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# **St Albans District Council Local Plan Viability Study**

## **Strategic Site Testing: East Hemel Hempstead (South)**

Prepared for  
St Albans City and District Council

September 2024



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# 1 Introduction

St Albans City and District Local Plan 2041 Publication Draft 2024 ('LPPD') sets out a planning framework for the City and District, identifying how much and what type of development is needed and where it should or should not be accommodated. To support the delivery of housing and employment growth over the plan period St Albans City and District Council ('the Council') has identified a number of Strategic Development Sites ('Strategic Sites'). Given the importance of these Strategic Sites to the local growth strategy the Council has instructed BNP Paribas Real Estate to consider their viability in detail.

The National Planning Practice Guidance on Viability 2024 ('NPPG') identifies at paragraph 003 that:

*"Assessing the viability of plans does not require individual testing of every site or assurance that individual sites are viable. Plan makers can use site typologies to determine viability at the plan making stage".* However, it goes on to identify that *"in some circumstances more detailed assessment may be necessary for particular areas or key sites on which the delivery of the plan relies"*. This is reiterated in paragraph 005 which sets out that, *"it is important to consider the specific circumstances of strategic sites. Plan makers can undertake site specific viability assessment for sites that are critical to delivering the strategic priorities of the plan."*

Accordingly this report outlines the results of the additional high level viability testing undertaken on the East Hemel Hempstead (South) strategic development site as allocated in the LPPD as site H4.

This report should be read in conjunction with the St Albans Local Plan Viability Study ('LPVS') report dated September 2024, in which we tested the ability of a range of development types throughout the City and District to support the planning policy requirements of the emerging LPPD other key local policies and guidance as well as national policies.

We have prepared this report with the particular purpose of testing the cumulative impact of the Council's emerging requirements on the identified strategic development site H4 including affordable housing, on-site Section 106 obligations and on-site infrastructure measures. This approach is in line with the requirements of the National Planning Policy Framework 2023 ('NPPF'), the NPPG, the RICS Guidance Note 'Assessing viability in Planning under the National Planning Policy Framework for England (2021)' and the Local Housing Delivery Group guidance 'Viability Testing Emerging Local Plans: Advice for planning practitioners' (June 2012).

This report is structured as follows:

- **Section 2** identifies the details of the strategic site that has been tested;
- **Section 3** details the methodology adopted in this assessment and the inputs to our appraisals;
- **Section 4** outlines the results of our appraisals and considers the implications for the Council's LPPD policies; and
- **Section 5** sets out our conclusions and recommendations.

## 2 Details of strategic site

The Council has provided information on the development envisaged at East Hemel Hempstead (South) as set out in the development requirements of Policy LG1 (a-s) - East Hemel Hempstead (South) Broad Location in the LPPD. Table 2.1 sets out these assumptions including; the gross and net site areas, the number of residential units and the quantum of non-residential floorspace. Further details of the scheme appraised are set out at **Appendix 1**.

**Table 2.1 Details of proposed strategic development at East Hemel Hempstead (South)**

Appraisal Input	Site Specifications
<b>Site Size</b> Gross Net	98 Ha 59 Ha
<b>Number of residential units</b> (Density circa 40 units per Ha)	2,400
Estimated Self Build units @ 3% of total units	72
<b>Specialist housing</b>	
<b>Care Home (beds)</b>	2 x 80 units
<b>Extra care / flexicare (units)</b>	3 x 80 units
<b>Other – special needs supported living</b>	9
<b>Local Centre</b> (assumed to be 0.6sq m NIA provided for each house)	1,440 square metres
<b>Health provision</b>	573 sq/m (to be provided at East Hemel Hempstead North)
<b>Travellers' Pitches</b>	15

## 3 Development appraisals

### 3.1 Methodology

Our methodology follows standard development appraisal conventions and the standard methodology set out in the NPPG. It is also consistent with the methodology adopted in the LPVS. This study utilises the residual land value ('RLV') method of calculating the value of the indicative development on the East Hemel Hempstead (South) strategic site. This method is used by developers when determining how much to bid for land and involves calculating the value of the completed scheme and deducting development costs (construction, fees, finance, sustainability requirements and CIL) and developer's profit. The residual amount is the sum left after these costs have been deducted from the value of the development, and guides a developer in determining an appropriate offer price for the site.

