PREMISES	456.5	170	£8,000	£17.52
23-25, TONTINE STREET, FOLKESTONE, KENT, CT20 1JU	OFFICE AND PREMISES	448.6	75	£9,700	£21.62
5, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	439.01	650	£83,500	£190.20
129, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BL	SHOP AND PREMISES	438.4	225	£23,500	£53.60

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
362-364, CHERITON ROAD, FOLKESTONE, KENT, CT19 4DX	SHOP AND PREMISES	430.89	150	£23,250	£53.96
GRD FLR 27, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1SB	SHOP AND PREMISES	415.7	550	£49,750	£119.68
100, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	383.9	250	£31,250	£81.40
12, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	378.9	500	£50,000	£131.96
GND FLR BUSINESS PREMISES AT 209, DOVER ROAD, FOLKESTONE, KENT, CT19 6NH	SHOP AND PREMISES	378.43	110	£39,750	£105.04
100, FOORD ROAD, FOLKESTONE, KENT, CT19 5AB	SHOP AND PREMISES	365.73	110	£39,250	£107.32
12-14, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EZ	SHOP AND PREMISES	360.6	150	£14,250	£39.52
100-102, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BY	SHOP AND PREMISES	357.78	130	£12,500	£34.94

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
UNITS 1-3 CASTLE HOUSE, BOUVERIE ROAD WEST, FOLKESTONE, KENT, CT20 2TA	SHOP AND PREMISES	344	110	£38,250	£111.19
111, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BL	SHOP AND PREMISES	339.74	250	£19,250	£56.66
73, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4HE	SHOP AND PREMISES	321.6	160	£7,200	£22.39
18, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	320.62	550	£39,000	£121.64
137-139, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BL	SHOP AND PREMISES	317.8	225	£31,250	£98.33
24-26, DOVER ROAD, FOLKESTONE, KENT, CT20 1JQ	SHOP AND PREMISES	315	75	£7,400	£23.49
107, CANTERBURY ROAD, HAWKINGE, FOLKESTONE, KENT, CT18 7BS	SHOP AND PREMISES	305.3	100	£24,750	£81.07
16, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	300.1	550	£56,500	£188.27

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
23-25, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1SB	SHOP AND PREMISES	296.7	550	£57,500	£193.80
37, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1SB	SHOP AND PREMISES	278.89	550	£46,000	£164.94
8, THE OLD HIGH STREET, FOLKESTONE, KENT, CT20 1RL	SHOP AND PREMISES	271.4	120	£10,750	£39.61
1-3, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1AL	SHOP AND PREMISES	270.12	320	£32,500	£120.32
38, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4ET	SHOP AND PREMISES	268.1	190	£27,250	£101.64
29-33, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1SB	SHOP AND PREMISES	266.2	550	£49,000	£184.07
61, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RY	SHOP AND PREMISES	263.8	550	£43,000	£163.00
38, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DW	SHOP AND PREMISES	261.5	550	£36,750	£140.54
233, CHERITON ROAD, FOLKESTONE, KENT, CT19 4AX	SHOP AND PREMISES	261.36	250	£44,500	£170.26

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
68, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AA	SHOP AND PREMISES	260.82	480	£35,750	£137.07
21, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4EY	SHOP AND PREMISES	259.7	160	£10,750	£41.39
3-7, TONTINE STREET, FOLKESTONE, KENT, CT20 1JT	SHOP AND PREMISES	258.91	100	£17,000	£65.66
63, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RY	SHOP AND PREMISES	247.69	550	£43,750	£176.63
89, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AF	SHOP AND PREMISES	247.49	395	£16,250	£65.66
23, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4EY	SHOP AND PREMISES	246.9	160	£10,500	£42.53
1, FISHMARKET, FOLKESTONE, KENT, CT19 6AA	SHOP AND PREMISES	242.1	125	£6,700	£27.67
5, WEST TERRACE, FOLKESTONE, KENT, CT20 1RR	SHOP AND PREMISES	232.9	200	£9,400	£40.36
119, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BL	SHOP AND PREMISES	232.5	250	£18,250	£78.49
UNIT 2, SANDGATE LANES, FOLKESTONE, KENT, CT20 2AF	SHOP AND PREMISES	227.21	295	£18,750	£82.52

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
310-312, CHERITON ROAD, FOLKESTONE, KENT, CT19 4DP	SHOP AND PREMISES	227.04	60	£14,750	£64.97
W H SMITH, CHANNEL TUNNEL TERMINAL, ASHFORD ROAD, NEWINGTON, FOLKESTONE, KENT, CT18 8XX	SHOP AND PREMISES	223.1	600	£133,000	£596.15
133, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BL	SHOP AND PREMISES	223	225	£12,500	£56.05
90, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BE	SHOP AND PREMISES	221.7	350	£21,000	£94.72
27, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EB	SHOP AND PREMISES	217.82	120	£14,250	£65.42
10, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	217.7	230	£12,000	£55.12
100-102, CHERITON ROAD, FOLKESTONE, KENT, CT20 2QN	SHOP AND PREMISES	217.6	125	£21,500	£98.81
314-316, CHERITON ROAD, FOLKESTONE, KENT, CT19 4DP	SHOP AND PREMISES	217.27	60	£12,750	£58.68

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
UNIT RT12, CHANNEL TUNNEL TERMINAL, ASHFORD ROAD, NEWINGTON, FOLKESTONE, KENT, CT18 8XX	SHOP AND PREMISES	217.1	600	£130,000	£598.80
THE GALLERY THE WEDGE 75-81, TONTINE STREET, FOLKESTONE, KENT, CT20 1JR	GALLERY AND PREMISES	216.59	75	£9,500	£43.86
34, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	216.3	185	£8,900	£41.15
36, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	208.73	550	£34,250	£164.09
319-321, CHERITON ROAD, FOLKESTONE, KENT, CT19 4BQ	SHOP AND PREMISES	207.72	65	£12,250	£58.97
108, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	203	250	£19,000	£93.60
26-28, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EZ	SHOP AND PREMISES	201.2	120	£9,600	£47.71
106, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	199	250	£19,750	£99.25

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
79-81, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4HE	SHOP AND PREMISES	193.39	160	£11,750	£60.76
34, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	190.5	550	£41,500	£217.85
380-382, CHERITON ROAD, FOLKESTONE, KENT, CT19 4DX	SHOP AND PREMISES	186.1	150	£16,250	£87.32
17-17A, GRACE HILL, FOLKESTONE, KENT, CT20 1HA	SHOP AND PREMISES	185.5	90	£3,800	£20.49
20, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	185.5	550	£38,500	£207.55
131-133, ENBROOK VALLEY, FOLKESTONE, KENT, CT20 3NE	SHOP AND PREMISES	185.3	130	£12,750	£68.81
132, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BL	SHOP AND PREMISES	181.7	225	£12,250	£67.42
41, CANTERBURY ROAD, FOLKESTONE, KENT, CT19 5NJ	SHOP AND PREMISES	180.81	100	£6,600	£36.50
293, CHERITON ROAD, FOLKESTONE, KENT, CT19 4AZ	SHOP AND PREMISES	176.97	150	£7,600	£42.95

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
105, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BG	SHOP AND PREMISES	176.75	395	£21,000	£118.81
3, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	174.72	650	£56,000	£320.51
116, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	174.12	225	£16,750	£96.20
347-349, CHERITON ROAD, FOLKESTONE, KENT, CT19 4BP	SHOP AND PREMISES	173.81	150	£13,750	£79.11
UNIT 1 SHAKESPEARE CENTRE 145-147, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2DA	SHOP AND PREMISES	172.9	140	£8,900	£51.47
3, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EA	SHOP AND PREMISES	172.6	185	£7,500	£43.45
32, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	170.84	550	£32,000	£187.31
97, DOVER ROAD, FOLKESTONE, KENT, CT20 1JZ	SHOP AND PREMISES	168.1	100	£3,850	£22.90

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
130, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	167.59	225	£12,500	£74.59
69, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AF	SHOP AND PREMISES	167.56	475	£31,500	£187.99
5, TOWN WALK, FOLKESTONE, KENT, CT20 2AD	SHOP AND PREMISES	166.3	67	£11,000	£66.15
93, CANTERBURY ROAD, HAWKINGE, FOLKESTONE, KENT, CT18 7BS	SHOP AND PREMISES	165.68	175	£12,250	£73.94
12-14, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4ER	SHOP AND PREMISES	165.44	135	£22,750	£137.51
16, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EX	SHOP AND PREMISES	165.24	150	£12,500	£75.65
8, CHURCH STREET, FOLKESTONE, KENT, CT20 1SE	SHOP AND PREMISES	163.7	175	£6,400	£39.10
5-7, SHELLONS STREET, FOLKESTONE, KENT, CT20 1BW	OFFICE AND PREMISES	162.73	100	£6,900	£42.40
21, GRACE HILL, FOLKESTONE, KENT, CT20 1HA	SHOP AND PREMISES	161.7	90	£3,400	£21.03
80, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AA	SHOP AND PREMISES	161.6	395	£19,500	£120.67

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
95, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4HE	SHOP AND PREMISES	160.7	160	£8,600	£53.52
99, ENBROOK VALLEY, FOLKESTONE, KENT, CT20 3NE	SHOP & PREMISES	160.5	130	£19,000	£118.38
43, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4EZ	SHOP AND PREMISES	158.1	160	£10,250	£64.83
4A, CHURCH STREET, FOLKESTONE, KENT, CT20 1SE	SHOP AND PREMISES	156	160	£9,900	£63.46
10, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	155.2	475	£26,250	£169.14
9, TONTINE STREET, FOLKESTONE, KENT, CT20 1JT	SHOP AND PREMISES	154.98	75	£4,950	£31.94
53, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3AH	SHOP AND PREMISES	154.57	130	£6,700	£43.35
19A, GRACE HILL, FOLKESTONE, KENT, CT20 1HA	SHOP AND PREMISES	154.5	90	£2,800	£18.12
39, THE OLD HIGH STREET, FOLKESTONE, KENT, CT20 1RL	SHOP AND PREMISES	152.08	120	£7,400	£48.66

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
14, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	151.38	650	£49,250	£325.34
122, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	150.7	225	£13,250	£87.92
8, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	149.5	240	£11,500	£76.92
55, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RX	SHOP AND PREMISES	148.9	550	£30,750	£206.51
12, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	147	210	£11,000	£74.83
110, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1ES	SHOP AND PREMISES	147	80	£4,150	£28.23
378, CHERITON ROAD, FOLKESTONE, KENT, CT19 4DX	SHOP AND PREMISES	143.9	150	£7,400	£51.42
59, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4EZ	SHOP AND PREMISES	143.1	160	£4,750	£33.19
26-28, TONTINE STREET, FOLKESTONE, KENT, CT20 1JU	SHOP & PREMISES	142.99	75	£7,200	£50.35

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
17, THE OLD HIGH STREET, FOLKESTONE, KENT, CT20 1RL	SHOP AND PREMISES	142.79	120	£7,000	£49.02
13, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EY	SHOP AND PREMISES	142.3	150	£8,000	£56.22
97, CANTERBURY ROAD, HAWKINGE, FOLKESTONE, KENT, CT18 7BS	SHOP AND PREMISES	139.95	175	£12,750	£91.10
25-27, BLACK BULL ROAD, FOLKESTONE, KENT, CT19 5QN	SHOP AND PREMISES	136.6	100	£7,000	£51.24
56, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EB	SHOP AND PREMISES	136.47	120	£5,600	£41.03
360, CHERITON ROAD, FOLKESTONE, KENT, CT19 4BP	SHOP AND PREMISES	136.27	150	£13,500	£99.07
30, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	135.3	185	£7,500	£55.43
41-43, BOUVERIE ROAD WEST, FOLKESTONE, KENT, CT20 2SZ	SHOP AND PREMISES	135	170	£10,250	£75.93
14, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	133.15	210	£9,600	£72.10

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
UNIT RT06, CHANNEL TUNNEL TERMINAL, ASHFORD ROAD, NEWINGTON, FOLKESTONE, KENT, CT18 8XX	SHOP AND PREMISES	132.4	600	£79,000	£596.68
70, PAVILION ROAD, FOLKESTONE, KENT, CT19 5RL	SHOP AND PREMISES	132.29	125	£6,100	£46.11
31, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EB	SHOP AND PREMISES	131.31	120	£5,900	£44.93
124, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	131	225	£13,000	£99.24
118, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	130.52	225	£10,000	£76.62
145-147, DOVER ROAD, FOLKESTONE, KENT, CT20 1NS	SHOP AND PREMISES	129.7	100	£10,750	£82.88
91, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BY	SHOP AND PREMISES	129.64	130	£5,400	£41.65
15, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EY	SHOP AND PREMISES	129.3	150	£7,900	£61.10

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
1-3, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BD	SHOP AND PREMISES	128.6	130	£8,400	£65.32
6, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1SS	SHOP AND PREMISES	128	600	£48,250	£376.95
26, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	127.58	185	£8,100	£63.49
14 & 15, FLEMING WAY, FOLKESTONE, KENT, CT19 6JX	SHOP AND PREMISES	127.5	115	£10,500	£82.35
7, TOWN WALK, FOLKESTONE, KENT, CT20 1DW	SHOP AND PREMISES	126.9	150	£8,300	£65.41
73, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AF	SHOP AND PREMISES	126.7	395	£17,750	£140.09
90, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BY	SHOP AND PREMISES	125.79	130	£10,750	£85.46
29, TONTINE STREET, FOLKESTONE, KENT, CT20 1JT	SHOP AND PREMISES	125.4	75	£3,800	£30.30
126, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	125.02	225	£13,000	£103.98

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
105, DOVER ROAD, FOLKESTONE, KENT, CT20 1NL	SHOP AND PREMISES	124.8	100	£3,200	£25.64
83, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AF	SHOP AND PREMISES	124.44	395	£26,500	£212.95
1-3, RISBOROUGH LANE, FOLKESTONE, KENT, CT19 4JH	SHOP AND PREMISES	123.8	130	£6,500	£52.50
7, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EY	SHOP AND PREMISES	123.4	175	£9,000	£72.93
27, RISBOROUGH LANE, FOLKESTONE, KENT, CT19 4JH	SHOP AND PREMISES	123	35	£3,200	£26.02
2A, WEST TERRACE, FOLKESTONE, KENT, CT20 1RR	SHOP AND PREMISES	122.9	300	£14,750	£120.02
14, BOUVERIE PLACE, FOLKESTONE, KENT, CT20 1AU	RESTURANT AND PREMISES	122.7	200	£22,750	£185.41
GND FLR 55-57, TONTINE STREET, FOLKESTONE, KENT, CT20 1JR	SHOP, WORKSHOP AND PREMISES	122.56	70	£8,000	£65.27
99, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BY	SHOP AND PREMISES	121.9	130	£6,300	£51.68

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
6, TOWN WALK, FOLKESTONE, KENT, CT20 1DW	OFFICES AND PREMISES	121.9	150	£8,200	£67.27
7, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1SS	SHOP AND PREMISES	121.5	600	£48,250	£397.12
76, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AA	SHOP AND PREMISES	121.1	395	£21,250	£175.47
29, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EB	SHOP AND PREMISES	120.4	120	£6,000	£49.83
5, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EA	SHOP AND PREMISES	119.7	185	£6,300	£52.63
GROUND FLOOR SHOP 69, TONTINE STREET, FOLKESTONE, KENT, CT20 1JT	SHOP AND PREMISES	118.65	75	£3,650	£30.76
93-95, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BQ	SHOP AND PREMISES	118.35	395	£26,250	£221.80
2, CHURCH STREET, FOLKESTONE, KENT, CT20 1SE	SHOP AND PREMISES	118.3	275	£15,750	£133.14
93, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BY	SHOP AND PREMISES	116.3	130	£5,500	£47.29

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
4, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	115.74	650	£45,250	£390.96
63, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3AH	SHOP AND PREMISES	115.13	130	£9,100	£79.04
4, CHURCH STREET, FOLKESTONE, KENT, CT20 1SE	SHOP AND PREMISES	115.1	225	£13,000	£112.95
53, THE OLD HIGH STREET, FOLKESTONE, KENT, CT20 1RN	SHOP AND PREMISES	114.8	120	£3,350	£29.18
2, INGOLDSBY ROAD, FOLKESTONE, KENT, CT19 6JJ	SHOP AND PREMISES	114.5	95	£6,200	£54.15
18, BOUVERIE PLACE, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	113.73	300	£20,000	£175.86
22, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	113.1	185	£9,200	£81.34
9, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EY	SHOP AND PREMISES	112.5	175	£8,400	£74.67

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
6, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	111.3	250	£8,500	£76.37
BST & GND FLRS 97, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BY	SHOP AND PREMISES	110.7	130	£6,100	£55.10
82, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AA	SHOP AND PREMISES	110.1	395	£18,500	£168.03
47, BOUVERIE ROAD WEST, FOLKESTONE, KENT, CT20 2SZ	SHOP AND PREMISES	109.9	170	£6,600	£60.05
19, GRACE HILL, FOLKESTONE, KENT, CT20 1HA	SHOP AND PREMISES	109.9	90	£2,650	£24.11
74, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AA	SHOP AND PREMISES	109.4	450	£18,500	£169.10
235, CHERITON ROAD, FOLKESTONE, KENT, CT19 4AX	SHOP AND PREMISES	109.39	250	£16,500	£150.84
3, WEST TERRACE, FOLKESTONE, KENT, CT20 1RR	SHOP AND PREMISES	107.03	200	£5,200	£48.58
37-39, BLACK BULL ROAD, FOLKESTONE, KENT, CT19 5QP	SHOP AND PREMISES	106.8	100	£7,900	£73.97

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
71, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4EZ	SHOP AND PREMISES	106.8	140	£6,700	£62.73
35, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1SB	SHOP AND PREMISES	105.57	550	£20,000	£189.45
36, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EE	SHOP AND PREMISES	104.51	185	£10,250	£98.08
69, BROCKMAN ROAD, FOLKESTONE, KENT, CT20 1DJ	SHOP AND PREMISES	104.1	135	£5,900	£56.68
94, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BE	SHOP AND PREMISES	103.9	350	£14,000	£134.74
5, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EY	SHOP AND PREMISES	103.78	175	£7,100	£68.41
33, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EB	SHOP AND PREMISES	102.9	120	£5,400	£52.48
91, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BQ	SHOP AND PREMISES	102	395	£16,250	£159.31
41, THE OLD HIGH STREET, FOLKESTONE, KENT, CT20 1RL	SHOP AND PREMISES	101.49	120	£7,000	£68.97

Address	Description	Size (m ²)	£/m ² Zone A Annual Rental Indications	Rateable Value	£/m ² Average Annual Rental Indications
THE BREWERY TAP 53, TONTINE STREET, FOLKESTONE, KENT, CT20 1JR	SHOP AND PREMISES	100.76	75	£4,850	£48.13
49, BOUVERIE ROAD WEST, FOLKESTONE, KENT, CT20 2SZ	SHOP AND PREMISES	100.6	170	£6,400	£63.62
7, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EA	SHOP AND PREMISES	100.6	185	£6,100	£60.64
15, GRACE HILL, FOLKESTONE, KENT, CT20 1HA	SHOP AND PREMISES	100.5	90	£4,000	£39.80
Average:		349.27	247	£32,265	£101
Hythe					
70-72, HIGH STREET, HYTHE, KENT, CT21 5AL	SUPERMARKET AND PREMISES	1892.32	135	£255,000	£134.76
54-56, HIGH STREET, HYTHE, KENT, CT21 5AT	SHOP AND PREMISES	536.1	200	£25,250	£47.10
103, HIGH STREET, HYTHE, KENT, CT21 5JH	SHOP AND PREMISES	488.1	220	£25,250	£51.73
95-97, HIGH STREET, HYTHE, KENT, CT21 5JH	SHOP AND PREMISES	418.4	220	£28,500	£68.12
64-68, HIGH STREET, HYTHE, KENT, CT21 5AL	SHOP AND PREMISES	399.6	200	£29,250	£73.20
103A, HIGH STREET, HYTHE, KENT, CT21 5JH	SHOP AND PREMISES	253.7	220	£17,500	£68.98
31-33, HIGH STREET, HYTHE, KENT, CT21 5AD	SHOP AND PREMISES	248.81	200	£20,750	£83.40