We have used *Argus Developer* ("Argus") to undertake the high level appraisal of the indicative development on the East Hemel Hempstead (South) strategic site. Argus is a commercially available development appraisal package in widespread use throughout the development industry. It has been accepted by a number of local planning authorities for the purpose of viability assessments and has also been accepted at planning appeals. Banks also consider Argus to be a reliable tool for secured lending valuations. Further details can be accessed at [www.argussoftware.com](http://www.argussoftware.com)

Argus is essentially a cash-flow model. Such models all work on a similar basis:

- Firstly, the value of the completed development is assessed.
- Secondly, the development costs are calculated, including either the profit margin required or land costs. In our appraisals we include profit as a development cost.

As identified above, the difference between the total development value and total costs equates to the RLV. The model is normally set up to run over a development period from the date of the commencement of the project until the project completion, when the development has been constructed and is occupied.

The cash-flow approach allows the finance charges to be accurately calculated over the development period. This approach can accommodate more complex arrangements where a number of different uses are provided or development is phased.

In order to assess whether a development scheme can be regarded as being economically viable, with a given level of planning obligations, it is necessary to compare the RLV that is produced with a benchmark land value ('BLV'). If a development generates a RLV that is higher than the BLV it can be regarded as being economically viable and therefore capable of providing a greater quantum of obligations. However, if a development generates a RLV that is lower than the BLV, it should be deemed economically unviable and the quantum of planning obligations would need to be reduced until viability is achieved.

### 3.2 Appraisal inputs

Our assumptions adopted for the development appraisals of the indicative development on the site are set out in the following section.

#### 3.2.1 Unit mix

Following discussions with the Council we have adopted the unit mixes as summarised in Tables 3.2.1.1 and 3.2.1.2 based on the mix adopted for Typology 14 in the LPVS on the basis that this is a reasonable assumption to test in a viability assessment. However, this does not preclude other unit mixes if these meet identified housing need at the time a scheme is brought forward.

The sizes of units that we have adopted in the study have been informed by and accord with the minimum gross internal floor areas set out in the former DCLG (now the Ministry of Housing

Communities and Local Government) 'Technical Housing standards nationally described space standard' published in March 2015.

**Table 3.2.1.1: Market Housing Unit Mix**

Unit type	2 Bed/4P House	3 Bed/5P House	4 Bed/7P House
Unit size <sup>1</sup>	79 sq/m	93 sq/m	115 sq/m
% tested in Scheme	25%	45%	30%

**Table 3.2.1.2: Affordable Housing Unit Mix**

Unit type	2 Bed/4P House	3 Bed/5P House	4 Bed/7P House	5 Bed/7P House
Unit size <sup>2</sup>	79 sq/m	93 sq/m	115 sq/m	125 sq/m
% tested in Scheme	28%	37%	25%	10%

### 3.2.2 Market Housing Residential Sales Values

We have adopted an average private/market residential sales value of £6,135 per sq/m (£570 per sq/ft) in our appraisal. This corresponds with the sales values adopted LPVS in the Zone of Influence (ZOI), which we based on research using sources including the Land Registry online database, Rightmove online database, our understanding of viability of live schemes in the District and discussions with active local agents.

### 3.2.3 Affordable housing

The LPPD indicates that the Council will require schemes capable of providing 10 or more units to provide 40% affordable housing with a tenure mix of 30% Social Rent, 30% Affordable Rent, 15% Shared Ownership and 25% First Homes.

Target rents are determined by Ministry for Housing Communities and Local Government's ("MHCLG") 'Rent Restructuring Framework' introduced into the registered provider sector in 2002. Under this framework, RPs are required to calculate a target rent for each property based on relative property values and relative local earnings, together with a bedroom weighting.