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
114, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	234.5	220	£11,500	£49.04
87-89, HIGH STREET, HYTHE, KENT, CT21 5JH	SHOP AND PREMISES	215.4	220	£23,000	£106.78
27, HIGH STREET, HYTHE, KENT, CT21 5AD	SHOP AND PREMISES	204	180	£10,500	£51.47
69, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	198.2	200	£6,800	£34.31
106, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	188.4	220	£11,750	£62.37
65, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	188.3	200	£13,750	£73.02
44A, HIGH STREET, HYTHE, KENT, CT21 5AT	SHOP AND PREMISES	155	180	£12,250	£79.03
88, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	154	200	£14,750	£95.78
110, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	151.4	220	£11,000	£72.66
133-135, HIGH STREET, HYTHE, KENT, CT21 5JJ	SHOP AND PREMISES	150.3	160	£12,750	£84.83
61, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	139.57	200	£17,750	£127.18
92, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	137.2	220	£12,500	£91.11
82, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	126.9	200	£10,250	£80.77

Address	Description	Size (m ²)	£/m ² Zone A Annual Rental Indications	Rateable Value	£/m ² Average Annual Rental Indications
78-80A, DYMCHURCH ROAD, HYTHE, KENT, CT21 6JX	SHOP AND PREMISES	123.2	125	£9,500	£77.11
112, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	119.92	220	£11,000	£91.73
244, SEABROOK ROAD, HYTHE, KENT, CT21 5RA	SHOP AND PREMISES	119.5	110	£4,650	£38.91
28, MARTELLO DRIVE, HYTHE, KENT, CT21 6PH	SHOP AND PREMISES	117.1	150	£8,700	£74.30
100, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	113.25	220	£13,000	£114.79
CHAMPION & CO, THE GREEN, SALTWOOD, HYTHE, KENT, CT21 4PS	OFFICES AND PREMISES	105.6	160	£3,650	£34.56
122, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	102.3	220	£8,200	£80.16
57, HIGH STREET, HYTHE, KENT, CT21 5AD	SHOP AND PREMISES	102.2	200	£6,500	£63.60
116-118, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	102	220	£16,000	£156.86
Average:		258.11	194	£22,457	£78
New Romney					
1-3, HIGH STREET, DYMCHURCH, ROMNEY MARSH, KENT, TN29 ONG	SHOP AND PREMISES	274.4	110	£31,750	£115.71

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
34, HIGH STREET, LYDD, ROMNEY MARSH, KENT, TN29 9AJ	SHOP AND PREMISES	210.7	100	£8,300	£39.39
84-86, HIGH STREET, LYDD, ROMNEY MARSH, KENT, TN29 9AN	SHOP AND PREMISES	203.9	100	£8,200	£40.22
50, HIGH STREET, DYMCHURCH, ROMNEY MARSH, KENT, TN29 0NL	SHOP AND PREMISES	187	125	£7,300	£39.04
41-43, HIGH STREET, DYMCHURCH, ROMNEY MARSH, KENT, TN29 0NH	SHOP AND PREMISES	186.9	125	£9,400	£50.29
IMPETTS CORNER, CORONATION SQUARE, LYDD, ROMNEY MARSH, KENT, TN29 9AT	SHOP AND PREMISES	176.4	100	£13,000	£73.70
12, HIGH STREET, LYDD, ROMNEY MARSH, KENT, TN29 9AJ	SHOP AND PREMISES	141.96	100	£6,500	£45.79
32, HIGH STREET, LYDD, ROMNEY MARSH, KENT, TN29 9AJ	SHOP AND PREMISES	135.1	100	£6,600	£48.85

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
31-33, JEFFERSTONE LANE, ST MARYS BAY, ROMNEY MARSH, KENT, TN29 0SA	SHOP AND PREMISES	124.2	100	£6,000	£48.31
25, HIGH STREET, LYDD, ROMNEY MARSH, KENT, TN29 9AJ	SHOP AND PREMISES	121.1	100	£5,500	£45.42
THE FARM SHOP AT HAGUELANDS FARM, BURMARSH, ROMNEY MARSH, KENT, TN29 0JR	SHOP AND PREMISES	118.7	110	£12,500	£105.31
47, HIGH STREET, DYMCHURCH, ROMNEY MARSH, KENT, TN29 0NH	SHOP AND PREMISES	101.84	125	£6,200	£60.88
5-6, CORONATION SQUARE, LYDD, ROMNEY MARSH, KENT, TN29 9AT	SHOP AND PREMISES	101.6	100	£7,100	£69.88
Average:		160.29	107	£9,873	£60
Hythe					
70-72, HIGH STREET, HYTHE, KENT, CT21 5AL	SUPERMARKET AND PREMISES	1892.32	135	£255,000	£134.76
54-56, HIGH STREET, HYTHE, KENT, CT21 5AT	SHOP AND PREMISES	536.1	200	£25,250	£47.10
103, HIGH STREET, HYTHE, KENT, CT21 5JH	SHOP AND PREMISES	488.1	220	£25,250	£51.73

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
95-97, HIGH STREET, HYTHE, KENT, CT21 5JH	SHOP AND PREMISES	418.4	220	£28,500	£68.12
64-68, HIGH STREET, HYTHE, KENT, CT21 5AL	SHOP AND PREMISES	399.6	200	£29,250	£73.20
103A, HIGH STREET, HYTHE, KENT, CT21 5JH	SHOP AND PREMISES	253.7	220	£17,500	£68.98
31-33, HIGH STREET, HYTHE, KENT, CT21 5AD	SHOP AND PREMISES	248.81	200	£20,750	£83.40
114, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	234.5	220	£11,500	£49.04
87-89, HIGH STREET, HYTHE, KENT, CT21 5JH	SHOP AND PREMISES	215.4	220	£23,000	£106.78
27, HIGH STREET, HYTHE, KENT, CT21 5AD	SHOP AND PREMISES	204	180	£10,500	£51.47
69, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	198.2	200	£6,800	£34.31
106, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	188.4	220	£11,750	£62.37
65, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	188.3	200	£13,750	£73.02
44A, HIGH STREET, HYTHE, KENT, CT21 5AT	SHOP AND PREMISES	155	180	£12,250	£79.03
88, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	154	200	£14,750	£95.78
110, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	151.4	220	£11,000	£72.66

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
133-135, HIGH STREET, HYTHE, KENT, CT21 5JJ	SHOP AND PREMISES	150.3	160	£12,750	£84.83
61, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	139.57	200	£17,750	£127.18
92, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	137.2	220	£12,500	£91.11
82, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	126.9	200	£10,250	£80.77
78-80A, DYMCHURCH ROAD, HYTHE, KENT, CT21 6JX	SHOP AND PREMISES	123.2	125	£9,500	£77.11
112, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	119.92	220	£11,000	£91.73
244, SEABROOK ROAD, HYTHE, KENT, CT21 5RA	SHOP AND PREMISES	119.5	110	£4,650	£38.91
28, MARTELLO DRIVE, HYTHE, KENT, CT21 6PH	SHOP AND PREMISES	117.1	150	£8,700	£74.30
100, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	113.25	220	£13,000	£114.79
CHAMPION & CO, THE GREEN, SALTWOOD, HYTHE, KENT, CT21 4PS	OFFICES AND PREMISES	105.6	160	£3,650	£34.56
122, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	102.3	220	£8,200	£80.16
57, HIGH STREET, HYTHE, KENT, CT21 5AD	SHOP AND PREMISES	102.2	200	£6,500	£63.60

Address	Description	Size (m²)	£/m² Zone A Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
116-118, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	102	220	£16,000	£156.86
Average:		258.11	194	£22,457	£78

Note: No available data for Hawkinge and Lydd

Offices and Premises

Address	Description	Size (m ²)	£/m ² Headline Annual Rental Indications	Rateable Value	£/m ² Average Annual Rental Indications
Folkestone					
ENBROOK PARK, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3SE	OFFICES AND PREMISES	9259.7	87	£870,000	£93.96
BOUVERIE HOUSE, MIDDLEBURG SQUARE, FOLKESTONE, KENT, CT20 1BL	OFFICES AND PREMISES	7477.6	65	£495,000	£66.20
PLOT A1, SHEARWAY BUSINESS PARK, SHEARWAY ROAD, FOLKESTONE, KENT, CT19 4RR	OFFICES AND PREMISES	4758.73	123	£680,000	£142.90
PALTING HOUSE, TRINITY ROAD, FOLKESTONE, KENT, CT20 2TP	OFFICES AND PREMISES	3297.4	50	£161,000	£48.83
LOVE WORLD CONFERENCE CENTRE, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4QJ	OFFICES AND PREMISES	2869.7	91	£300,000	£104.54
2ND 3RD & 4TH FLRS, CASTLE HOUSE, CASTLE HILL AVENUE, FOLKESTONE, KENT, CT20 2FT	OFFICES AND PREMISES	2664.2	71	£214,000	£80.32
CHERITON PARC HOUSE, CHERITON HIGH STREET, FOLKESTONE, KENT, CT18 8AN	OFFICES AND PREMISES	2243.84	88.5	£239,000	£106.51
LONDON PROCESSING CENTRE, TRINITY ROAD, FOLKESTONE, KENT, CT20 2TS	OFFICES AND PREMISES	2006.38	54	£118,000	£58.81

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
U DRIVE RENTAL, SHORNCLIFFE ROAD, FOLKESTONE, KENT, CT20 3PA	OFFICES AND PREMISES	1966.5	6.5	£14,750	£7.50
KENT REPORTING CENTRE 7, SHORNCLIFFE ROAD, FOLKESTONE, KENT, CT20 2SH	OFFICES AND PREMISES	1448.15	43	£44,250	£30.56
1ST & 2ND FLRS, QUEENS HOUSE, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EA	OFFICES AND PREMISES	1090.9	67	£82,000	£75.17
BST & 1ST FLR, ASPEN HOUSE, WEST TERRACE, FOLKESTONE, KENT, CT20 1TH	OFFICES AND PREMISES	991.7	54	£56,500	£56.97
PREMIER HOUSE, PENT ROAD, SHEARWAY BUSINESS PARK, FOLKESTONE, KENT, CT19 4RJ	OFFICES AND PREMISES	942.56	130	£118,000	£125.19
1ST FLR, CASTLE HOUSE, CASTLE HILL AVENUE, FOLKESTONE, KENT, CT20 2TN	OFFICES AND PREMISES	933.6	75	£77,000	£82.48
3RD & PT 4TH FLOOR EUROPA HOUSE, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RX	OFFICES AND PREMISES	802.4	67	£54,500	£67.92
WALKER CONSTRUCTION (UK) LTD, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DY	OFFICES AND PREMISES	742.2	59	£46,000	£61.98
11, CHURCH STREET, FOLKESTONE, KENT, CT20 1SE	OFFICES AND PREMISES	739.26	70	£50,500	£68.31

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
WEST CLIFF HOUSE, WEST CLIFF GARDENS, FOLKESTONE, KENT, CT20 1SZ	OFFICES AND PREMISES	727.82	100	£80,000	£109.92
THE CUBE, TONTINE STREET, FOLKESTONE, KENT, CT20 1SD	OFFICES AND PREMISES	718.8	75	£60,500	£84.17
3-5, SHORNCLIFFE ROAD, FOLKESTONE, KENT, CT20 2SH	OFFICES AND PREMISES	714.9	45	£26,000	£36.37
1ST 2ND & 3RD FLRS 22, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	OFFICES AND PREMISES	639.7	54	£32,750	£51.20
1-2, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DY	OFFICES AND PREMISES	594.22	93	£41,000	£69.00
1, DOVER ROAD, FOLKESTONE, KENT, CT20 1JJ	OFFICES AND PREMISES	564.4	48	£18,500	£32.78
3RD FLR, QUEENS HOUSE, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EA	OFFICES AND PREMISES	563.35	67	£46,750	£82.99
69A, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AF	OFFICES AND PREMISES	559.27	67	£35,750	£63.92
ROSS HOUSE, ROSS WAY, FOLKESTONE, KENT, CT20 3UJ	OFFICES AND PREMISES	533.2	47.97	£28,000	£52.51
ROSS HOUSE REAR WING, ROSS WAY, FOLKESTONE, KENT, CT20 3UJ	OFFICES AND PREMISES	502.2	47.79	£30,500	£60.73
32, CHERITON GARDENS, FOLKESTONE, KENT, CT20 2UR	OFFICES AND PREMISES	490.4	59	£28,000	£57.10

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
UNITS 3RD & 4TH FLRS, THE WORKSHOP 32-40, TONTINE STREET, FOLKESTONE, KENT, CT20 1JU	OFFICES AND PREMISES	489	130	£68,000	£139.06
THE BLOCK 65-69, TONTINE STREET, FOLKESTONE, KENT, CT20 1JT	OFFICES AND PREMISES	417.3	44.41	£16,750	£40.14
27, CHERITON GARDENS, FOLKESTONE, KENT, CT20 2AR	OFFICES AND PREMISES	401.95	64	£27,000	£67.17
PT GND FLR, CASTLE HOUSE, CASTLE HILL AVENUE, FOLKESTONE, KENT, CT20 2QT	OFFICES AND PREMISES	371.9	75	£31,750	£85.37
LIFE SKILLS CENTRE, COBBS MEWS, CHRISTCHURCH ROAD, FOLKESTONE, KENT, CT20 2SS	OFFICES AND PREMISES	369.03	54	£18,500	£50.13
29, MANOR ROAD, FOLKESTONE, KENT, CT20 2SE	OFFICES AND PREMISES	354.62	64	£23,000	£64.86
UNIT C, CONCEPT COURT, SHEARWAY ROAD, FOLKESTONE, KENT, CT19 4RH	OFFICES AND PREMISES	337.4	100	£37,250	£110.40
MANOR OFFICES, CASTLE HILL AVENUE, FOLKESTONE, KENT, CT20 2QY	OFFICES AND PREMISES	331	64	£23,000	£69.49
REAR SUITE WEST CLIFF HOUSE, WEST CLIFF GARDENS, FOLKESTONE, KENT, CT20 1SZ	OFFICES AND PREMISES	321.19	100	£25,250	£78.61

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
SECOND FLOOR UNIT THE WORKSHOP 32-40, TONTINE STREET, FOLKESTONE, KENT, CT20 1JU	OFFICES AND PREMISES	301.57	130	£42,000	£139.27
BRIGHTER HOMES FOLKESTONE LTD, FOLLY ROAD, FOLKESTONE, KENT, CT20 1PW	OFFICES AND PREMISES	291.12	59	£16,000	£54.96
UK TOURIST CONTROL BUILDING, CHANNEL TUNNEL TERMINAL, ASHFORD ROAD, NEWINGTON, FOLKESTONE, KENT, CT18 8XX	OFFICES AND PREMISES	283.8	160	£45,750	£161.21
FOLKESTONE YOUTH PROJECT, FOLKESTONE HARBOUR, HARBOUR APPROACH ROAD, FOLKESTONE, KENT, CT20 1QH	YOUTH CENTRE AND PREMISES	275.9	40	£10,250	£37.15
28, CHERITON GARDENS, FOLKESTONE, KENT, CT20 2AS	OFFICES AND PREMISES	264.3	64	£17,000	£64.32
ABBNEY NATIONAL BUILDING SOCIETY 104, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	OFFICES AND PREMISES	257.6	250	£21,500	£83.46
106, CHERITON ROAD, FOLKESTONE, KENT, CT20 2QN	OFFICES AND PREMISES	247.5	64	£12,250	£49.49
EDMONTON HOUSE, PARK FARM CLOSE, FOLKESTONE, KENT, CT19 5DU	OFFICES AND PREMISES	241.64	64	£16,250	£67.25
77-79, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AF	OFFICES AND PREMISES	241.3	395	£37,250	£154.37

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
151, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2DA	OFFICES AND PREMISES	239.6	64	£13,750	£57.39
8TH FLR CIVIC CENTRE, CASTLE HILL AVENUE, FOLKESTONE, KENT, CT20 2QY	OFFICES AND PREMISES	218.92	75	£16,750	£76.51
18-20, CHURCH STREET, FOLKESTONE, KENT, CT20 1SE	OFFICES AND PREMISES	218.4	64	£11,000	£50.37
SOMERSET HOUSE, ASHLEY AVENUE, FOLKESTONE, KENT, CT19 4NP	OFFICES AND PREMISES	218.32	37	£6,100	£27.94
DRUG AND ALCOHOL CENTRE 2/4, SHELLONS STREET, FOLKESTONE, KENT, CT20 1BP	OFFICES AND PREMISES	215.1	64	£11,000	£51.14
125, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BZ	OFFICES AND PREMISES	209.2	64	£11,500	£54.97
THE COUNTRYSIDE MANAGEMENT CENTRE, CASTLE HILL, FOLKESTONE, KENT, CT19 4AJ	OFFICES AND PREMISES	204.1	75	£10,750	£52.67
KENT COUNTY COUNCIL, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BB	COMMUNITY OFFICES AND PREMISES	204.1	67	£14,000	£68.59
39, BOUVERIE SQUARE, FOLKESTONE, KENT, CT20 1BA	OFFICES AND PREMISES	202.1	80	£11,750	£58.14
78, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BB	OFFICES AND PREMISES	196.6	64	£10,500	£53.41

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
24, CHERITON GARDENS, FOLKESTONE, KENT, CT20 2AS	OFFICES AND PREMISES	196.2	64	£10,500	£53.52
GND 1ST & 2ND FLRS 12, CHERITON PLACE, FOLKESTONE, KENT, CT20 2AZ	OFFICES AND PREMISES	195.8	64	£10,750	£54.90
4, WEST CLIFF GARDENS, FOLKESTONE, KENT, CT20 1SP	OFFICES AND PREMISES	194.9	64	£11,500	£59.00
97, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BQ	OFFICES AND PREMISES	187.3	396	£26,000	£138.81
134A, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	OFFICES AND PREMISES	186.5	64	£9,700	£52.01
GND & 1ST FLRS 2, BOUVERIE ROAD WEST, FOLKESTONE, KENT, CT20 2RX	OFFICES AND PREMISES	186.3	80	£15,500	£83.20
UNIT 1 CHANNEL COURT, ROSS WAY, FOLKESTONE, KENT, CT20 3UJ	OFFICES AND PREMISES	184.6	54	£9,200	£49.84
8TH FLR, EUROPA HOUSE, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1TD	OFFICES AND PREMISES	180.9	67	£12,000	£66.33
6TH FLR, EUROPA HOUSE, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RX	OFFICES AND PREMISES	180.4	67	£12,500	£69.29
7TH FLR, EUROPA HOUSE, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RX	OFFICES AND PREMISES	180.4	67	£12,500	£69.29
PT GND FLR, CASTLE HOUSE, CASTLE HILL AVENUE, FOLKESTONE, KENT, CT20 2QT	OFFICES AND PREMISES	177.5	75	£14,750	£83.10

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
101, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BQ	OFFICES AND PREMISES	175.9	395	£29,000	£164.87
PT 4TH FLR REAR, EUROPA HOUSE, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RQ	OFFICES AND PREMISES	172.4	67	£12,000	£69.61
UK TOURIST CONTROL BUILDING, CHANNEL TUNNEL TERMINAL, ASHFORD ROAD, NEWINGTON, FOLKESTONE, KENT, CT18 8XX	OFFICES AND PREMISES	171.84	160	£23,000	£133.85
1ST & 2ND FLRS 88, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AA	OFFICES AND PREMISES	171	65.79	£10,000	£58.48
OFFICES AT 1A, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5EY	OFFICES AND PREMISES	168.6	70	£12,250	£72.66
UNIT 5 145-147, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2DA	TRAINING CENTRE AND PREMISES	165.8	70.49	£8,100	£48.85
125, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BL	OFFICES AND PREMISES	165.3	225	£12,000	£72.60
CHURCH HOUSE 136, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BN	OFFICES AND PREMISES	163.6	73.43	£10,500	£64.18
JANEIL HOUSE, ST HILDA ROAD, FOLKESTONE, KENT, CT19 4BU	OFFICES AND PREMISES	160.47	64	£9,600	£59.82
2, WEST TERRACE, FOLKESTONE, KENT, CT20 1RR	OFFICES AND PREMISES	149.7	300	£15,500	£103.54

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
THE YARD, NORTH LANE, SANDGATE, FOLKESTONE, KENT, CT20 3AS	OFFICES AND PREMISES	144.02	54	£5,900	£40.97
SUITE C SHAKESPEARE CENTRE 145-147, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2DA	OFFICES AND PREMISES	143.63	75	£10,250	£71.36
GND & 1ST FLRS 22, CHERITON GARDENS, FOLKESTONE, KENT, CT20 2AS	OFFICES AND PREMISES	140.2	75	£9,500	£67.76
1ST FLR UNIT F, CONCEPT COURT, SHEARWAY ROAD, FOLKESTONE, KENT, CT19 4RH	OFFICES AND PREMISES	133.9	70	£11,500	£85.88
BUILDING B3, CHANNEL WOODCRAFT SITE, BOWLES WELL GARDENS, FOLKESTONE, KENT, CT19 6PQ	OFFICES AND PREMISES	130.3	70	£6,000	£46.05
UNIT 16, THE GLENMORE CENTRE, SHEARWAY BUSINESS PARK, PENT ROAD, FOLKESTONE, KENT, CT19 4RJ	OFFICES AND PREMISES	123.98	100	£9,800	£79.05
UNIT 4 1ST FLR 32-40, TONTINE STREET, FOLKESTONE, KENT, CT20 1JU	OFFICES AND PREMISES	123	130	£17,000	£138.21
34, CHERITON GARDENS, FOLKESTONE, KENT, CT20 2AS	OFFICES AND PREMISES	122.35	75	£7,900	£64.57
UNIT 11, THE GLENMORE CENTRE, SHEARWAY BUSINESS PARK, PENT ROAD, FOLKESTONE, KENT, CT19 4RJ	OFFICES AND PREMISES	119.43	100	£12,750	£106.76

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
UNIT 2 CHANNEL COURT, ROSS MEWS, ROSS WAY, FOLKESTONE, KENT, CT20 3UJ	OFFICES AND PREMISES	117.81	54	£5,000	£42.44
44, CHARLOTTE STREET, FOLKESTONE, KENT, CT20 1LF	OFFICES AND PREMISES	115.4	64	£3,850	£33.36
85, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AF	OFFICES AND PREMISES	113.6	395	£18,500	£162.85
9, CAMBRIDGE GARDENS, FOLKESTONE, KENT, CT20 1DB	OFFICES AND PREMISES	111.6	64	£5,800	£51.97
LHS OFFICE CHURCH HOUSE 136, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BN	OFFICES AND PREMISES	111.5	75	£7,900	£70.85
90, CANTERBURY ROAD, HAWKINGE, FOLKESTONE, KENT, CT18 7BN	SURGERY AND PREMISES	110.18	54	£5,500	£49.92
1ST 2ND & 3RD FLRS 38, BOUVERIE SQUARE, FOLKESTONE, KENT, CT20 1BA	OFFICES AND PREMISES	109.9	59	£5,000	£45.50
SUITE B SHAKESPEARE CENTRE 145-147, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2DA	OFFICES AND PREMISES	109	75	£7,900	£72.48
GND FLR UNIT LEFT, THE WORKSHOP 32-40, TONTINE STREET, FOLKESTONE, KENT, CT20 1JU	OFFICES AND PREMISES	108.4	130	£13,250	£122.23
WALKER TRAINING, PARK FARM CLOSE, FOLKESTONE, KENT, CT19 5EG	OFFICES AND PREMISES	108.37	70	£7,500	£69.21

Address	Description	Size (m ²)	£/m ² Headline Annual Rental Indications	Rateable Value	£/m ² Average Annual Rental Indications
16, STATION ROAD, LYMINGE, FOLKESTONE, KENT, CT18 8HP	OFFICES AND PREMISES	107.6	75	£7,100	£65.99
9, TOWN WALK, FOLKESTONE, KENT, CT20 1DW	OFFICES AND PREMISES	103.7	75	£7,700	£74.25
1ST FLR R/O CIVIC CENTRE, CASTLE HILL AVENUE, FOLKESTONE, KENT, CT20 2QY	OFFICES AND PREMISES	103	75	£9,500	£92.23
UNIT 1, INGLES YARD, JOINTON ROAD, FOLKESTONE, KENT, CT20 2RY	OFFICES AND PREMISES	101.56	75	£9,100	£89.60
2, STATION ROAD, LYMINGE, FOLKESTONE, KENT, CT18 8HP	OFFICES AND PREMISES	100.16	75	£8,100	£80.87
Average:		646.49	91	£51,022	£74
Hythe					
HOLIDAY EXTRAS & ADJ ROYAL OAK SITE, ASHFORD ROAD, NEWINGREEN, HYTHE, KENT, CT21 4JB	OFFICES AND PREMISES	2094.76	94	£213,000	£101.68
GROUND FLOOR BUSINESS PREMISES ROYAL OAK MOTEL, ASHFORD ROAD, NEWINGREEN, HYTHE, KENT, CT21 4LB	OFFICES AND PREMISES	463.42	94	£36,000	£77.68
PT 137 & 139, HIGH STREET, HYTHE, KENT, CT21 5JL	OFFICES AND PREMISES	458.37	60.41	£27,000	£58.90
EVERSLEY HOUSE, HORN STREET, HYTHE, KENT, CT21 5RU	OFFICES AND PREMISES	401.6	50	£16,250	£40.46

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
GARAGE HOUSE, ASHFORD ROAD, NEWINGREEN, HYTHE, KENT, CT21 4JD	OFFICES AND PREMISES	379.5	75	£27,500	£72.46
TRAMWAY STABLES, RAMPART ROAD, HYTHE, KENT, CT21 5BG	OFFICES AND PREMISES	352.6	64	£21,750	£61.68
BUZZLINES DYNA HOUSE, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	OFFICES AND PREMISES	304.3	54	£13,750	£45.19
HILLHURST FARM, SALTWOOD, HYTHE, KENT, CT21 4HU	OFFICES AND PREMISES	284.5	94	£27,500	£96.66
8-12, STADE STREET, HYTHE, KENT, CT21 6BD	OFFICES AND PREMISES	281.32	75	£19,500	£69.32
HYTHE TOWN COUNCIL AT OAKLANDS, STADE STREET, HYTHE, KENT, CT21 6BD	OFFICES AND PREMISES	257.67	50	£13,250	£51.42
1ST FLR UNIT G6, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	OFFICES AND PREMISES	231.79	66.48	£13,500	£58.24
147, HIGH STREET, HYTHE, KENT, CT21 5JL	OFFICES AND PREMISES	229.5	64	£13,500	£58.82
OFFICE 6 3-5, PORTLAND ROAD, HYTHE, KENT, CT21 6EG	OFFICES AND PREMISES	222.43	50	£11,000	£49.45
8, STADE STREET, HYTHE, KENT, CT21 6BD	OFFICES AND PREMISES	218	75	£13,000	£59.63
1ST & 2ND FLRS 73-79, HIGH STREET, HYTHE, KENT, CT21 5AJ	OFFICES AND PREMISES	202.87	64	£12,000	£59.15
SHRINE BARN GND FLR, SANDLING ROAD, POSTLING, HYTHE, KENT, CT21 4HD	OFFICES AND PREMISES	196.58	94	£20,250	£103.01

Address	Description	Size (m ²)	£/m ² Headline Annual Rental Indications	Rateable Value	£/m ² Average Annual Rental Indications
5, PROSPECT ROAD, HYTHE, KENT, CT21 5NS	OFFICES AND PREMISES	178.2	110	£8,700	£48.82
1ST FLR, ASHBY HOUSE, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	OFFICES AND PREMISES	155.65	90	£13,250	£85.13
3RD FLR OFFICE, ASHBY HOUSE, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	OFFICES AND PREMISES	146.27	90	£13,000	£88.88
SURFACE2AIR, RED LION SQUARE, HYTHE, KENT, CT21 5AZ	OFFICES AND PREMISES	136.98	86	£11,500	£83.95
127, HIGH STREET, HYTHE, KENT, CT21 5JJ	OFFICES AND PREMISES	132.7	75	£10,000	£75.36
52, HIGH STREET, HYTHE, KENT, CT21 5AT	OFFICES AND PREMISES	129.5	75	£7,800	£60.23
STATION HOUSE, WESTENHANGER RAILWAY STATION, STONE STREET, WESTENHANGER, HYTHE, KENT, TN25 6DE	AUCTION ROOMS AND PREMISES	113.93	75	£9,500	£83.38
112D, HIGH STREET, HYTHE, KENT, CT21 5LE	OFFICES AND PREMISES	109	75	£7,300	£66.97
134, HIGH STREET, HYTHE, KENT, CT21 5LA	OFFICES AND PREMISES	105.6	220	£8,700	£82.39
Average:		311.48	81	£23,540	£70
Romney					
FLEUR-DE-LIS, BREZZETT, ROMNEY MARSH, KENT, TN29 9UG	OFFICES AND PREMISES	301.1	75	£22,500	£74.73
OFFICE AT JESSAMINE FARM, JESSAMINE FARM, OLD ROMNEY, ROMNEY MARSH, KENT, TN29 9SG	OFFICE WORKSHOP AND PREMISES	137.26	59	£5,700	£41.53

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
GND FLR NEW HALL, NEW HALL CLOSE, DYMCHURCH, ROMNEY MARSH, KENT, TN29 0LE	OFFICES AND PREMISES	102.4	59	£5,300	£51.76
Average:		180.25	64	£11,167	£56

Note: No available data for Hawkinge and Lydd

Retail Warehousing

Address	Description	Size (m ²)	£/m ² Headline Annual Rental Indications	Rateable Value	£/m ² Average Annual Rental Indications
Folkestone					
B & Q PLC, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5FJ	RETAIL WAREHOUSE AND PREMISES	7100.96	125	£665,000	£93.65
WICKES, FIRS LANE, FOLKESTONE, KENT, CT19 4QE	RETAIL WAREHOUSE AND PREMISES	4141.9	110	£392,500	£94.76
HOMEBASE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	RETAIL WAREHOUSE AND PREMISES	3652.4	135	£510,000	£139.63
PETSMART, WEST PARK FARM SOUTH, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	RETAIL WAREHOUSE AND PREMISES	1164.12	172.5	£202,000	£173.52
UNIT D, WEST PARK FARM SOUTH, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5FF	RETAIL WAREHOUSE AND PREMISES	1149.2	172.5	£202,000	£175.77
CURRYS, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	RETAIL WAREHOUSE AND PREMISES	1108.94	172.5	£195,000	£175.84
UNIT D, WEST PARK FARM NORTH, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5FF	RETAIL WAREHOUSE AND PREMISES	807.9	177.5	£143,000	£177.00
UNIT B, WEST PARK FARM NORTH, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5FF	RETAIL WAREHOUSE AND PREMISES	748.6	177.5	£132,000	£176.33

Address	Description	Size (m ²)	£/m ² Headline Annual Rental Indications	Rateable Value	£/m ² Average Annual Rental Indications
UNIT C, WEST PARK FARM NORTH, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5FF	RETAIL WAREHOUSE AND PREMISES	676.4	177.5	£130,000	£192.19
UNIT A, WEST PARK FARM NORTH, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5FF	RETAIL WAREHOUSE AND PREMISES	674.5	177.5	£119,000	£176.43
UNIT 7, THREE ACRE SITE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5FG	RETAIL WAREHOUSE AND PREMISES	590.3	85	£50,000	£84.70
UNIT 4, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5ED	RETAIL WAREHOUSE AND PREMISES	524.7	95	£49,250	£93.86
Average:		1861.66	148	£232,479	£146

Note: No available data for Hythe, Romney, Hawkinge and Lydd

Industrial / Warehousing

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
Folkestone					
WEST HOUSE, PENT ROAD, SHEARWAY BUSINESS PARK, FOLKESTONE, KENT, CT19 4RJ	WAREHOUSE AND PREMISES	5354.59	50	£239,000	£44.63
WAREHOUSE 16, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	5087.98	43	£214,000	£42.06
UNITS 1-3, CCK HOUSE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5EY	WAREHOUSE AND PREMISES	4368.47	37	£155,000	£35.48
CHURCH & DWIGHT UK LTD, CAESARS WAY, FOLKESTONE, KENT, CT19 4AL	WAREHOUSES AND PREMISES	3294.7	37	£129,000	£39.15
BOOKER CASH & CARRY, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5EY	WAREHOUSE AND PREMISES	2800.3	43	£118,000	£42.14
94, FOORD ROAD, FOLKESTONE, KENT, CT19 5AB	WAREHOUSE AND PREMISES	2657.5	20.28	£49,000	£18.44
UNITS B-D, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	2383.13	49.4	£108,000	£45.32
THE OLD BREWERY, PARK FARM CLOSE, FOLKESTONE, KENT, CT19 5DU	WAREHOUSE AND PREMISES	2227.5	43	£84,500	£37.93

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
WESTBOURNE CLEANING SUPPLY LTD, NORTH CLOSE, FOLKESTONE, KENT, CT20 3UH	WAREHOUSE AND PREMISES	1925.39	33.5	£63,000	£32.72
UNITS 5-6, BOWLES WELL GARDENS, FOLKESTONE, KENT, CT19 6PQ	WAREHOUSE AND PREMISES	1874.1	24	£43,000	£22.94
UNIT G&H, FIVE ACRE SITE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	1731.4	43	£75,000	£43.32
ACTION CARPETS LTD, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DU	WAREHOUSE AND PREMISES	1623.5	46.09	£73,500	£45.27
UNITS E & F, FIVE ACRE SITE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	1560.3	46.14	£72,000	£46.14
UNIT 7, BARNFIELD ROAD, FOLKESTONE, KENT, CT19 5EA	WAREHOUSE AND PREMISES	1520.4	53	£81,000	£53.28
UNIT B7, SHEARWAY BUSINESS PARK, SHEARWAY ROAD, FOLKESTONE, KENT, CT19 4RH	WAREHOUSE AND PREMISES	1270.36	60	£77,500	£61.01
UNITS G & H, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	1225	53	£56,500	£46.12
UNITS 1-2, CENTURIAN PARK, CAESARS WAY, FOLKESTONE, KENT, CT19 4AL	CHILDRENS PLAY CENTRE	1188.83	58.93	£60,500	£50.89

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
UNITS 5 & 6, THREE ACRE SITE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	1181.73	48	£55,000	£46.54
UNIT C, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5EY	WAREHOUSE AND PREMISES	1179.8	48	£51,500	£43.65
UNIT 14, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	1146.1	60	£51,500	£44.93
CHURCH & DWIGHT UK LTD, FOLKESTONE HARBOUR, HARBOUR APPROACH ROAD, FOLKESTONE, KENT, CT20 1QH	WAREHOUSE AND PREMISES	1065.7	30	£29,500	£27.68
BUILDING B1, CHANNEL WOODCRAFT SITE, BOWLES WELL GARDENS, FOLKESTONE, KENT, CT19 6PQ	WAREHOUSE AND PREMISES	1021.2	27	£26,750	£26.19
MAGNET LTD, NORTH CLOSE, FOLKESTONE, KENT, CT20 3UH	WAREHOUSE AND PREMISES	992.3	43	£43,500	£43.84
BUILDER CENTER, STATION ROAD, FOLKESTONE, KENT, CT19 4AY	WAREHOUSE, SHOWROOM AND PREMISES	959.93	43	£41,250	£42.97
UNIT D, FIVE ACRE SITE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	821	54.81	£43,750	£53.29
UNIT C, FIVE ACRE SITE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE & PREMISES	815.62	55.17	£43,750	£53.64

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
UNIT B6, PENT ROAD, SHEARWAY BUSINESS PARK, FOLKESTONE, KENT, CT19 4RJ	WAREHOUSE AND PREMISES	797.3	60	£41,750	£52.36
UNIT 2 BRADLEY HOUSE, PARK FARM CLOSE, FOLKESTONE, KENT, CT19 5ED	WAREHOUSE AND PREMISES	775.41	65	£27,000	£34.82
TRAVIS PERKINS LTD, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	762.41	59.02	£45,500	£59.68
1, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5EY	WAREHOUSE AND PREMISES	751.6	59.87	£43,750	£58.21
WAREHOUSE 8, BOWLES WELL GARDENS, FOLKESTONE, KENT, CT19 6PQ	WAREHOUSE AND PREMISES	642.53	27	£16,750	£26.07
UNIT 2B, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	595.6	60	£34,750	£58.34
LONDON PROCESSING CENTRE LTD, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	594.8	60	£35,000	£58.84
UNIT F, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	537.46	60	£31,250	£58.14
ASPHALTIC ROOFING SUPPLIES, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5EY	WAREHOUSE AND PREMISES	488	65	£25,500	£52.25
GENERAL HIRE & SALES LTD, PARK FARM CLOSE, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	469.6	65	£23,000	£48.98

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
UNIT 2, ROSS WAY, FOLKESTONE, KENT, CT20 3UJ	WAREHOUSE AND PREMISES	452.2	50	£18,000	£39.81
UNIT A, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	446.9	60	£24,750	£55.38
37, BOUVERIE ROAD WEST, FOLKESTONE, KENT, CT20 2SZ	WAREHOUSE AND PREMISES	421.7	48	£20,500	£48.61
UNITS 1-3, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	412.3	60	£23,500	£57.00
C BREWER & SON, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	409.1	60	£23,250	£56.83
UNITS 8 & 9, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	402.19	60	£21,000	£52.21
HIRE STATION, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	401.4	65	£25,250	£62.90
UNIT A, FIVE ACRE SITE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	400	65	£25,250	£63.13
UNIT 1 AT PLOT 12, ROSS WAY, FOLKESTONE, KENT, CT20 3UJ	WAREHOUSE AND PREMISES	380.68	50	£19,000	£49.91
UNIT 3 BRADLEY HOUSE, PARK FARM CLOSE, FOLKESTONE, KENT, CT19 5ED	WAREHOUSE AND PREMISES	345.11	65	£16,250	£47.09

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
UNIT 2B, BOWLES WELL GARDENS, FOLKESTONE, KENT, CT19 6PQ	WAREHOUSE AND PREMISES	341.76	37	£11,500	£33.65
UNIT 3, NORTH CLOSE BUSINESS PARK, SHORNCLIFFE, FOLKESTONE, KENT, CT20 3UH	WAREHOUSE AND PREMISES	307.36	50	£12,250	£39.86
BUILDING G, CHANNEL WOODCRAFT SITE, BOWLES WELL GARDENS, FOLKESTONE, KENT, CT19 6PQ	WAREHOUSE AND PREMISES	304.66	37	£8,200	£26.92
UNITS 5&6, NORTH CLOSE BUSINESS PARK, SHORNCLIFFE, FOLKESTONE, KENT, CT20 3UH	WAREHOUSE AND PREMISES	298.28	50	£15,250	£51.13
UNIT 2A, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	294.9	65	£18,500	£62.73
UNIT 4, THREE ACRE SITE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	293.8	65	£19,000	£64.67
UNIT 3 AT PLOT 12, SHORNCLIFFE INDUSTRIAL ESTATE, ROSS WAY, FOLKESTONE, KENT, CT20 3UJ	WAREHOUSE AND PREMISES	276.7	50	£12,500	£45.18
UNIT 13, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	223.2	60	£13,000	£58.24
UNIT 12, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	223	60	£13,750	£61.66

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
UNIT 1, NORTH CLOSE BUSINESS PARK, SHORNCLIFFE, FOLKESTONE, KENT, CT20 3UH	WAREHOUSE AND PREMISES	206.22	65	£12,000	£58.19
UNITS 19 & 20, HIGHFIELD INDUSTRIAL ESTATE, BRADLEY ROAD, FOLKESTONE, KENT, CT19 6DD	WAREHOUSE AND PREMISES	201	65	£9,500	£47.26
UNITS 13 & 14, HIGHFIELD INDUSTRIAL ESTATE, BRADLEY ROAD, FOLKESTONE, KENT, CT19 6DD	WAREHOUSE AND PREMISES	173.8	59	£9,900	£56.96
UNIT 6, HIGHFIELD INDUSTRIAL ESTATE, BRADLEY ROAD, FOLKESTONE, KENT, CT19 6DD	WAREHOUSE AND PREMISES	154.9	65	£6,600	£42.61
UNIT 18, HIGHFIELD INDUSTRIAL ESTATE, BRADLEY ROAD, FOLKESTONE, KENT, CT19 6DD	WAREHOUSE AND PREMISES	142.29	65	£6,100	£42.87
UNIT 4, HIGHFIELD INDUSTRIAL ESTATE, BRADLEY ROAD, FOLKESTONE, KENT, CT19 6DD	WAREHOUSE AND PREMISES	141.32	65	£6,200	£43.87
UNIT 5, HIGHFIELD INDUSTRIAL ESTATE, BRADLEY ROAD, FOLKESTONE, KENT, CT19 6DD	WAREHOUSE AND PREMISES	137.4	65	£5,900	£42.94