The weekly Social Rent for an individual property is calculated as follows:

- 70% of the average rent for the RP sector multiplied by relative county earnings multiplied by the bedroom weighting; plus
- 30% of the average rent for the RP sector multiplied by the relative property value (using January 1999 values as a common base date).

Consequently, our appraisals assume that the Social Rented Housing is let at Social Rents summarised in Table 3.2.3.1.

**Table 3.2.3.1: Social Housing Rents (Per Week)**

Value Area	Houses		
	2 bed	3 bed	4 bed
Zone of Influence	£132.63	£150.48	£175.15

<sup>1</sup> In line with the Government's "Technical housing standards nationally described space standard" published in March 2015.

<sup>2</sup> In line with the Government's "Technical housing standards nationally described space standard" published in March 2015.

Our appraisals assume that the Affordable Rent units are let at Local Housing Allowance Rents (South West Herts BRMA which we summarise in Table 3.2.3.2.

**Table 3.2.3.2: Affordable Housing Rents (Per Week)**

1 Bed	2 Bed	3 Bed	4 Bed
£218.63	£287.67	£345.21	£460.27

To establish the capital value of the rented units, we have used a discounted cashflow model which replicates the approach used by registered providers when preparing bids to acquire new housing stock. The model projects the rents over a 40 year period and deducts the estimated voids and bad debts, management costs, maintenance costs and allowances for major repairs. The model establishes the present value of the net rental income by applying a discount rate (reflecting the cost of funds and RP's risk margin), reflecting the price that can, in principle be paid to acquire the completed units from a developer. We summarise in the Tables 3.2.3.3 and 3.2.3.4 the capital values we have adopted in our appraisals for the Social and Affordable Rented units.

**Table 3.2.3.3: Capital Values of the Social Rented Affordable Housing**

Value Area	Houses		
	2 Bed (£ per sq/ft)	3 Bed (£ per sq/ft)	4 Bed (£ per sq/ft)
Zone of Influence	£192	£187	£178

**Table 3.2.3.4: Capital Values of the Affordable Rented Affordable Housing**

Houses		
2 Bed (£ per sq/ft)	3 Bed (£ per sq/ft)	4 Bed (£ per sq/ft)
£415	£428	£473

We have valued the Shared Ownership units by firstly establishing the unrestricted market value of each unit by reference to comparable evidence of similar units. The value of the initial equity stake sold to the purchaser (typically 25%) is the first segment of value. The purchaser (with an income cap of £80,000 per annum) will also pay a rent on the retained equity at rate not exceeding 2.75% of the retained equity. The capital value of this rent is calculated using a discounted cashflow model. The two elements (initial equity stake sold plus capital value of rental income) are added together to establish a total value.

We summarise in the Table 3.2.3.5 the capital values of the Shared Ownership units we have adopted in our appraisals.

**Table 3.2.3.5: Capital Values of Shared Ownership Units**

Value Area	2 Bed (£ per sq/ft)	3 Bed (£ per sq/ft)	4 Bed (£ per sq/ft)
Zone of Influence	£347	£330	£246

In line with the requirements of the NPPG on First Homes, we have valued the First Homes units on the basis of a value cap of £250,000 per unit which represents an discount on average market values of c. 56% in the Zone of Influence.

The 'Affordable Homes Programme 2021-2026' document clearly states that Registered Providers will not receive grant funding for any affordable housing provided through planning obligations on developer-led developments. Consequently, all our appraisals assume nil grant. Clearly if grant funding does become available over the plan period, it should facilitate an increase in the provision of

affordable housing when developments come forward.

### **3.2.4 Self-build plots**

At this site, emerging LPPD policy requires that 3% of homes are to be provided as self-build housing. We have assumed that the cost of delivering the plots is equal to the value received for the plots and as a result we have omitted the costs/values from our appraisal. The effect of a requirement for self-build units is effectively neutral for a developer, as they will receive the market value for the plot (which reflects the end value less the construction costs).