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
UNIT B, HIGHFIELD INDUSTRIAL ESTATE, BRADLEY ROAD, FOLKESTONE, KENT, CT19 6DD	WAREHOUSE AND PREMISES	130.8	65	£6,000	£45.87
2, HUNTSFIELD, NORTH CLOSE, FOLKESTONE, KENT, CT20 3UH	WAREHOUSE AND PREMISES	130.5	65	£8,500	£65.13
UNIT 12, NORTH CLOSE, FOLKESTONE, KENT, CT20 3UH	WAREHOUSE AND PREMISES	113	65	£6,600	£58.41
UNIT 22, HIGHFIELD INDUSTRIAL ESTATE, BRADLEY ROAD, FOLKESTONE, KENT, CT19 6DD	WAREHOUSE AND PREMISES	109.6	65	£4,500	£41.06
R/O 84, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4HH	WAREHOUSE AND PREMISES	106.57	37	£4,250	£39.88
Average:		986.18	53	£42,328	£47
Hythe					
LASER TRANSPORT INTERNATIONAL, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	3376.85	35	£126,000	£37.31
UNIT H3, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	2686.4	35	£89,000	£33.13
UNITS S1-S3 & V, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	2163.73	38.82	£83,000	£38.36

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
UNIT H4, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	1520.9	42	£51,000	£33.53
STANFORD MOTORWAY MAINTENANCE, SANDLING, HYTHE, KENT, CT21 4UX	WAREHOUSE AND PREMISES	1000.74	45	£43,500	£43.47
GND FLR UNIT G6, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	936.05	48	£47,500	£50.75
UNIT F3, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	910.9	48	£45,000	£49.40
UNITS E F1 & F2, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	905.8	48	£45,250	£49.96
UNIT T, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	861.4	48	£41,250	£47.89
JEWSON'S LTD, DYMCHURCH ROAD, HYTHE, KENT, CT21 6LU	WAREHOUSE AND PREMISES	806.27	42	£36,500	£45.27
UNIT 5, PENNYPOT INDUSTRIAL ESTATE, HYTHE, KENT, CT21 6PE	WAREHOUSE AND PREMISES	768.44	27	£17,000	£22.12
CHANNEL ASSOCIATES, DYMCHURCH ROAD, HYTHE, KENT, CT21 4LU	WAREHOUSE AND PREMISES	510.91	48	£20,500	£40.12

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
UNIT A2, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	508.49	48	£24,500	£48.18
UNIT 2 R/O 142, DYMCHURCH ROAD, HYTHE, KENT, CT21 6LU	WAREHOUSE AND PREMISES	500.38	47.96	£31,500	£62.95
UNIT B3, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	453.74	48	£21,000	£46.28
UNIT 5A, PENNYPOT INDUSTRIAL ESTATE, HYTHE, KENT, CT21 6PE	WAREHOUSE AND PREMISES	395.46	27	£10,500	£26.55
UNIT U2, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	394.02	48	£18,250	£46.32
UNIT 1, KENGATE INDUSTRIAL ESTATE, DYMCHURCH ROAD, HYTHE, KENT, CT21 6LU	WAREHOUSE AND PREMISES	389.4	48	£16,750	£43.01
UNIT C1, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	277.9	48	£12,000	£43.18
UNIT B4, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	239.7	48	£11,000	£45.89
UNIT 4, BIRCH WAY, HYTHE, KENT, CT21 6PE	WAREHOUSE AND PREMISES	223.69	32	£6,900	£30.85
JAPCAR, PENNYPOT INDUSTRIAL ESTATE, HYTHE, KENT, CT21 6PE	WAREHOUSE AND PREMISES	193.1	32	£5,800	£30.04

Address	Description	Size (m ²)	£/m ² Headline Annual Rental Indications	Rateable Value	£/m ² Average Annual Rental Indications
21, MARINE WALK STREET, HYTHE, KENT, CT21 5NW	WAREHOUSE AND PREMISES	133.76	37	£4,700	£35.14
5, DOUGLAS MEWS, CUCKOO LANE, POSTLING, HYTHE, KENT, CT21 4ET	WAREHOUSE AND PREMISES	102.6	36.06	£3,200	£31.19
Average:		844.19	42	£33,817	£41
Romney					
WESTGATE GROUP LTD, NEWCHURCH, ROMNEY MARSH, KENT, TN29 0DZ	WAREHOUSE AND PREMISES	4032	32	£112,000	£27.78
HEMINGDALE LTD, DENGEMARSH ROAD, LYDD, ROMNEY MARSH, KENT, TN29 9JH	WAREHOUSE AND PREMISES	2786.2	24.5	£44,000	£15.79
TURKS WAREHOUSE, DENGEMARSH ROAD, LYDD, ROMNEY MARSH, KENT, TN29 9JH	WAREHOUSE AND PREMISES	973.6	38	£37,500	£38.52
UNIT 2, BMS INDUSTRIAL PARK, DENGEMARSH ROAD, LYDD, ROMNEY MARSH, KENT, TN29 9JH	WAREHOUSE AND PREMISES	910.31	38	£31,250	£34.33
UNIT 3, BMS INDUSTRIAL PARK, DENGEMARSH ROAD, LYDD, ROMNEY MARSH, KENT, TN29 9JH	WAREHOUSE AND PREMISES	871.22	38	£30,250	£34.72
19, HYTHE ROAD, DYMCHURCH, ROMNEY MARSH, KENT, TN29 0LN	BUILDERS MERCHANT & PREMISES	696.78	37	£29,000	£41.62

Address	Description	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
UNITS 4-6, IVYCHURCH BUSINESS PARK, IVYCHURCH, ROMNEY MARSH, KENT, TN29 0AL	WAREHOUSE AND PREMISES	661.79	37	£39,250	£59.31
CONNECTOR HOUSE, HARDEN ROAD, LYDD, ROMNEY MARSH, KENT, TN29 9LX	WAREHOUSE AND PREMISES	575.1	43	£24,250	£42.17
PRODUCTS IMPORTS LTD, PARK STREET, LYDD, ROMNEY MARSH, KENT, TN29 9AX	WAREHOUSE AND PREMISES	538.1	32	£15,500	£28.81
6-7, HARDEN ROAD INDUSTRIAL ESTATE, LYDD, ROMNEY MARSH, KENT, TN29 9LX	WAREHOUSE AND PREMISES	316.7	48	£13,500	£42.63
THE SAWMILL, WILLS FARM, NEWCHURCH, ROMNEY MARSH, KENT, TN29 0DT	WAREHOUSE AND PREMISES	233.58	32	£5,600	£23.97
Average:		1145.03	36	£34,736	£35

Note: No available data for Hawkinge and Lydd

Superstores

Address	Description	Size (m ²)	£/m ² Headline Annual Rental Indications	Rateable Value	£/m ² Average Annual Rental Indications
ASDA 19, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SUPERSTORE AND PREMISES	9143.1	250	£2,140,000	£234.06
J SAINSBURY PLC, WEST PARK FARM, FOLKESTONE, KENT, CT19 5GA	SUPERSTORE AND PREMISES	7777.48	242.5	£2,040,000	£262.30
TESCO STORES LTD, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4JE	SUPERSTORE AND PREMISES	6128.77	240	£1,580,000	£257.80
SAINSBURYS, MILITARY ROAD, HYTHE, KENT, CT21 5DD	SUPERSTORE AND PREMISES	5458	250	£1,360,000	£249.18
MORRISONS, CHERITON ROAD, FOLKESTONE, KENT, CT19 5JU	SUPERSTORE AND PREMISES	4440	210	£930,000	£209.46
5, BOUVERIE ROAD WEST, FOLKESTONE, KENT, CT20 2RX	SUPERSTORE AND PREMISES	4189.12	97.5	£407,500	£97.28
WAITROSE, PROSPECT ROAD, HYTHE, KENT, CT21 5NH	SUPERSTORE AND PREMISES	3203.1	205	£655,000	£204.49
Average:		5762.8	213.6	£1,301,786	£216

Convenience Stores

Name	Address	Size (m²)	£/m² Headline Annual Rental Indications	Rateable Value	£/m² Average Annual Rental Indications
Tesco Express	100 Foord Road, Folkestone	365.73	110	£39,250	£107.32
Tesco Express	Bouverie Road West, Folkestone	465.5	170	£38,250	£82.17
Tesco Express	107 Canterbury Road, Hawkinge	305.3	100	£24,750	£81.07
Tesco Express	1 - 3 High Street, Dymchurch	465.5	170	£38,250	£82.17

Commercial Context

RICS Commercial Property Market Survey Q1 2014

Headline reads: “*Occupier market conditions tighten while investment activity rises*”

- Tenant demand rises while availability falls
- Investor interest continues to build, pushing capital value expectations higher
- Firmer tone to the data is broadening out across regions and sectors

The Q1 2014 RICS UK Commercial Property Market Survey highlights a continued strengthening in both the occupier and investment sectors. This improvement is becoming increasingly broad based in both sectoral and regional terms; this is no longer just a London offices story.

At the all-sector level, occupier demand increased while availability fell. With the market tightening, rents are expected to pick up further and the value of tenant inducements are falling. This broad pattern is also evident across the three subsectors (retail, office and industrial) and the survey's broad four regional groupings (London, the South, Midlands/Wales and the North).

While London offices are still the outperforming market segment, it is increasingly apparent in the survey that the market, ex-London offices, is beginning to shift up a gear. This is a welcome development given how unbalanced the commercial real estate sector had become in recent years and reflects the broader economic recovery underway.

In the investment market, buyer enquiries accelerated further at the all-sector level, pushing up survey respondents' confidence in the outlook for capital values. Again, the regional and sector breakdown of the results indicate that this improvement is taking place not just in London and not just in the office sector.

The survey comments bear out a few interesting anecdotal points. First, while conditions in some secondary markets clearly remain challenging, there is a growing sense that some office tenants are beginning to reevaluate the economics of renting prime versus secondary office space. Second, availability in some markets is falling not just because of strong tenant demand, but also because part of the stock is being converted for residential use.

Over the next twelve months, rents are projected to rise by around 4.5% in the office sector, by approximately 5.5% in the industrial segment and by just over 3% in the retail sector. On the same basis, capital values are forecast to increase by roughly 5% and 6% in the office and industrial sectors respectively, while retail sector gains are expected to be a slightly more modest 3%.

RICS Commercial Property Market Survey (Update May 2014)

Headline reads: *“Occupier market conditions tighten while investment activity rises.*

- *Tenant demand rises while availability falls*
- *Investor interest continues to build, pushing capital value expectations higher*
- *Firmer tone to the data is broadening out across regions and sectors”*

The Q1 2014 RICS UK Commercial Property Market Survey highlights a continued strengthening in both the occupier and investment sectors. This improvement is becoming increasingly broad based in both sectoral and regional terms; this is no longer just a London offices story.

At the all-sector level, occupier demand increased while availability fell. With the market tightening, rents are expected to pick up further and the value of tenant inducements are falling. This broad pattern is also evident across the three subsectors (retail, office and industrial) and the survey's broad four regional groupings (London, the South, Midlands/Wales and the North).

While London offices are still the outperforming market segment, it is increasingly apparent in the survey that the market, ex-London offices, is beginning to shift up a gear. This is a welcome development given how unbalanced the commercial real estate sector had become in recent years and reflects the broader economic recovery underway.

In the investment market, buyer enquiries accelerated further at the all-sector level, pushing up survey respondents' confidence in the outlook for capital values. Again, the regional and sector breakdown of the results indicate that this improvement is taking place not just in London and not just in the office sector.

The survey comments bear out a few interesting anecdotal points. First, while conditions in some secondary markets clearly remain challenging, there is a growing sense that some

office tenants are beginning to reevaluate the economics of renting prime versus secondary office space. Second, availability in some markets is falling not just because of strong tenant demand, but also because part of the stock is being converted for residential use.

Over the next twelve months, rents are projected to rise by around 4.5% in the office sector, by approximately 5.5% in the industrial segment and by just over 3% in the retail sector. On the same basis, capital values are forecast to increase by roughly 5% and 6% in the office and industrial sectors respectively, while retail sector gains are expected to be a slightly more modest 3%.

Source: RICS UK Commercial Market Survey Q1 2014

Savills: Commercial Market in Minutes (June 2014)

Headline reads: “*Are prime yields near the bottom?*”

Yields edge closer to their previous nadir

May saw a continuation of the downward trend in prime yields with a five basis point (bps) hardening in average prime yields. This was in response to three sectors, Provincial Offices, Industrial Distribution and Regional Hotels, reporting a 25 bps hardening in yields.

The hardening in Provincial Office yields means they are now 25 bps lower than M25 Offices, marking a return to the long term differential that has existed between the two sectors and highlights the entrenchment of investor confidence in the regional office markets.

The fall in prime Industrial Distribution yields was helped by stock availability constraints and continued investor appetite for the sector. In terms of its peak differential, yields are now only 25 bps off their 2007 low. As prime yields in some sectors move closer to their 2007 low could we be reaching the bottom?

With inflows into retail funds continuing and their greater allocation to property, the weight of money targeting property shows no sign of abatement. This will generate further downward pressure on yields. In some markets this will be exacerbated by the lack of good quality product, both from an investment and occupational perspective. However, these value improvements may encourage the release of more stock to the market.

Going forward, the prospect of interest rate rises does raise some questions considering that the property yield/swap spread seen over the last five years has helped to attract investment. Having looked at the last cycle an increase in base rates did not correspond with a slowdown in investment activity, although this was partly fuelled by greater debt availability and which is now also improving. However, the impact of interest rate rises on wider consumer confidence, spending and in turn GDP may dampen wider investor confidence.

Prime equivalent yields

	May 13	April 14	May 14
West End Offices	3.50%	3.25%	3.25%
City Offices	4.75%	4.50%	4.50%
Offices M25	6.00%	5.50%	5.50%
Provincial Offices	6.00%	5.50%↓	5.25%
High Street Retail	4.75%	4.50%	4.50%
Shopping Centres	5.00%	4.75%	4.75%
Retail Warehouse (open A1)	5.25%↓	4.75%↓	4.75%↓
Retail Warehouse (restricted)	6.00%↓	5.50%↓	5.50%↓
Foodstores	4.50%	4.25%↑	4.25%↑
Industrial Distribution	6.00%	5.50%	5.25%
Industrial Multi-lets	6.00%↓	5.50%↓	5.50%↓
Leisure Parks	6.25%	6.00%↓	6.00%↓
Regional Hotels	7.00%	6.75%↓	6.50%

Table source: Savills. Arrows indicate expected short term movement

Employment growth to continue

Latest data suggested that UK employment hit its highest level in April with 30.5 million people in employment, reinforcing the positive outlook for the UK economy. It was also the greatest quarterly and year-on-year increases in actual numbers since Q1 1999.

The headline data is perhaps skewed by the growing trend in part-time employment. However, unemployment continued its downward trajectory, coming in at 6.6% for Q1 down 60 basis points on the previous quarter. This trend should prove positive for occupational demand, particularly in the office sector, as it is closely aligned to employment changes.

This is supported by Manpower Group's recent Employment Outlook Survey for Q3 2014. The survey asks employers whether they expect their hiring intake for the coming quarter to increase, decrease or stay the same. Based on the net balance of these responses the outlook for the UK was one of the strongest in Europe. It was also the outperformer of the major European economies exceeding Germany and France, with the latter reporting a negative outlook (Graph 2).

Much of this positive sentiment in the UK is being driven by the regions with the South West, East and East Midlands posting the strongest outlooks.

Regional development activity expands further

It would appear that the optimistic outlook for employment growth and in turn future occupational demand is already feeding through to commercial development activity.

Based on our Commercial Development Activity survey, total activity levels saw further expansion in May. Yet it is the regions (rest of UK) that is leading with a higher net percentage of respondents noting an increase in activity levels compared to London and the South East (Graph 3). In May the rolling 12 month average for the regions hit its highest level since the survey began in 2003. On a month-on-month basis it also reported the sharpest expansion across the three regions covered.

The industrial sector continues to be the strong performer in the survey with a higher net balance of respondents noting an increase in activity than any other sector. No doubt the strength of occupational demand and investor appetite for the sector has been influential.

Expectations for future activity also remained in positive territory in May with a net balance across respondents of 24.8%. While this was down on the previous month, on a rolling 12 month average basis it is still moving in the right direction pointing to further expansion in activity levels.

Other Commercial Research – June 2014

DSP have carried out additional commercial property values research across the district. Information has been gathered from various agents as listed in the table below.

Note: Additional research on available land for sale is included within the next section.

Address	Agent	Size (m2)	Type	Price per Sq. m	Freehold Guide Price	Comments
Freehold						
High Street, Sandgate	James A Baker	120	PUB	£2,292	£275,000	Includes 3-bed Managers accommodation. Potential for alternative uses STP
Naildown Road, Seabrook	Fell Reynolds	287	BUILDING PLOT	£871	£250,000	PP for single large detached property with sea views
Defiant Close, Hawkinge	Smith-Woolley & Perry	115	RETAIL	£1,717	£197,500	
Brady Road, Lyminge	Laing-Bennett Estates	375	BUILDING PLOT	£400	£150,000	PP for 3 bed detached bungalow
Unit 1 Jacks Park Cinque Ports Road, New Romney	Smith-Woolley & Perry	306	INDUSTRIAL	£449	£137,500	

Address	Agent	Size (m2)	Type	Price per Sq. m	Price pa
Leasehold					
Rear of 25-35 Bouverie Road West, Folkestone,	Fairhurst Estates	324	INDUSTRIAL	£47.84	£15,500
Lympne Industrial Estate	Smith-Woolley & Perry	2738	INDUSTRIAL	£32.32	£88,500
Lympne Industrial Estate	Smith-Woolley & Perry	1326	INDUSTRIAL	£39.22	£52,000
Lympne Industrial Estate	Smith-Woolley & Perry	906	INDUSTRIAL	£54.08	£49,000
Caesers Way, Folkestone	Smith-Woolley & Perry	1679	INDUSTRIAL	£48.45	£81,350
Unit 16A Mountfield Road	Smith-Woolley & Perry	1194	INDUSTRIAL	£46.06	£55,000
Park Farm Road, Folkestone	Smith-Woolley & Perry	826	INDUSTRIAL	£54.48	£45,000
Dengermarsh Road, Lydd	Smith-Woolley & Perry	973	INDUSTRIAL	£38.03	£37,000
Sandgate Road, Folkestone	Smith-Woolley & Perry	121	RETAIL	£243.80	£29,500
Rendezvous Street, Folkestone	Smith-Woolley & Perry	450	RETAIL	£58.89	£26,500
Cheriton Gardens, Folkestone	Stephen Alleyne	122	OFFICE	£174.10	£21,240
North Close, Folkestone	Smith-Woolley & Perry	191	INDUSTRIAL	£83.77	£16,000
George Lane, Folkestone	Smith-Woolley & Perry	130	OFFICE	£88.46	£11,500
Portland Road, Hythe	Smith-Woolley & Perry	125	OFFICE	£86.00	£10,750
Earls Avenue, Folkestone	Fell Reynolds	127	OFFICE	£75.59	£9,600
Guildhall Street, Folkestone	Fell Reynolds	123	RETAIL	£56.91	£7,000

Stakeholder Consultation

As part of the information gathering process, DSP invited a number of local stakeholders to help contribute by providing local market residential / commercial values information in order to help inform our study assumptions, alongside our own research, experience and judgements – by way of a survey / pro-forma (containing suggested assumptions) supplied by email by DSP for comment. The introductory email contained a short introduction about the project, it also explained the type of information we required and assured participants that any information they may provide would be kept in confidence, respecting commercial sensitivities throughout the whole process.

The list of stakeholders contacted is listed below: -

Development Industry
Akehurst Homes
Kingston Homes
Pentland Homes
Jenner Homes
Jenner Homes
Quinn Estates
Blackstone Homes
TG Designer Homes
Ward Homes
Murston Construction Ltd
McCarthy & Stone
Taylor Wimpey
Bovis Homes
Persimmon Homes
Kentish Homes Ltd

Other stakeholders contacted as part of the information gathering process includes the following together with locally active Registered Providers (RPs):

Other Stakeholders
Locate In Kent
Strutt & Parker
Fell Reynolds
Smith-Woolley & Perry
Browns Country Property
Martin & Co
Ward & Co
Angela Hirst Surveyors
Smiths Gore
Smiths Gore
Reeds Rains
Your Move
Champion & Co
Folkestone Harbour Company
Savills
Camland Developments
GVA
Gladman Group
Iceni Projects
Creative Foundation
Kent County Council
RPC Land & New Homes
C R Child & Partners

The response rate overall was limited. However, this is not unusual for this type of process in DSP's wide experience of undertaking CIL and other strategic level viability testing. There are a range of sensitivities and aspects involved, which were acknowledged by DSP throughout the process.

However, any information / comments that were provided as a result of this consultation helped to inform and check / support our assumptions and are noted within the 'Feedback Log' (below) and the report text.

Feedback Log

Market information collected from various local agents / developers operating in the Mid Devon area for residential and commercial sales / lettings (general market conditions and values) and, where possible, land values.

Note: Some information provided to DSP through the consultation process is sensitive and is therefore not displayed below. Any information related to land values has been included within the land data section.

Agent / Developer	Comments	Date
Respondent 1	Industrial values circa £4-5psf with a 10% yield; Office values circa £5 -12psf with a 9% yield; Retail values circa £30-65psf (Zone A) with between 6.5% - 12.5% yield. Respondent also included comments on other assumptions including land values (<i>noted below</i>)	18/06/2014
Respondent 2	Residential values – West End of Folkestone £236psf for a 4 bed detached house. Castle Hill Avenue, Folkestone £205psf for semi-detached and terrace houses. Respondent also included comments on other assumptions including land values (<i>noted below</i>)	10/06/2014
Respondent 3	Respondent provided general market commentary in relation to the Romney Marsh area including residential values indications of between £230 - £240psf. Respondent also included comments on other assumptions.	30/05/2014
Respondent 4	Residential values – Folkestone East circa £200psf for Terrace houses and £210psf for semi-detached houses. Folkestone West circa £225 –235psf for terrace and semi-detached houses and up to £120,000 for 2 bed flats. Hythe - £300 – 410psf for luxury flats with a sea view. Respondent also included comments on other assumptions including land values (<i>noted below</i>)	18/06/2014

Land indications – May / June 2014

Source: www.rightmove.co.uk and various other agents' websites

Address	Agent	Size (ha)	Price per ha / plot	Freehold Guide Price	Comments
Naildown Road, Seabrook	Fell Reynolds	287 sq. m	£250,000	£250,000	BUILDING PLOT - PP for single large detached property with sea views
Brady Road, Lyminge	Laing-Bennett Estates	375 sq. m	£150,000 / plot	£150,000	BUILDING PLOT - PP for 3 bed detached bungalow
West End of Folkestone	Smiths Gore	2.49	£2,410,000	£6,000,000	The outline planning consent is for 84 houses and 43 mainly 2 bedroom flats within 4 new apartment blocks including a block of 12 new apartments on the corner of Marten Road and Shorncliffe Road to replace the existing converted flats. The majority of houses indicated are family dwellings, with garages and parking spaces and all dwellings having at least 1:1 car parking ratio. The total scheme provides 241 spaces including garages. The PP also includes a 80-bed nursing home.
Park Farm Road	Smiths Gore	2.7	£1,850,000	£5,000,000	The outline planning consent is currently for 130 dwelling units comprising 53 x 4 bedroom semi-detached houses, 19 x 4 bedroom terraced houses with garage and a parking space, 50 x 3 bedroom terraced houses with a parking space, 6 x 2 bedroom apartments and 2 x 1 bedroom apartments, each with a parking space. Each individual house will benefit from private gardens to the rear and many will also have front gardens.

Address	Agent	Size (ha)	Price per ha / plot	Freehold Guide Price	Comments
Ceasers Way, Folkestone	Smith - Woolley & Perry	4.3	£465,000	£2,000,000	Mixed use development site with outline planning consent for: 77 residential dwellings - 39 two bedroom units - 38 three bedroom units 5142 sq m of industrial space 660 sq m of office space Subjection to a completed Section 106 agreement
Kingsnorth	Hobbs Parker	82.1	£15,225	£1,250,000	Commercial arable & pastureland
Dymchurch	iMove Estates			£579,950	All En-suite- 5 Bedroomed Property- 3 Receptions and large conservatory with Double Kitchen, large Garden 200ft by 150ft that includes a large pond, and Building Plot. Scope to be used simply as a home or income B&B. Possible planning permission for houses or more accommodation at rear of property. Current discussions with the local council have been positive for developing 3, two storey Town Houses which could be worth around £275,000 each with rental incomes reaching up to £750 a month.
Romney Marsh	BTF Partnership	43	£12,325	£530,000	Grazing / arable land
Radnor Park Road, Folkestone	Smith - Woolley & Perry	0.07	£32,000 / plot	£450,000	PP granted (now expired) for outline application for the erection of a three storey block of 10 flats for independent supported living, following demolition of the existing building. A revised proposal is due to be submitted for 14 flats.
Dover Road, Folkestone	Fell Reynolds		£31,000 / plot	£250,000	Planning was granted in 2005 (now expired) for the demolition of the existing structure and the

Address	Agent	Size (ha)	Price per ha / plot	Freehold Guide Price	Comments
					erection of a three storey purpose built block of eight 2 bed apartments.
New Romney	Hobbs Parker	0.25 / acre	£175,000 /plot	£175,000	Single building plot of about 0.25 of an acre having planning permission for a stylish 5 bedroom detached house with double garage.
Brady Road, Lyminge	Laing Bennett		£150,000 / plot	£150,000	Planning permission granted for a three bedroom detached bungalow with garden and driveway.

V.O.A. Property Market Report Land Indications

Source: www.voa.gov.uk, stakeholder consultation & site specific viability information

Residential Building Land – South East

NOTE: average figure taken from the January and July figures of each year

2007	2008	2009	2010	2011
£3,985,022	£3,681,055	£2,488,434	£2,303,815	£2,462,500

VOA Residential Development Land Survey July 2009			
Region	Small sites (less than 5 houses)	Bulk Land (in excess of 5 hectares)	Sites for flats or maisonettes
	£/Ha	£/Ha	£/Ha
South East	2,470,000	2,320,000	2,590,000
Folkestone	1,450,000	1,275,000	1,450,000

Residential Development Land at 1st January 2011		Suburban Land of 0.5 Hectares
Region	Location	£/Ha of Site Area
South East	Southampton	£1,700,000
	Reading	£2,750,000
	Oxford	£4,000,000
	Medway Towns	£1,400,000

Industrial Land

*average figure taken from the January and July figures of each year

Location	2007	2008	2009	2010	2011
South East Region	£1,481,000	£1,487,500	£1,289,000	£1,312,500	£1,223,750

VOA Residential Development Land Survey July 2009			
Region	From	To	Typical
	£/Ha	£/Ha	£/Ha
South East	2,470,000	2,320,000	2,590,000
<i>Eastbourne</i>	550,000	750,000	650,000
<i>Canterbury</i>	615,000	850,000	725,000
<i>Medway Towns</i>	800,000	950,000	850,000

Description	Notes and Price Analysis
Industrial Land (PMR 2011)	Range £0.85m/ha (Medway Towns quoted) to £1.9m/ha (Reading quoted). Other figures quoted: Oxford £1m/ha; Southampton £1.145m/ha.
Agricultural land value (in existing use) – dairy / arable / mixed – where relevant to greenfield land value enhancement basis only	Range £18,155 to £20,994/ha equipped land. Range £13,091 to £16,055/ha un-equipped land.

Stakeholder Comments and Site Specific Examples

- Evidence from site specifics that potential development land in the area is worth in the region of £300,000 per acre (£741,000 per ha).
- Sites subject to planning indicate 75% risk adjustment from consented sites.
- Sites allocated / potential for residential development indicate 59% risk adjustment from consented sites.

Above based on detailed analysis of comparables within a site specific report

Details from respondents:

- West end of Folkestone - Detached 4 bed houses – plot land value £100,000
- Castle Hill Avenue, Folkestone - Semi-detached & terraced houses – plot land value £70,000
- Folkestone - Private houses about £40K per plot (east) and £45K per plot (west)
- Hythe - £100k per luxury plot
- St Marys Bay/Lydd – virtually no market
- Flatted schemes – virtually no market

Extracts from Estates Gazette Interactive (EGi) on-line property data and marketing resource follows.



EGi Town Report Prepared

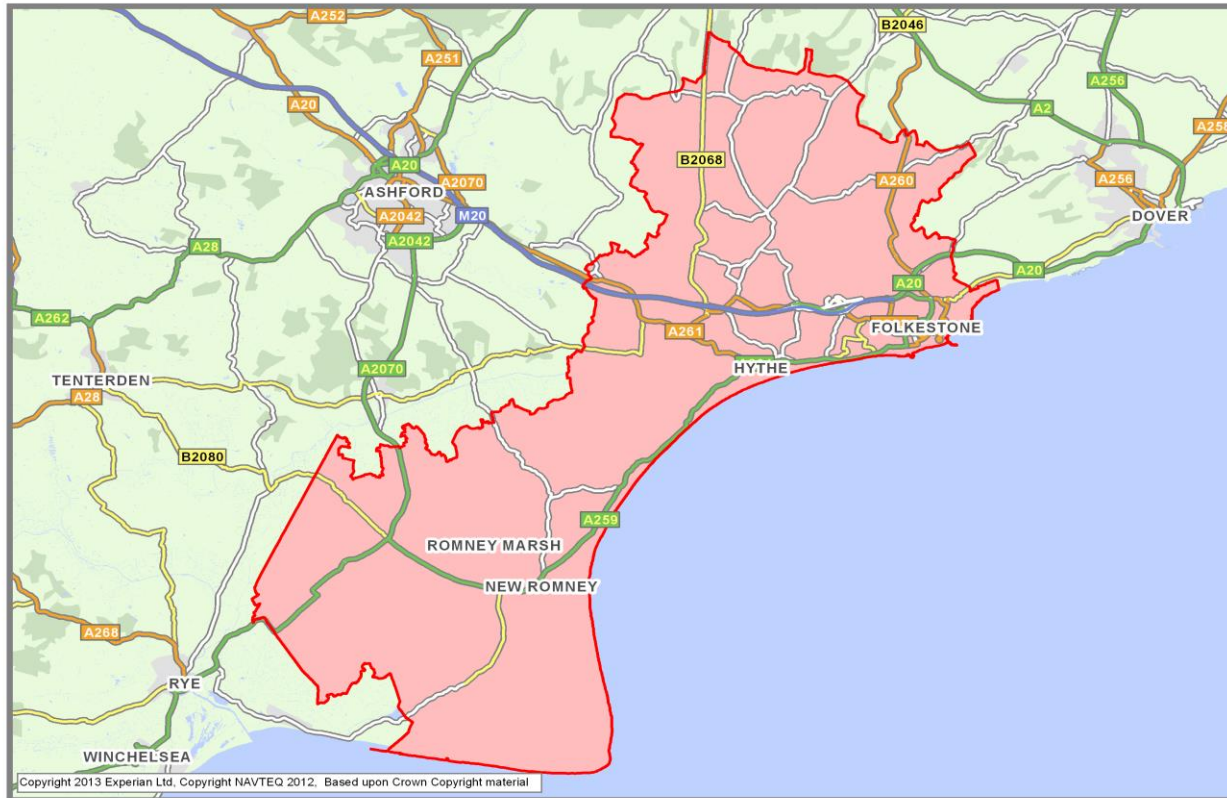
02 June 2014

Area: Shepway (2012 Districts and Council Areas)

Map of Area



Area: Shepway (2012 Districts and Council Areas)



Area: Shepway (2012 Districts and Council Areas)

[Distances From Centre of Report Area](#)

[2012 Mosaic UK Profile](#)

[2012 Mosaic UK Daytime Profile](#)

[2001 Census Population Profile](#)

[2001 Census Ethnic Group, Religion and Country of Birth Profiles](#)

[2001 Census Households Profile](#)

[2001 Census Economic Activity, Occupation, and Industry](#)

[2001 Census NS Socio Economic Profile](#)

[Unemployment Benefit Claimants](#)

[2012 Population Estimates](#)

[2022 Population Projections](#)

[2032 Population Projections](#)

[Residential Property Prices](#)

[Retail Requirement Profile](#)

[Retail Rents](#)

[Retail Profile](#)

[Key Retailer Profile](#)

[Definitions](#)

[Mosaic Data Sources](#)

Office

[Availability](#)

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[Planning Applications](#)

Retail

[Availability](#)

[Deals](#)

[Planning Applications](#)

[Shopping Centre Details](#)

Industrial

[Availability](#)

[Deals](#)

[Planning Applications](#)

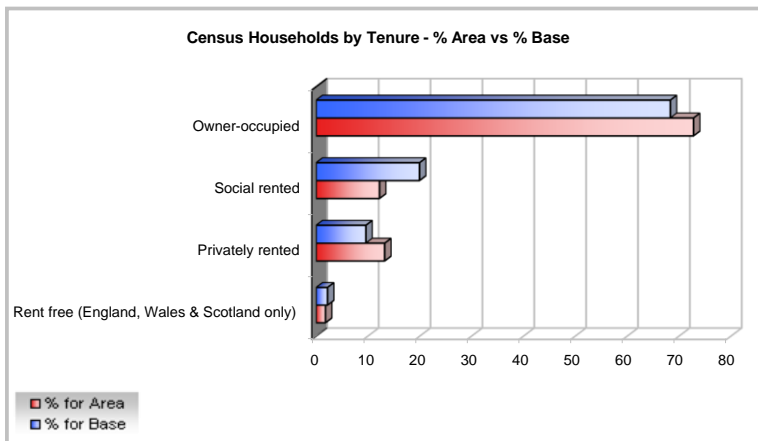
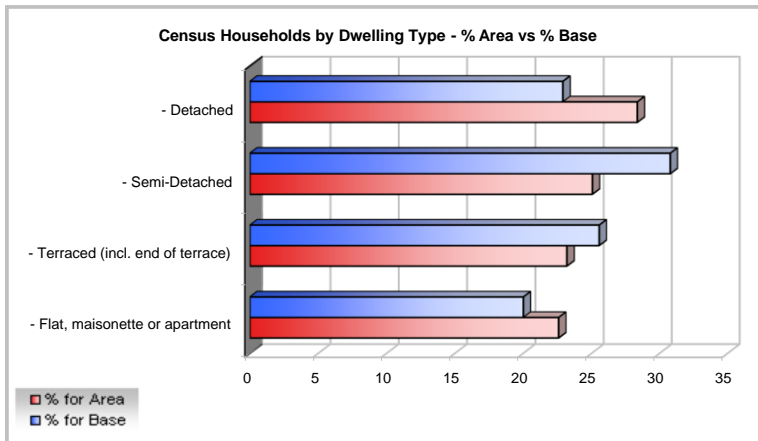
2001 Census Households Profile



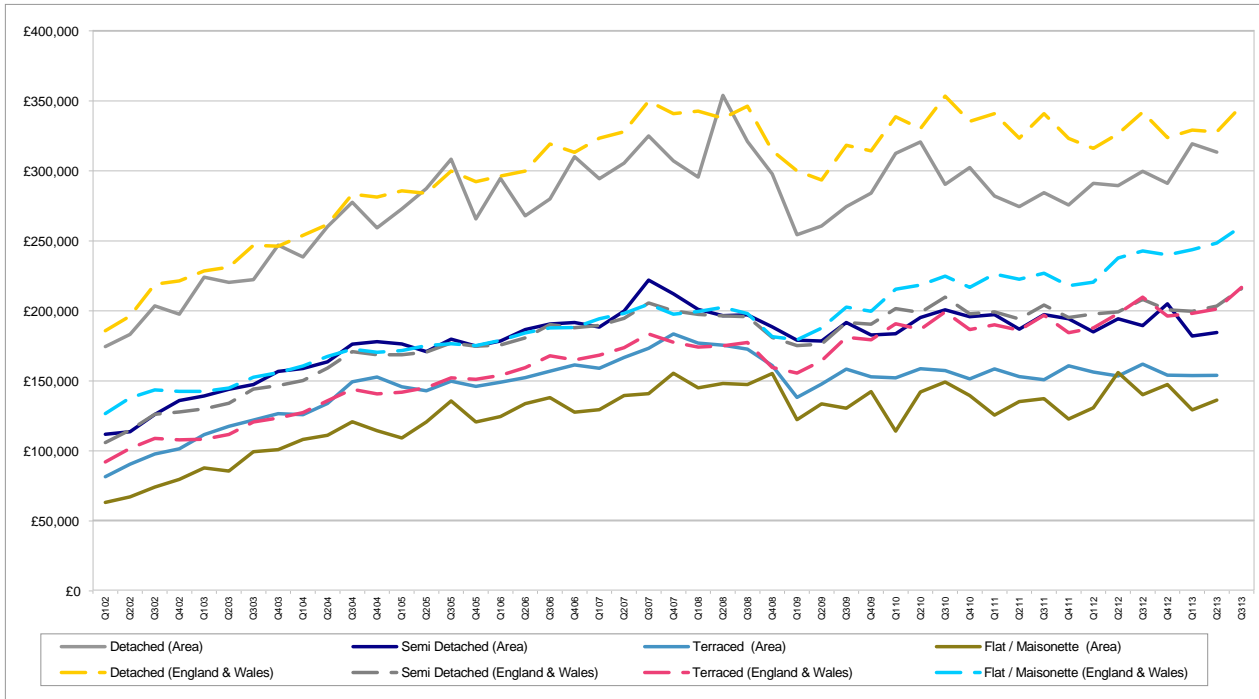
Area: Shepway (2012 Districts and Council Areas)
Base: Great Britain

	Data for area	Data as % for area	Data as % for base	Index av=100	0	100	200
Total Resident Population	96,238	100.0	100.0	100			
Total Households	41,142	100.0	100.0	100			
Dwelling Type	44,482	100.0	100.0	100			
All unshared accommodation	44,250	99.5	99.7	100			
- Detached	12,617	28.4	22.9	124			
- Semi-Detached	11,151	25.1	30.8	81			
- Terraced (incl. end of terrace)	10,322	23.2	25.6	91			
- Flat, maisonette or apartment	10,053	22.6	20.0	113			
In purpose built block	5,343	12.0	15.1	80			
In converted/shared building	3,827	8.6	3.8	225			
In commercial building	883	2.0	1.1	183			
- In caravan or other mobile or temporary structure	107	0.2	0.4	61			
Shared accommodation	232	0.5	0.3	163			
Tenure	41,142	100.0	100.0	100			
Owner-occupied	29,935	72.8	68.3	107			
Owned outright	14,354	34.9	28.9	121			
Owned with mortgage or loan	15,404	37.4	38.7	97			
Shared Ownership	177	0.4	0.6	67			
Social rented	5,028	12.2	19.9	61			
Rented from council	3,608	8.8	14.0	63			
Other social rented	1,420	3.5	5.9	58			
Privately rented	5,437	13.2	9.6	138			
Private landlord or letting agency	4,784	11.6	8.4	138			
Employer of household member	125	0.3	0.3	120			
Relative or friend of household member	389	0.9	0.6	154			
Other privately rented	139	0.3	0.3	116			
Rent free (England, Wales & Scotland only)	742	1.8	2.2	82			
Cars or vans in household	41,139	100.0	100.0	100			
No cars or vans	9,910	24.1	27.4	88			
1 car or van	18,716	45.5	43.8	104			
2 cars or vans	9,908	24.1	23.1	104			
3 cars or vans	2,049	5.0	4.4	114			
4 cars or vans or more	556	1.4	1.3	101			

Area: Shepway (2012 Districts and Council Areas)
 Base: Great Britain



Area: Shepway (2012 Districts and Council Areas)
Base: Great Britain



	Detached (Area)	Detached (England & Wales)	Semi Detached (Area)	Semi Detached (England & Wales)	Terraced (Area)	Terraced (England & Wales)	Flat / Maisonette (Area)	Flat / Maisonette (England & Wales)
Q102	£174,485	£185,800	£111,865	£105,954	£81,542	£92,107	£63,202	£126,638
Q202	£183,165	£196,366	£113,707	£114,841	£90,481	£101,860	£67,115	£137,877
Q302	£203,510	£219,026	£126,070	£126,199	£97,715	£108,918	£74,121	£143,494
Q402	£197,704	£221,392	£136,017	£127,742	£101,475	£107,957	£79,718	£142,553
Q103	£224,009	£228,465	£139,287	£130,060	£111,590	£108,295	£87,760	£142,440
Q203	£220,319	£231,193	£143,976	£133,991	£117,602	£111,775	£85,522	£144,824
Q303	£222,320	£246,781	£147,466	£144,120	£122,026	£120,667	£99,464	£152,551
Q403	£246,938	£246,266	£156,823	£146,628	£126,575	£123,521	£100,881	£155,821
Q104	£238,462	£253,913	£158,903	£150,221	£125,892	£127,290	£108,209	£160,592
Q204	£260,219	£261,723	£163,546	£159,115	£133,849	£135,889	£111,090	£167,404
Q304	£277,535	£283,351	£176,279	£170,862	£149,329	£143,924	£120,868	£172,681
Q404	£259,268	£281,271	£178,036	£168,679	£152,823	£140,687	£114,478	£170,501
Q105	£272,752	£285,708	£176,313	£168,719	£145,799	£141,868	£109,156	£171,690
Q205	£287,332	£283,925	£170,922	£170,607	£142,920	£145,173	£120,728	£175,201
Q305	£308,344	£299,864	£179,750	£177,092	£149,724	£152,123	£135,659	£176,466
Q405	£265,756	£292,316	£174,835	£174,760	£146,077	£151,121	£120,594	£175,124
Q106	£294,602	£296,283	£178,430	£175,632	£149,101	£153,977	£124,573	£178,983
Q206	£267,896	£299,927	£186,709	£180,666	£152,328	£159,488	£133,765	£184,309
Q306	£279,970	£319,224	£190,595	£190,234	£156,960	£167,958	£138,114	£187,865
Q406	£310,095	£313,167	£191,646	£187,990	£161,413	£164,896	£127,674	£188,113
Q107	£294,389	£323,409	£188,375	£189,661	£158,999	£168,339	£129,406	£194,290
Q207	£305,446	£327,900	£199,919	£194,653	£166,722	£173,725	£139,593	£198,245
Q307	£324,909	£349,737	£221,983	£205,721	£173,244	£183,528	£140,801	£204,742
Q407	£307,145	£340,903	£212,226	£200,002	£183,536	£177,559	£155,414	£197,629
Q108	£295,552	£342,620	£201,069	£197,543	£176,920	£174,189	£144,971	£199,594
Q208	£353,920	£337,615	£196,621	£196,424	£175,541	£175,101	£148,223	£202,543
Q308	£321,017	£346,215	£197,120	£195,912	£172,727	£177,475	£147,476	£198,048
Q408	£297,793	£314,477	£188,528	£181,012	£160,980	£159,614	£155,276	£181,649
Q109	£254,461	£299,936	£178,997	£175,142	£138,228	£155,559	£122,228	£179,350
Q209	£260,706	£293,449	£178,484	£176,237	£147,772	£164,414	£133,586	£187,748
Q309	£274,510	£318,334	£191,759	£191,721	£158,413	£181,078	£130,428	£202,700
Q409	£284,101	£314,217	£182,806	£190,558	£152,934	£179,289	£142,353	£199,769
Q110	£312,540	£338,689	£183,636	£201,652	£152,237	£190,840	£114,068	£215,516
Q210	£320,658	£330,162	£195,286	£198,886	£158,638	£186,795	£142,032	£218,462
Q310	£290,350	£353,399	£200,736	£209,840	£157,378	£199,311	£149,157	£224,764
Q410	£302,440	£335,398	£195,864	£197,916	£151,388	£186,689	£139,552	£216,741
Q111	£281,986	£340,929	£197,329	£199,242	£158,489	£190,030	£125,524	£226,280
Q211	£274,514	£323,306	£186,875	£194,172	£153,077	£186,250	£135,150	£222,587
Q311	£284,480	£340,841	£197,294	£204,202	£150,882	£196,830	£137,349	£226,830
Q411	£275,703	£323,155	£194,329	£195,196	£160,820	£184,358	£122,810	£217,951
Q112	£291,111	£316,035	£184,983	£197,732	£156,346	£187,806	£130,810	£220,582
Q212	£289,481	£326,478	£194,436	£199,272	£153,427	£198,073	£155,958	£237,742
Q312	£299,678	£341,846	£189,502	£208,145	£161,898	£209,867	£140,163	£242,776
Q412	£291,131	£323,791	£205,021	£200,824	£154,023	£196,261	£147,366	£239,922
Q113	£319,267	£329,188	£182,005	£199,665	£153,872	£198,153	£129,264	£243,652
Q213	£313,378	£327,772	£184,599	£203,442	£154,012	£201,360	£136,293	£248,471
Q313	£321,754	£346,571	£206,873	£215,893	£163,886	£216,757	£141,362	£260,440

The accuracy of the house price data source has improved. This improvement has now been applied to past quarters
*Please note that if prices are shown as '£0' no data is available for the corresponding centre. Data is not available for Scotland

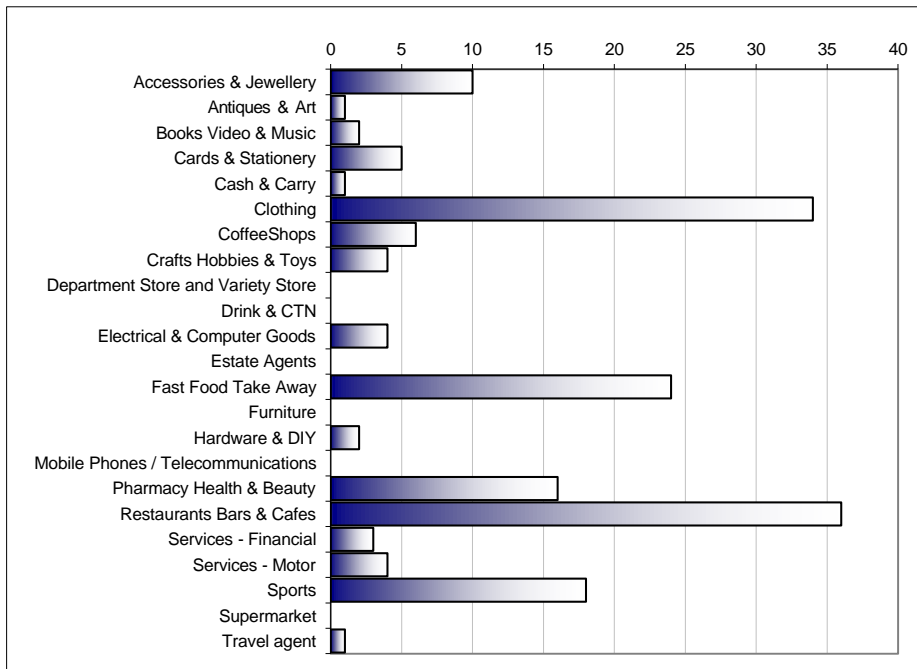
Retail Requirements Profile



Area: Shepway (2012 Districts and Council Areas)
Base: Great Britain

Information from EGi's Retail Requirements Service. Requirements relate to the centre name in Drivetime and Radius reports, however in Local Authority reports requirements are an accumulation of centres in the contour.

Retailer Type	Number of Requirements in this area
Accessories & Jewellery	10
Antiques & Art	1
Books Video & Music	2
Cards & Stationery	5
Cash & Carry	1
Clothing	34
CoffeeShops	6
Crafts Hobbies & Toys	4
Department Store and Variety Store	0
Drink & CTN	0
Electrical & Computer Goods	4
Estate Agents	0
Fast Food Take Away	24
Furniture	0
Hardware & DIY	2
Mobile Phones / Telecommunications	0
Pharmacy Health & Beauty	16
Restaurants Bars & Cafes	36
Services - Financial	3
Services - Motor	4
Sports	18
Supermarket	0
Travel agent	1



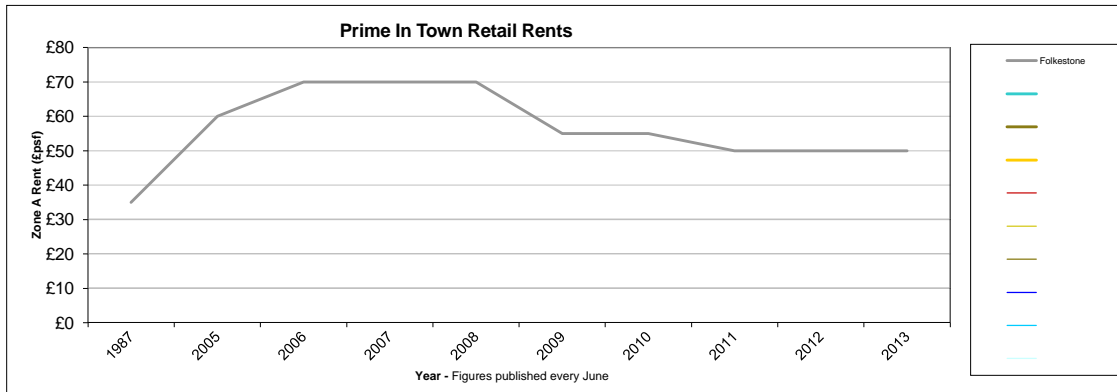
Retail Rents



Area: Shepway (2012 Districts and Council Areas)
Base: Great Britain



Colliers International has provided its estimated prime retail rents for key In Town locations throughout the UK.



Provided by Colliers International © - July 2013

The Colliers International In-Town rents database provides estimates of net effective prime Zone A rents for over 400 locations in Great Britain. The figures represent zone sizes appropriate for the location and are expressed in £ per sq ft.

For further information, please contact Mark Charlton, Head of Research and Forecasting, Colliers International - mark.charlton@colliers.com / +44 20 7487 1720.

*Please note that if rent values are shown as '£0' no data is available for the corresponding years. Only the top ten centres whose rents are highest in 2013 are graphed.

Town	Estimated Zone A Rents									
	1987	2005	2006	2007	2008	2009	2010	2011	2012	2013
Folkestone	£35	£60	£70	£70	£70	£55	£55	£50	£50	£50

Retail Profile



Area: Shepway (2012 Districts and Council Areas)
Base: Great Britain



© Retail Locations 2006
Contact Retail Locations
on 020 8559 1944
www.retaillocations.co.uk

A listing of the retailers in this catchment area, by type. Index figures over 100 suggest a greater than usual concentration of this type in this area.

Type of Store	Data for area	Data as % for area	Data for base	Data as % for base	Index av=100
Accessories & Jewellery	5	2%	2,902	2%	114
Antiques & Art	0	0%	807	1%	0
Books Video & Music	2	1%	960	1%	138
Cards & Stationery	2	1%	1,809	1%	73
Cash & Carry	1	0%	438	0%	151
Clothing	20	10%	21,786	16%	61
CoffeeShops	4	2%	3,153	2%	84
Crafts Hobbies & Toys	0	0%	1,077	1%	0
Department Store and Variety Store	9	4%	4,874	4%	122
Drink & CTN	3	1%	2,855	2%	70
Electrical & Computer Goods	6	3%	3,216	2%	124
Estate Agents	10	5%	3,778	3%	176
Fast Food Take Away	14	7%	7,013	5%	132
Furniture	2	1%	1,225	1%	108
Hardware & DIY	19	9%	5,859	4%	215
Mobile Phones / Telecommunications	6	3%	3,440	2%	116
Pharmacy Health & Beauty	26	13%	13,664	10%	126
Restaurants Bars & Cafes	23	11%	18,711	14%	82
Services - Financial	19	9%	12,840	9%	98
Services - Motor	17	8%	13,457	10%	84
Sports	1	0%	1,748	1%	38
Supermarket	15	7%	9,314	7%	107
Travel agent	4	2%	2,989	2%	89

Key Retail Profile



Area: Shepway (2012 Districts and Council Areas)
Base: Great Britain



© Retail Locations 2006
Contact Retail Locations
on 020 8559 1944
www.retaillocations.co.uk

A listing of key UK retailers and their presence or requirements in this catchment area.
Requirements relate to the centre name in Drivetime and Radius reports, however in Local Authority reports requirements are an accumulation of centres in the contour.

Retailer	Count of branches in this area	Requirements
Argos	1	0
Boots	2	0
Carphone Warehouse	1	1
Claire's	1	0
Clarks	1	1
Costa Coffee	1	1
Domino's Pizza	1	-
Greggs	0	0
Holland & Barrett	1	1
KFC	4	1
Marks & Spencer	0	-
McDonald's	2	1
Monsoon Accessorize	0	0
New Look	1	0
Next	1	-
Phones 4U	1	0
Pizza Express	0	0
Primark	1	-
Sainsbury's	4	1
Starbucks	2	1
Subway	3	3
Superdrug	1	1
Tesco	6	0
Waterstone's	1	-
WH Smith	3	0

*Please note that if values are '-' then no requirement data is available

Office Availability



Powered by



PropertyLink

Area: Shepway (2012 Districts and Council Areas)

Base: Great Britain

Data provided by EGPropertyLink - all live availability records are listed. The 20 most recent on the market are displayed, click on the filter arrows to view more. Use the listed URL to view more details of these properties.

Date	Postcode	Address	Type	Agents	Floorspace	Rental	Asking Price	URL
01/10/2013	CT19 4DP	330330 Cheriton Road Folkestone CT19 4DP	For Sale, Under Offer	Caxtons Commercial Ltd				http://www.egi.co.uk/Research/AvailabilityDetails.aspx?hdnSelectedDLList=3478445
14/09/2013	CT20 1JU	The Workshop32-40 Tontine Street Folkestone CT20 1JU	To Let	Caxtons Commercial Ltd	64 - 687 sq m			http://www.egi.co.uk/Research/AvailabilityDetails.aspx?hdnSelectedDLList=3480112
27/04/2012	CT20 1AU	Bouverie Place Shopping Centre Kent Folkestone CT20 1AU	To Let	Savills				http://www.egi.co.uk/Research/AvailabilityDetails.aspx?hdnSelectedDLList=3404789

Office Deals Listing



Area: Shepway (2012 Districts and Council Areas)
Base: Great Britain

The 20 most recent deals for this area and sector are displayed below, click on the arrows on the date heading to show all the deals.

Date	Postcode	Address	Type	Lessee/ Purchaser	Total Space	Price	Rental PSM	Yield (%)
01/04/2014	CT21 4HE	Shrine Barn, Sandling Road, Hythe, Kent, CT21 4HE	Lease	N/A	20,4385 Net sq m	N/A	£149.73	N/A
15/02/2014	CT20 2AF	87 Sandgate Road, Folkestone, Kent, CT20 2AF	Sale	Purchaser: Private Client	136.195 Net sq m	N/A	N/A	N/A
16/01/2014	CT19 4DP	330 Cheriton Road, Folkestone, Kent, CT19 4DP	Sale	N/A	99,6841 Net sq m	£75000	N/A	N/A
15/01/2014	TN25 6DH	Yew Tree Studios, The Barn, Stone Street, Ashford, Kent, TN25 6DH	Lease	N/A	15.3289 Net sq m	N/A	£117.44	N/A
15/12/2013	CT4 6AQ	The Nook, Bossingham Road, Canterbury, Kent, CT4 6AQ	Lease	N/A	29.9145 Net sq m	N/A	£143.59	N/A
10/05/2013	CT18 8HP	10-12 Station Road, Folkestone, Kent, CT18 8HP	Sale	N/A	219.714 Net sq m	£190000	N/A	N/A
15/12/2012	CT20 3BY	Offices At, Sandgate High Street, Folkestone, Kent, CT20 3BY	Lease	Lessee: Private individual(s)	122.631 Net sq m	N/A	£67.28	N/A
01/11/2012	CT19 4EZ	Nickolls Builders Ltd, Cheriton High Street, Folkestone, Kent, CT19 4EZ	Lease	N/A	54.2549 Net sq m	N/A	£129.38	N/A
18/09/2012	CT15 7SH	Swingfield House, Canterbury Road, Dover, Kent, CT15 7SH	Sale	N/A	289.948 Net sq m	£340000	N/A	N/A
10/09/2012	CT21 5AL	74a High Street, Hythe, Kent, CT21 5AL	Lease	N/A	89.0933 Net sq m	N/A	£50.48	N/A
31/08/2011	CT20 1DP	Albion House, 22 Sandgate Road, Folkestone, Kent, CT20 1DP	Lease	Lessee: Creative Foundation (The)	200.762 Net sq m	N/A	N/A	N/A
17/02/2011	CT21 5NT	17 Mount Street, Hythe, Kent, CT21 5NT	Sale	Purchaser: Private individual(s)	50.2601 Net sq m	£195000	N/A	N/A
31/01/2011	CT20 1NA	93 Harbour Way, Folkestone, Kent, CT20 1NA	Sale	Purchaser: Private individual(s)	50.4459 Net sq m	£115000	N/A	N/A
31/03/2010	CT21 4LR	Lympne Distribution Park, The Gatehouse, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	Lease	Lessee: Private individual(s)	113.062 Net sq m	N/A	£66.31	N/A
15/12/2008	CT21 6HJ	142 Dymchurch Road, Hythe, Kent, CT21 6HJ	Lease	N/A	26.8488 Net sq m	N/A	£116.21	N/A
30/09/2008	CT21 4LR	Lympne Distribution Park, The Gatehouse, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	Lease	N/A	113.062 Net sq m	N/A	£75.18	N/A
15/06/2008	CT19 4QS	Cheriton Parc, Cheriton High Street, Folkestone, Kent, CT19 4QS	Sale	Purchaser: Saga Group Limited	2310.48 Net sq m	£3120000	N/A	N/A
15/01/2008	CT20 2RX	1-3 Bouverie Road West, Folkestone, Kent, CT20 2RX	Lease	N/A	33.4448 Net sq m	N/A	£77.74	N/A
01/09/2007	CT19 5DS	Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	Lease	Lessee: Family Matters Fostering Limited	128.019 Net sq m	N/A	£78.15	N/A

15/11/2005 CT20 1RH	4/5 George Lane, Folkestone, Kent, CT20 1RH	Lease	N/A	157 Net sq m	N/A	£65.34	N/A
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Area: Shepway (2012 Districts and Council Areas)

Base: Great Britain

Planning applications for this use type in this area. The most recent 20 are displayed, use the filter arrows to display more.

Address	Status	Application Date	Permission Date	Subsector	Proposed Size	Units	Planning Authority
Site At, Haven Drive, Folkestone, Kent, CT18 7PB	App	09/04/2014		Residential (C3), Residential (C3), Business (B1a)	N/A	N/A	Shepway District Council
35 Dymchurch Road, Hythe, Kent, CT21 6JE	PPG	31/01/2013	28/03/2013	Retail (A2), Business (B1a)	N/A	N/A	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutRef	18/01/2013		Retail (A1), Retail (A3), Retail (A5), Business (B1a)	N/A	Gross sq m	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutApp	18/01/2013		Retail (A1), Retail (A3), Retail (A5), Business (B1a)	N/A	Gross sq m	Shepway District Council
Site At, Caesars Way, Folkestone, Kent, CT19 4AL	OutApp	14/01/2013		Business (B1a), Industrial (B1/2/8), Residential (C3), Residential (C3)	660	Gross sq m	Shepway District Council
The Link Park, Lypne Industrial Estate, Hythe, Kent, CT21 4LR	PPG	28/09/2012	15/11/2012	Industrial (B2), Business (B1a)	N/A	N/A	Shepway District Council
6 West Cliff Gardens, Folkestone, Kent, CT20 1SP	PPG	04/09/2012	30/10/2012	Business (B1a), Industrial (B8), Business (B1b)	N/A	N/A	Shepway District Council
Tin Tabernacle, Portland Road, Hythe, Kent, CT21 6FL	PPG	07/08/2012	02/10/2012	Business (B1a), Non-resi Institutional (D1)	N/A	N/A	Shepway District Council
Selsted Farm Yard, Canterbury Road, Dover, Kent, CT15 7HL	PPG	23/03/2012	22/06/2012	Business (B1a)	N/A	N/A	Shepway District Council
Lydd Camp, Tournay Road, Romney Marsh, Kent, TN29 9JD	OutPPG	10/11/2011	09/02/2012	Business (B1a), Non-resi Institutional (D1), Residential Institutional (C2)	N/A	N/A	Shepway District Council
Sir John Moore Barracks, Military Road, Folkestone, Kent, CT20 3BG	OutPPG	10/11/2011	08/02/2012	Business (B1a), Residential Institutional (C2)	2295	Gross sq m	Shepway District Council
The Dovecot Barn, Stowing Court Road, Ashford, Kent, TN25 6BB	PPG	04/04/2011	12/05/2011	Business (B1a), Industrial (B8)	N/A	N/A	Shepway District Council
Holiday Extras, Ashford Road, Hythe, Kent, CT21 4JF	PPG	17/12/2010	11/03/2011	Business (B1a)	1415	Gross sq m	Shepway District Council
Site At, Haven Drive, Folkestone, Kent, CT18 7PB	OutPPG	02/08/2010	22/12/2011	Business (B1a), Industrial (B8), Residential Institutional (C2)	5960	Gross sq m	Shepway District Council
Stonegate Farmers, Stone Street, Canterbury, Kent, CT4 6DA	App	22/07/2010		Industrial (B8), Business (B1a)	705	Gross sq m	Shepway District Council
Land At, Tournay Road, Romney Marsh, Kent, TN29 9JD	App	20/05/2010		Business (B1a)	624	Gross sq m	Shepway District Council
Land Adjoining Cheriton Parc Hotel, Cheriton High Street, Folkestone, Kent, CT19 4QN	PPG	20/05/2010	19/08/2010	Business (B1a)	1650	Gross sq m	Shepway District Council
Holiday Extras, Ashford Road, Hythe, Kent, CT21 4JF	App	03/12/2007		Business (B1a)	1415	Gross sq m	Shepway District Council
Marsh Farm, Ashford Road, Romney Marsh, Kent, TN29 0AJ	App	20/11/2006		Business (B1a), Industrial (B8)	N/A	N/A	Shepway District Council
45-49 Tontine Street, Folkestone, Kent, CT20 1JT	App	03/11/2006		Assembly & Leisure (D2), Retail (A3), Business (B1a)	N/A	N/A	Shepway District Council

Retail Availability



Area: Shepway (2012 Districts and Council Areas)
Base: Great Britain

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 EG PropertyLink

Data provided by EGPropertyLink - all live availability records are listed. The 20 most recent on the market are displayed, click on the filter arrows to view more. Use the listed URL to view more details of these properties.

Date	Postcode	Address	Type	Agents	Floorspace	Rental	Asking Price	URL
23/10/2013	CT21 5JL	139 High Street Hythe CT21 5JL	Under Offer	Caxtons Commercial Ltd				http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3349785
09/10/2013	CT21 5JJ	121 High Street Hythe CT21 5JJ	To Let	Caxtons Commercial Ltd				http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3471611
23/05/2013	CT20 2BE	94Sandgate Road Folkestone CT20 2BE	To Let	London & Cambridge Properties Ltd (LCP)				http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3462951
03/10/2012	CT20 1EB		To Let	Panther (Vat) Properties Ltd				http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3420862

Retail Deals Listing



Area: Shepway (2012 Districts and Council Areas)
Base: Great Britain

The 20 most recent deals for this area and sector are displayed below, click on the arrows on the date heading to show all the deals.

Date	Postcode	Address	Type	Lessee/ Purchaser	Total Space	Price (£)	Zone A Rent	Yield (%)
17/03/2014	CT20 2BL	133 Sandgate Road, Folkestone, Kent, CT20 2BL	Lease	Lessee: Private individual(s)	224 Net sq m	N/A	£11000	N/A
03/03/2014	CT21 5AJ	65 High Street, Hythe, Kent, CT21 5AJ	Sale	N/A	191.75 Net sq m	N/A	N/A	N/A
01/03/2014	CT21 5LE	100 High Street, Hythe, Kent, CT21 5LE	Lease	N/A	84.5634 Net sq m	N/A	£13000	N/A
15/01/2014	TN28 8AH	45 High Street, New Romney, Kent, TN28 8AH	Sale	Purchaser: Private individual(s)	116.592 Net sq m	£115000	N/A	N/A
14/10/2013	CT20 1DP	32 Sandgate Road, Folkestone, Kent, CT20 1DP	Lease	Lessee: CEX Limited	192.029 Net sq m	N/A	£30000	N/A
01/10/2013	CT20 2AA	74 Sandgate Road, Folkestone, Kent, CT20 2AA	Lease	N/A	108.789 Net sq m	N/A	£19750	N/A
12/09/2013	TN28 8UF	The Plough Inn, Dymchurch Road, New Romney, Kent, TN28 8UF	Sale	N/A	N/A	£300000	N/A	N/A
11/09/2013	CT20 1RR	Rileys Snooker And Pool Hall, West Terrace, Folkestone, Kent, CT20 1RR	Lease	N/A	1021.92 Net sq m	N/A	£35000	N/A
15/08/2013	CT19 4DX	372a Cheriton Road, Folkestone, Kent, CT19 4DX	Lease	N/A	67.2612 Net sq m	N/A	£13500	N/A
16/07/2013	TN25 6EQ	Former Hair Salon, Main Road, Ashford, Kent, TN25 6EQ	Lease	N/A	85.2843 Net sq m	N/A	£4500	N/A
15/06/2013	CT20 1DZ	26 Guildhall Street, Folkestone, Kent, CT20 1DZ	Lease	N/A	127.462 Net sq m	N/A	£10500	N/A
14/06/2013	CT19 4HE	85 Cheriton High Street, Folkestone, Kent, CT19 4HE	Lease	Lessee: Private individual(s)	52.6756 Net sq m	N/A	£5600	N/A
24/04/2013	CT19 5NX	Black Bull, Canterbury Road, Folkestone, Kent, CT19 5NX	Sale	Purchaser: Greene King	3760 Net sq m	£600000	N/A	N/A
01/04/2013	TN29 9TZ	Former Little Chef, Straight Lane, Romney Marsh, Kent, TN29 9TZ	N/A	N/A	179.208 Net sq m	N/A	N/A	N/A
05/02/2013	TN29 0NL	68-70 High Street, Romney Marsh, Kent, TN29 0NL	Sale	Purchaser: City Of London Restaurant	N/A	£185000	N/A	N/A
30/01/2013	CT21 4BL	Stop Services, 24 Stanford Intersection, Hythe, Kent, CT21 4BL	Lease	N/A	48.3092 Net sq m	N/A	£21500	N/A
07/01/2013	CT21 5AD	Hfc, 57 High Street, Hythe, Kent, CT21 5AD	Lease	N/A	37.2538 Net sq m	N/A	£9500	N/A
01/01/2013	CT20 2BW	126 Sandgate Road, Folkestone, Kent, CT20 2BW	Lease	Lessee: Private	112.319 Net sq m	N/A	£13433	N/A
15/11/2012	CT20 2BB	Silver Lining, 1 Cheriton Place, Folkestone, Kent, CT20 2BB	Lease	N/A	39.2977 Net sq m	N/A	£6750	N/A
01/10/2012	CT21 6PH	28 Martello Drive, Hythe, Kent, CT21 6PH	Lease	N/A	116.128 Net sq m	N/A	£14000	N/A

Planning Applications - Retail



Area: Shepway (2012 Districts and Council Areas)

Base: Great Britain

Planning applications for this use type in this area. The most recent 20 are displayed, use the filter arrows to display more.

Address	Status	Application Date	Permission Date	Subsector	Proposed Size	Units	Planning Authority
Land Adjoining, 2 Bradstone Avenue, Folkestone, Kent, CT19 5AG	App	28/02/2014		Retail (A1), Non-resi Institutional (D1)	107	Gross sq m	Shepway District Council
Land To The North Hawkinge Community Centre, Heron Forstal Avenue, Folkestone, Kent, CT18 7FP	App	11/02/2014		Retail (A1)	610	Gross sq m	Shepway District Council
94 Sandgate Road, Folkestone, Kent, CT20 2BE	PPG	31/01/2014	28/03/2014	Retail (A2)	98	Gross sq m	Shepway District Council
Land Adjacent The Surgery, Main Road, Ashford, Kent, TN25 6DA	Screen	05/12/2013		Residential (C3), Non-resi Institutional (D1), Non-resi Institutional (D1), Retail (A3), Retail (A1), Retail (A5)	100	Gross sq m	Shepway District Council
156A High Street, Hythe, Kent, CT21 5JU	PPG	01/08/2013	26/09/2013	Retail (A2)	N/A	N/A	Shepway District Council
4 Majestic Parade, Sandgate Road, Folkestone, Kent, CT20 2BZ	PPG	16/05/2013	20/06/2013	Retail (A2)	56	Gross sq m	Shepway District Council
Lympne Place, Aldington Road, Hythe, Kent, CT21 4PB	OutRef	08/05/2013		Residential (C3), Residential (C3), Residential (C3), Retail (A1), Retail (A3), Non-resi Institutional (D1)	100	Gross sq m	Shepway District Council
Site At, Haven Drive, Folkestone, Kent, CT18 7PB	PPG	13/02/2013	20/06/2013	Residential (C3), Retail (A1/2/3/4/5)	N/A	N/A	Shepway District Council
35 Dymchurch Road, Hythe, Kent, CT21 6JE	PPG	31/01/2013	28/03/2013	Retail (A2), Business (B1a)	N/A	N/A	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutRef	18/01/2013		Retail (A1), Retail (A3), Retail (A5), Business (B1a)	10684	Gross sq m	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutRef	18/01/2013		Retail (A1), Retail (A3), Retail (A5), Business (B1a)	189	Gross sq m	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutRef	18/01/2013		Retail (A1), Retail (A3), Retail (A5), Business (B1a)	10684	Gross sq m	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutRef	18/01/2013		Retail (A1), Retail (A3), Retail (A5), Business (B1a)	189	Gross sq m	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutApp	18/01/2013		Retail (A1), Retail (A3), Retail (A5), Business (B1a)	10684	Gross sq m	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutApp	18/01/2013		Retail (A1), Retail (A3), Retail (A5), Business (B1a)	189	Gross sq m	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutApp	18/01/2013		Retail (A1), Retail (A3), Retail (A5), Business (B1a)	10684	Gross sq m	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutApp	18/01/2013		Retail (A1), Retail (A3), Retail (A5), Business (B1a)	189	Gross sq m	Shepway District Council
Land Adjacent, 47 Linksway, Folkestone, Kent, CT19 5LW	PPG	22/11/2012	21/02/2013	Retail (A1)	2654	Gross sq m	Shepway District Council
Folkestone Harbour, Harbour Approach Road, Folkestone, Kent, CT20 1QH	OutApp	01/10/2012		Retail (A1/2/3/4/5), Residential (C3)	10000	Gross sq m	Shepway District Council
Land Adjoining, 38 Cheriton High Street, Folkestone, Kent, CT19 4ET	PPG	28/03/2012	23/05/2012	Retail (A1), Retail (A2), Industrial (B8)	N/A	N/A	Shepway District Council

Shopping Centre Details



Area: Shepway (2012 Districts and Council Areas)
Base: Great Britain

02/06/2014

Details from EGi's Shopping Centre Research. The Shopping Centre Research database contains information on purpose-built retail schemes - shopping centre, retail park, factory outlet, or shopping park. The database focuses on schemes of in excess of 50.

Address	Opening Date	Total Size (sq m)	Opening Hours	Anchor Tenants	Owner(s)
Bouverie Place, Sandgate Road, Folkestone, Kent, CT20 1DP	26/11/2007	18580.5	Mon-Sat 9:00-18:00, Sun 10:00-16:00	ASDA,Bhs,New Look,Next	Bride Hall Developments Limited

Industrial Availability



Area: Shepway (2012 Districts and Council Areas)
Base: Great Britain

Powered by



Data provided by EGPropertyLink - all live availability records are listed. The 20 most recent on the market are displayed, click on the filter arrows to view more. Use the listed URL to view more details of these properties.

Date	Postcode	Address	Type	Agents	Floorspace	Rental	Asking Price	URL
04/09/2013	CT21 4LR	Unit WLympne Industrial Estate Lympne Ashford CT21 4LR	For Sale, Under Offer	Caxtons Commercial Ltd				http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3436328
17/07/2013	CT21 4LR	Enterprise WayLink Park Lympne CT21 4LR	For Sale, To Let	Caxtons Commercial Ltd				http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3332545

Industrial Deals Listing



Area: Shepway (2012 Districts and Council Areas)

Base: Great Britain

The 20 most recent deals for this area and sector are displayed below, click on the arrows on the date heading to show all the deals.

Date	Postcode	Address	Type	Lessee/ Purchaser	Total Space	Price (£)	Rental PSM	Yield (%)
01/04/2014	CT21 4LR	Lympne Distribution Park, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	Lease	N/A	85.0056 Net sq m	N/A	£52.96	N/A
01/04/2014	CT21 4LR	Lympne Distribution Park, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	Lease	N/A	103.307 Net sq m	N/A	£63.08	N/A
01/04/2014	CT19 5SU	Park Farm Industrial Estate, Barnfield Road, Folkestone, Kent, CT19 5SU	Lease	N/A	466.184 Net sq m	N/A	£60.06	N/A
15/03/2014	CT21 4LR	Lympne Industrial Estate, Otterpool Lane, Hythe, Kent, CT21 4LR	Lease	N/A	87.6068 Net sq m	N/A	£51.34	N/A
01/03/2014	CT19 5SU	Park Farm Industrial Estate, Barnfield Road, Folkestone, Kent, CT19 5SU	Sale	N/A	1558.44 Net sq m	£725000	N/A	N/A
15/12/2013	CT21 4LR	Lympne Industrial Estate, Otterpool Lane, Hythe, Kent, CT21 4LR	Lease	N/A	455.5 Net sq m	N/A	£42.84	N/A
14/12/2013	CT21 4LR	Lympne Industrial Estate, Otterpool Lane, Hythe, Kent, CT21 4LR	Lease	N/A	672.612 Net sq m	N/A	£43.16	N/A
25/11/2013	CT21 4NN	Warehouse Unit, Lower Wall Road, Hythe, Kent, CT21 4NN	Sale	N/A	513.471 Net sq m	£150000	N/A	N/A
29/08/2013	CT21 4LR	Lympne Distribution Park, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	Lease	N/A	449.926 Net sq m	N/A	£38.75	N/A
01/07/2013	CT19 6PQ	Bowles Well Gardens Industrial Estate, Bowles Well Gardens, Folkestone, Kent, CT19 6PQ	Lease	N/A	342.624 Net sq m	N/A	£43.06	N/A
15/04/2013	TN28 8XU	Mountfield Industrial Estate, Learoyd Road, New Romney, Kent, TN28 8XU	Sale	N/A	124.117 Net sq m	£70000	N/A	N/A
11/01/2013	TN28 8XU	Mountfield Industrial Estate, Learoyd Road, New Romney, Kent, TN28 8XU	Lease	N/A	45.4292 Net sq m	N/A	£74.06	N/A
08/01/2013	TN28 8LJ	Cinque Ports Road, New Romney, Kent, TN28 8LJ	Sale	N/A	124.117 Net sq m	£72500	N/A	N/A
18/12/2012	CT19 6PQ	Channel Trade Estate, Bowles Well Gardens, Folkestone, Kent, CT19 6PQ	Lease	N/A	165.738 Net sq m	N/A	N/A	N/A
17/12/2012	CT20 3UJ	Shorncliffe Industrial Estate, 13 Ross Way, Folkestone, Kent, CT20 3UJ	Lease	N/A	452.155 Net sq m	N/A	£39.83	N/A

13/09/2012	CT20 1LF	46 Charlotte Street, Folkestone, Kent, CT20 1LF	Sale	Purchaser: J J Devlin Esq	352 Net sq m	£110000	N/A	N/A
10/09/2012	CT21 4LR	Lympne Distribution Park, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	Lease	Lessee: Cuisine Frozen Foods Limited	565.868 Net sq m	N/A	£61.89	N/A
30/08/2012	CT21 4LR	Lympne Distribution Park, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	Lease	N/A	84.3553 Net sq m	N/A	£50.48	N/A
30/04/2012	CT20 3UH	Shornecliffe Industrial Estate, Westbourne House, North Close, Folkestone, Kent, CT20 3UH	Lease	Lessee: Church & Dwight UK Limited	2055 Net sq m	N/A	£45.75	N/A
15/03/2012	CT20 3UH	Shornecliffe Industrial Estate, Huntsfield, North Close, Folkestone, Kent, CT20 3UH	Lease	N/A	1003.72 Net sq m	N/A	£43.81	N/A

Planning Applications - Industrial



Area: Shepway (2012 Districts and Council Areas)

Base: Great Britain

Planning applications for this use type in this area. The most recent 20 are displayed, use the filter arrows to display more.

Address	Status	Application Date	Permission Date	Subsector	Proposed Size	Units	Planning Authority
Postling Lodge, Farthing Common, Folkestone, Kent, CT18 8DQ	PPG	07/05/2013	03/09/2013	Industrial (B8)	N/A	N/A	Shepway District Council
Sycamore Farm, Millbank Lane, Romney Marsh, Kent, TN29 9SY	App	18/03/2013		Industrial (B1/2/8)	600	Gross sq m	Shepway District Council
Site At, Caesars Way, Folkestone, Kent, CT19 4AL	OutApp	14/01/2013		Business (B1a), Industrial (B1/2/8), Residential (C3), Residential (C3)	16325	Gross sq m	Shepway District Council
The Link Park, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	PPG	28/09/2012	15/11/2012	Industrial (B2), Business (B1a)	N/A	N/A	Shepway District Council
6 West Cliff Gardens, Folkestone, Kent, CT20 1SP	PPG	04/09/2012	30/10/2012	Business (B1a), Industrial (B8), Business (B1b)	N/A	N/A	Shepway District Council
Sycamore Farm, Millbank Lane, Romney Marsh, Kent, TN29 9SY	PPG	07/06/2012	15/01/2013	Business (B1c), Industrial (B2), Industrial (B8)	N/A	N/A	Shepway District Council
Land Adjoining, 38 Cheriton High Street, Folkestone, Kent, CT19 4ET	PPG	28/03/2012	23/05/2012	Retail (A1), Retail (A2), Industrial (B8)	N/A	N/A	Shepway District Council
Tram Road Filling Station, Tram Road, Folkestone, Kent, CT20 1TE	PPG	24/01/2012	20/03/2012	Business (B1c), Industrial (B2), Business (B1c)	N/A	N/A	Shepway District Council
Lympne Industrial Estate, Otterpool Lane, Hythe, Kent, CT21 4LR	Ref	18/11/2011		Industrial (B2), General	742	Gross sq m	Shepway District Council
The Dovecot Barn, Stowling Court Road, Ashford, Kent, TN25 6BB	PPG	04/04/2011	12/05/2011	Business (B1a), Industrial (B8)	N/A	N/A	Shepway District Council
Griggs Of Hythe The Fishermans Landing Beach, Range Road, Hythe, Kent, CT21 6HG	PPG	01/04/2011	07/06/2011	Residential (C3), Residential (C3), Retail (A1), Industrial (B8)	178	Gross sq m	Shepway District Council
Land South West Of, Shearway Business Park, Pent Road, Folkestone, Kent, CT19 4RJ	PPG	05/11/2010	20/01/2011	Industrial (B8)	1373	Gross sq m	Shepway District Council
Mountfield Industrial Estate, Mountfield Road, New Romney, Kent, TN28 8LH	PPG	05/08/2010	05/11/2010	Industrial (B1/2/8)	4500	Gross sq m	Shepway District Council
Site At, Haven Drive, Folkestone, Kent, CT18 7PB	OutPPG	02/08/2010	22/12/2011	Business (B1a), Industrial (B8), Residential Institutional (C2)	5800	Gross sq m	Shepway District Council

Stonegate Farmers, Stone Street, Canterbury, Kent, CT4 6DA	App	22/07/2010	Industrial (B8), Business (B1a)	4995	Gross sq m	Shepway District Council
Airport Cafe, Main Road, Ashford, Kent, TN25 6DA	App	28/10/2009	Business (B1c), Industrial (B8), General	N/A	N/A	Shepway District Council
The Link Park, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	OutApp	02/03/2009	Industrial (B1/2/8)	90668	Gross sq m	Shepway District Council
Land Forming Part Of Plot B5, Shearway Business Park, Pent Road, Folkestone, Kent, CT19 4RJ	App	28/08/2007	Industrial (B1/2/8)	750	Gross sq m	Shepway District Council
Land South West Of, Shearway Business Park, Pent Road, Folkestone, Kent, CT19 4RJ	App	02/01/2007	Industrial (B1/2/8)	24	Units	Shepway District Council
Marsh Farm, Ashford Road, Romney Marsh, Kent, TN29 0AJ	App	20/11/2006	Business (B1a), Industrial (B8)	N/A	N/A	Shepway District Council

Appendix IV
Glossary

SHEPWAY DISTRICT COUNCIL

LOCAL PLAN AND COMMUNITY INFRASTRUCTURE LEVY VIABILITY STUDY – Appendix IV - GLOSSARY

GLOSSARY OF TERMS

This glossary attempts to define some of the more commonly used terms within viability studies carried out by DSP. It is not an exhaustive list and in most cases, the report itself explains any acronyms and provides definitions. Note – since the introduction of the National Planning Policy Framework in March 2012, all previous Planning Policy Statements have been replaced by the NPPF. References have been included within this Glossary for information purposes only.

A

Abnormal Development Costs - Costs that are not allowed for specifically within normal development costs. These can include costs associated with unusual ground conditions, contamination, etc.

Affordable Housing - The National Planning Policy Framework defines affordable housing as:

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

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

Affordable rented housing is let by local authorities or private registered providers of social housing to households who are eligible for social rented housing. Affordable

Rent is subject to rent controls that require a rent of no more than 80% of the local market rent (including service charges, where applicable).

Intermediate housing is homes for sale and rent provided at a cost above social rent, but below market levels subject to the criteria in the Affordable Housing definition above. These can include shared equity (shared ownership and equity loans), other low cost homes for sale and intermediate rent, but not affordable rented housing.

Affordable Rented housing – See definition above.

B

Base Build Costs - for construction only (excluding fees, contingencies and extras) as explained in the study.

BH/BF - preceded by a number – abbreviations used to indicate how many bedrooms a dwelling has - (-bed house / -bed flat).

BREEAM - the Building Research Establishment Environmental Assessment Methodology which assesses the sustainability credentials of industrial, commercial and institutional buildings.

Building Cost Information Services (BCIS) - A subscriber service of RICS to facilitate the exchange of detailed building construction costs. The service is available from an independent body to those of any discipline who are willing and able to contribute and receive data on a reciprocal basis.

C

Capital value - The value of a building or land as distinct from its rental value.

Cash flow - The movement of money by way of income, expenditure and capital receipts and payments during the course of a development.

Cascade Mechanism/Principle - A Cascade is a mechanism which enables the form and/or quantum of affordable housing provision to be varied according to the availability of grant funding, thus ensuring that at least a base level of need-related

accommodation is provided without compromising overall scheme viability. The approach aids delivery of both the market and affordable tenures by providing adaptability where needed, thus avoiding the need to renegotiate Section 106 agreements with the time delays and cost issues that process brings.

Charging Authority – is the Local Planning Authority as defined by section 37 of the Planning and Compulsory Purchase Act 2004 for England.

Charging schedule – sets out the rates of CIL which will apply in the authority's area. This involves consultation and independent examination.

Code for Sustainable Homes ('CfSH', 'CSH' or 'Code') - CLG is proposing to gradually tighten building regulations to increase the energy efficiency of new homes and thus reduce their carbon impact. In parallel with these changes to the building regulations, the CfSH has been introduced as a tool to encourage house builders to create more sustainable dwellings, and to inform buyers/occupiers about the green credentials of new housing. CfSH compliance, to levels over those generally operated in the market, is also compulsory for all public (HCA) funded affordable housing development. The Code is intended to provide a route map, signalling the direction of change towards low carbon sustainable homes that will become mandatory under the building regulations. The Code, again in parallel with building regulations and other initiatives, also covers a wider range of sustainability requirements – beyond lower carbon.

Community Infrastructure Levy - A levy allowing local authorities to raise funds from owners or developers of land undertaking new building projects in their area. Charging authorities must express CIL rates as pounds per square metre (£/sq. m.), as CIL will be levied on the gross internal floorspace of the net additional liable development. The published rate(s) within an authority's charging schedule will enable liable parties to anticipate their expected CIL liability.

Commuted Sum - See "Payment in lieu" below.

Core Strategy - The key *Development Plan Document* ('DPD') through which a local authority sets out its strategic planning approach for its area. Accompanied by other DPDs, usually dealing with aspects such as site allocations or regeneration areas, and

in some cases covering particular topics such as affordable housing (see below for other definitions). See also Local Plan.

Current Use Value - Market Value on the special assumption reflecting the current use of the property only and disregarding any prospect of development other than for continuation/expansion of the current use

D

Density ('Indicative Density') - Represents the intensity of use of a site by way of how many dwellings (or in some cases other measures such as habitable rooms) are provided on it. Usually described by reference to 'dwellings per hectare' (DPH).

Development Appraisal - A financial appraisal of a development to calculate either: (i) the residual site value (deducting all development costs, including an allowance for the developer's profit/return, from the scheme's total capital value); or (ii) the residual development profit/return (deducting all development costs, including the site value/cost, from the scheme's total capital value). The appraisal(s) would normally look to determine an approximate *Residual Land Value* (RLV). Assuming a developer has already reached the initial conclusion that, in principle, a site is likely to be suitable and viable for development, an appraisal is then carried out to fine tune scheme feasibility and discover what sum they can afford to pay for the site. This would normally be subject to a range of caveats and clauses based on circumstances unknown to the developer at the time of making an offer. As an example, an offer could be subject to the granting of planning permission or subject to no abnormal conditions existing, etc.

Development Cost - This is the cost associated with the development of a scheme and includes acquisition costs, site-specific related costs, build costs, fees and expenses, interest and financing costs.

Development Plan ('Plan') - This includes adopted Local Plans, neighbourhood plans and the London Plan, and is defined in section 38 of the Planning and Compulsory Purchase Act 2004. (Regional strategies have now been abolished by Order using powers taken in the Localism Act).

Development Plan Document (DPD) - Spatial planning documents that are subject to independent examination, and together with any relevant regional plans, inform the planning policies for a local authority. They include a Core Strategy and also often cover site-specific allocations of land, area action plans and generic development control policies. See also Development Plan.

Developer's Profit - The developer's reward for risk taken in pursuing and running the project, required to secure project funding. This is the gross profit, before tax. It will usually cover an element of overheads, but varies. The profit element used in these appraisals is profit expressed as a percentage of Gross Development Value (the most commonly expressed way) although developers will sometimes use other methods, for example profit on cost.

Development Viability (or 'Viability') - The viability of the development - meaning its health in financial terms. A viable development would normally be one which proceeds (or at least there is no financial reason for it not to proceed) – it would show the correct relationship between GDV (see below) and Development Cost. There would be a sufficient gap between the GDV and Development Cost to support a sufficient return (developer's profit) for the risk taken by the developer in pursuing the scheme (and possibly in this connection to support funding requirements), and a sufficiently attractive land value for the landowner. An un-viable scheme is one where a poor relationship exists between GDV and Development Cost, so that insufficient profit rewards and/or land value can be generated.

E

Existing Use Value (EUUV) - is the estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller, in an arm's-length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion, assuming the buyer is granted vacant possession of all parts of the property required by the business and disregarding potential alternative uses and any other characteristics of the property that would cause its Market value to differ from that needed to replace the remaining service potential at least cost (see also Current Use Value and Market Value).

Edge of centre - For retail purposes, a location that is well connected and up to 300 metres of the primary shopping area. For all other main town centre uses, a location within 300 metres of a town centre boundary. For office development, this includes locations outside the town centre but within 500 metres of a public transport interchange. In determining whether a site falls within the definition of edge of centre, account should be taken of local circumstances.

F

Finance - Costs associated with financing the development cost. Varying views are taken on the length of the relevant construction projects as to how long these costs need to be carried for on each occasion.

Financial Contribution - see "Payment in lieu".

G

Gross external area (GEA) - The aggregate superficial area of a building taking each floor into account. As per the RICS Code of Measuring Practice this includes: external walls and projections, columns, piers, chimney breasts, stairwells and lift wells, tank and plant rooms, fuel stores whether or not above main roof level (except for Scotland, where for rating purposes these are excluded); and open-side covered areas and enclosed car parking areas; but excludes; open balconies; open fire escapes, open covered ways or minor canopies; open vehicle parking areas, terraces, etc.; domestic outside WCs and coalhouses. In calculating GEA, party walls are measured to their centre line, while areas with a headroom of less than 1.5m are excluded and quoted separately.

Gross Internal Area (GIA) - Broadly speaking GIA is the whole enclosed area of a building within the external walls taking each floor into account and excluding the thickness of the external walls. GIA will include: Areas occupied by internal walls (whether structural or not) and partitions; service accommodation such as WCs, showers, changing rooms and the like; columns, piers, whether free standing or projecting inwards from an external wall, chimney breasts, lift wells, stairwells etc; lift rooms, plant rooms, tank rooms, fuel stores, whether or not above roof level; open-sided covered areas.

Gross Development Value (GDV) - The amount the developer ultimately receives on completion or sale of the scheme whether through open market sales alone or a combination of those and the receipt from a Registered Provider for completed affordable housing units - before all costs are subtracted.

H

Homes and Communities Agency (HCA) - The Government's Agency charged with delivering the affordable housing (investment) programme ('AHP') and the vehicle through which public funds in the form of Social Housing Grant ('SHG') are allocated, where available and where the HCA's investment criteria are met, for affordable housing development.

Hope value - Any element of open Market Value of a property in excess of the current use value, reflecting the prospect of some more valuable future use or development. It takes account of the uncertain nature or extent of such prospects, including the time which would elapse before one could expect planning permission to be obtained or any relevant constraints overcome, so as to enable the more valuable use to be implemented.

Housing Standards Review - The technical housing standards review was launched in October 2012 following the housing and construction Red Tape Challenge, which was introduced in spring 2012. It was a fundamental review of the building regulations framework and voluntary housing standards which aimed to rationalise the large number of codes, standards, rules, regulations and guidance that add unnecessary cost and complexity to the house building process. The review was made up of 2 closely related groups who are working in parallel.

I

Infrastructure - The full range of transport networks, utilities, services and facilities that are needed to create sustainable neighbourhoods and support new development. It includes physical items such as roads and social infrastructure such as schools and healthcare centres.

Intermediate Affordable Housing - See 'Affordable Housing'

J

K

L

Land Costs - Costs associated with securing the land and bringing it forward – activities which precede the construction phase, and, therefore, costs which are usually borne for a longer period than the construction phase (a lead in period). They include financing the land acquisition and associated costs such as land surveys, planning application and sometimes infrastructure costs, land acquisition expenses and stamp duty land tax.

Land Residual as a percentage (%) of GDV - The amount left for land purchase expressed as a percentage of the Gross Development Value. A common guideline used in the development industry. Readers may be familiar with the rule of thumb that upwards of approximately one third of development value is comprised of land value. In practice this has always varied, but with increasing burdens on land value from a range of planning infrastructure requirements (including affordable housing) traditional views on where land values lie are having to be revised.

Local Development Framework (LDF) - A non-statutory term used to describe a folder of documents, which includes all the local planning authority's local development documents. An LDF is comprised of:

- Development Plan Documents (which form part of the statutory development plan).
- Supplementary Planning Documents.

The local development framework will also comprise:

- The Statement of Community Involvement ('SCI').
- The Local Development Scheme ('LDS').
- The Annual Monitoring Report ('AMR').
- Any Local Development Orders or Simplified Planning Zones that may have been added.

Local Plan - The plan for the future development of the local area, drawn up by the local planning authority in consultation with the community. In law this is described

as the development plan documents adopted under the Planning and Compulsory Purchase Act 2004. Current core strategies or other planning policies, which under the regulations would be considered to be development plan documents, form part of the Local Plan. The term includes old policies which have been saved under the 2004 Act.

Local Planning Authority - The public authority whose duty it is to carry out specific planning functions for a particular area. Local planning authorities include district councils, London borough councils, county councils, Broads Authority, National Park Authorities and the Greater London Authority.

M

Market Value ('MV') – is the estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller in an arm's-length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion.

N

National Planning Policy Framework (NPPF) - The National Planning Policy Framework sets out the Government's planning policies for England and how these are expected to be applied. It sets out the Government's requirements for the planning system only to the extent that it is relevant, proportionate and necessary to do so. It provides a framework within which local people and their accountable councils can produce their own distinctive local and neighbourhood plans, which reflect the needs and priorities of their communities.

National Planning Practice Guidance (NPPG or PPG) - supporting document to the NPPF that refreshes and updates the raft of previous Planning Practice Guidance.

Net internal area (NIA) - The usable space within a building measured to the internal finish of structural, external or party walls, but excluding toilets, lift and plant rooms, stairs and lift wells, common entrance halls, lobbies and corridors, internal structural walls and columns and car parking areas.

O

*Open Market Value ('OMV') or now more frequently the term Market Value ('MV' – see 'M') – is the estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller in an arm's-length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion. The usual measure of value in this study context. Used here to build up the development scheme's *GDV* and also to distinguish between this level of value and the lower level of receipt usually associated with the affordable dwellings (see *Developer Payment*).*

Out of centre - A location which is not in or on the edge of a centre but not necessarily outside the urban area.

Out of town - A location out of centre that is outside the existing urban area.

P

Payment in lieu - A financial payment made by a developer or landowners instead of providing the planning-led affordable housing requirement on the site of the market (private sale) housing scheme (see also "*Commuted Sum/Financial Contribution*").

Payment Table - This is normally referred to where a local authority prescribes or guides as to the levels of receipt the developer will get for selling completed affordable housing units of set types and sizes to a Housing Association. In this context it normally relates to an approach which assumes nil grant and is based on what the Housing Association can afford to pay through finance raised (mortgage funded) against the rental or shared ownership income flow. See also *Developer Payment*. It is sometimes used in a looser context, for example in the setting out of financial contribution levels for payments in lieu of on-site affordable housing provision.

Percentage (%) Reduction in Residual Land Value (RLV) - The percentage by which the residual land value falls as a result of the impacts from the range of affordable housing policy options. This is expressed as the fall in residual land value compared to a site that previously required zero affordable housing or a site that was required to provide affordable housing previously, but at a lower percentage.

Planning obligations - A legally enforceable obligation entered into under section 106 of the Town and Country Planning Act 1990 to mitigate the impacts of a development proposal.

Planning-led Affordable Housing - Affordable housing required on new market (private sale) housing developments of certain types (which are set locally – see “Threshold” and “Proportion” below) as set out by the National Planning Policy Framework (NPPF).

Planning Policy Statement 3: Housing (‘PPS3’) – Now obsolete national statement of the Government’s planning policy on Housing – including the planning-led affordable housing we consider here.

Previously developed land - Land which is or was occupied by a permanent structure, including the curtilage of the developed land (although it should not be assumed that the whole of the curtilage should be developed) and any associated fixed surface infrastructure. This excludes: land that is or has been occupied by agricultural or forestry buildings; land that has been developed for minerals extraction or waste disposal by landfill purposes where provision for restoration has been made through development control procedures; land in built-up areas such as private residential gardens, parks, recreation grounds and allotments; and land that was previously-developed but where the remains of the permanent structure or fixed surface structure have blended into the landscape in the process of time.

Q

R

Rateable value - The figure upon which the uniform business rate is charged.

Recycled Capital Grant (‘RCG’) - An internal fund within the accounts of a Registered Provider used to recycle SHG in accordance with Homes and Communities Agency policies and procedures.

Renewable Energy/Renewal Energy Measures - Measures which are required for developments to ensure that a proportion (often expressed as a % target) of total

energy needs of the scheme are supplied through renewable sources (for example solar, wind, ground heat, biomass, etc) rather than through conventional energy supply means. Usually in the context of viability studies we are referring to small scale *on-site* measures or equipment that will supply a proportion of the development's needs. Increasingly, there are also moves to investigate the potential for larger developments or groups of developments to benefit from similar principles but through group/combined/communal schemes usually involving significant plant installations.

Rental value - The income that can be derived under a lease or tenancy for use of land or a building.

Residual Valuation - The process by which *Residual Land Value ('RLV')* is estimated. So called because it starts with the *GDV* at the top of the calculation and deducts all *Development Costs* and *Developer's Profit* so as to indicate the amount left remaining (hence "residual") for land purchase – including land value.

Residual Land Value (RLV) - The amount left for land purchase once all development, finance, land costs and profit have been deducted from the *GDV*, normally expressed in monetary terms (£). This acknowledges the sum subtracted for affordable housing and other planning obligations where applicable. It is relevant to calculate land value in this way as land value is a direct result of what *scheme type* specifically can be created on a site, the issues that have to be dealt with to create it and costs associated with those.

Registered Provider (RP) - This legal definition has replaced the previously recognised term of Registered Social Landlord (RSL) and incorporates most Housing Associations. However the new definition explicitly allows both profit and non-profit making social housing providers to be registered (with the Tenant Services Agency).

Regional Spatial Plan ('RSS') - The spatial plan for a region, promoted and managed by the relevant regional assembly, and in the case of London – the Mayor's 'London Plan'. It comprises higher level guidance which sub-regional and local authority level planning needs to take account of as a part of delivering strategic objectives for an area. See also Development Plan.

S

Saved Policies - former *development plan* policies whose life has been extended pending the replacement plan being in place. A formal direction is required in order for policies to be saved.

Scheme Type - The scheme (development project) types modelled in the appraisals consist of either entirely flatted or housing schemes or schemes with a mix of houses and flats. They are notional, rather than actual, scheme types consistent with the strategic overview the study needs to make.

Section 106 ('S106') - (of the Town and Country Planning Act 1990). The legally binding planning agreement which runs with the interest in the land and requires the landowner (noting that ultimately the developer usually becomes the landowner) through covenants to agree to meet the various planning obligations once they implement the planning permission to which the *S106 agreement* relates. It usually sets out the principal affordable housing obligations, and is the usual tool by which planning-led affordable housing is secured by the Local Planning Authority. Section 106 of this Act refers to “agreements regulating development or use of land”. These agreements often cover a range of planning obligations as well as affordable housing. There is a related type of agreement borne out of the same requirements and legislation – whereby a developer unilaterally offers a similar set of obligations, often in appeal or similar set of circumstances where a quick route to confirming a commitment to a set of obligations may be needed (a *Unilateral Undertaking* – a term not used in this study).

Shared Ownership - Shared ownership is an intermediate form of Affordable Housing and provides a way of buying a stake in a property where the purchaser cannot afford to buy it outright. They have sole occupancy rights.

Shared ownership properties are usually offered for sale by Registered Providers. The purchaser buys a share of a property and pays rent to the RP for the remainder. The monthly outgoings will include repayments on any mortgage taken out, plus rent on the part of the property retained by the housing association. Later, as the purchaser's financial circumstances change, they may be able to increase their share until they own the whole property (see '*stair-casing*' below). See also Affordable Housing.

Sliding Scale - Refers in this context to a set of affordable housing policies which require a lower *proportion* of affordable housing on the smallest sites, increasing with site size – to provide a graduated approach.

Special Protection Areas - Areas which have been identified as being of international importance for the breeding, feeding, wintering or the migration of rare and vulnerable species of birds found within European Union countries. They are European designated sites, classified under the Birds Directive.

Social Rented Housing – see ‘Affordable Housing’

Stair-casing Receipt - Payment an RP receives when a shared ownership leaseholder (shared owner) acquires additional equity (a further share of the freehold) in a dwelling.

Supplementary Planning Document (SPD) - Provides supplementary information in respect of the policies in Development Plan Documents, and their more detailed application. These do not form part of the development plan and are not subject to independent examination.

I

Tenure/Tenure Type – the mode of occupation of a property – normally used in the context of varying *affordable housing* tenure types – in essence includes buying part or whole, and renting; although there are now many tenure models and variations which also include elements of buying and renting.

Tenure Mix - The tenure types of affordable housing provided on a site – refers to the balance between, for example, affordable rented accommodation and shared ownership or other *Intermediate* tenure.

Threshold - Affordable housing threshold i.e. the point (development scheme and/or site size) at which the local authority determines that affordable housing provision should be sought, or in this study context the potential points at which the local authority wishes to test viability with a view to considering and selecting future policy or policy options.

U

V

Valuation Office Agency (VOA) - The Valuation Office Agency (VOA) is an executive agency of HM Revenue & Customs (HMRC). Their main functions are to compile and maintain the business rating and council tax valuation lists for England and Wales; value property in England, Wales and Scotland for the purposes of taxes administered by the HM Revenue & Customs; provide statutory and non-statutory property valuation services in England, Wales and Scotland; give policy advice to Ministers on property valuation matters. The VOA publishes twice-yearly Property Market Reports that include data on residential and commercial property, and land values.

Value Level(s) - DSP usually carry out sensitivity testing based on a range of new build property values which represent typically found prices for ordinary new developments in the area at the time of the study research.

Viability - See *Development Viability*.

W

X

Y

Yield – In this study context, as applied to different commercial elements of a scheme (i.e. office, retail, etc.). Essentially indicates the percentage (%) of the capital value of the property represented by one year's rental income – i.e. the rental (investment) return. In this study context a lower yield (lower %) assumption generally represents a greater envisaged strength of lease (occupier) covenant and greater certainty / lower risk over the security of the rental income (security or stability of the development / property type investment, therefore). Related to this, in turn a lower yield % produces a higher rental capitalisation (a higher multiplier, or Years Purchase – 'YP' – applied to the annual rent). The converse applies as the yield % increases (a higher yield assumption means a lower multiplier applied to the annual rent).

Z