### **3.2.5 Care Home**

The Council requires at least 2 Residential Nursing care homes (C2 Use) to be delivered as part of the East Hemel Hempstead (South) Strategic Site. As identified in the LPVS care homes are residential institutions where older people live, usually in single rooms but sometimes in shared rooms, and have access to on-site care services. A home registered simply as a care home will provide personal care only (i.e. help with washing, dressing and giving medication). A home registered as a care home with nursing will provide the same personal care but also have a qualified nurse on duty 24 hours a day to carry out nursing tasks. The cost/rents for rooms in care homes depend on the specific level of care required.

We have adopted rental levels consistent with those set out in the LPVS, which are based on research on rents for care homes in the District. Our appraisals allow for private rents of £1,300 per week for a single room, which we consider to be a conservative rent by comparison to some of the care homes rents charged in the District. We have also allowed for 40% of the accommodation in our appraisal to be provided as affordable care rooms at £784 per week. This is based on rents in-line with the average County allowance for a single room for older people<sup>3</sup> with nursing at £784.24 per week.

### **3.2.6 Extra care / Flexicare units**

The Council requires at least 3 Extra Care/Flexi-care schemes to be delivered as part of the development. The LPVS identified that Extra Care Housing (C3 Use) can be precisely defined (and differentiated from other types of residential institutions) by reason of some specific characteristics, as set out in the RTP1 Good Practice Note<sup>4</sup>. The Royal Town Planning Institute defines Extra Care Housing as, 'purpose-built accommodation in which varying amounts of care and support can be offered and where some services are shared'. People who live in Extra Care Housing have their own self-contained homes, their own front doors and a legal right to occupy the property. It comes in many built forms, including blocks of flats, bungalow estates and retirement villages. It is a popular choice among older people because it can sometimes provide an alternative to a care home. In addition to the communal facilities often found in retirement housing Extra Care often includes a restaurant or dining room, health & fitness facilities, hobby rooms and computer rooms. Domestic support and personal care are available, usually provided by on-site staff.

As with retirement housing, Extra Care developments have different viability considerations to standard residential dwellings. These arise due to a significant gross to net ratio for such developments due to the need for more communal facilities as well as the additional time that it takes to sell the accommodation due to the restricted market for that type of unit. In our experience these developments units also achieve premium value.

In line with our assumptions adopted in the LPVS for such developments we have assumed that the 50 extra care units identified on the strategic site will be provided as 50% one and 50% two bedroom apartments. We have also allowed for a gross to net floorspace ratio of 60% and a higher average sales value reflecting £6,997 per sq/m (£650 per sq/ft).

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<sup>3</sup> <https://www.hertfordshire.gov.uk/services/adult-social-services/care-and-carers/arranging-and-paying-for-care/paying-for-your-care-costs.aspx#DynamicJumpMenuManager>

<sup>4</sup> Extra Care Housing – Development planning, control and management (2007)



In line with the requirements of Policy S6 i we have allowed for 40% of these units to be delivered as affordable housing with 60% provided as rented units (50% Social Rent and 50% Affordable Rent) and 40% as Shared Ownership.

### 3.2.7 Special needs supported living units

The Council requires that the development of the East Hemel Hempstead (South) strategic site provides 9 special needs supported living units. We have assumed that these units would all be provided as a block of one bedroom apartments. Given the nature of such development we have valued these as affordable rented units, at a capital value of £5,022 per sq m. This is higher than the average value of the standard affordable rented units in the scheme as these units are all one bed units.

### 3.2.8 Local centres

The assumptions used in the appraisals to value the non-residential accommodation are summarised in Table 3.2.8.1 below.

**Table 3.2.8.1: Non-residential revenue and assumptions**

Accommodation	Rent (£ per sq/m)	Yield	Void Period (Inc. Rent Free)
Retail	£215	6.5%	1.5 years

### 3.2.9 Base Build Costs and Infrastructure

We have sourced build costs for the residential schemes from the RICS Build Cost Information Services ('BCIS'), which is based on tenders for live schemes adjusted to reflect local circumstances in the St Albans City and District area. The base build costs used in our appraisals are set out in Table 3.2.9.1 below, these are in line with the costs adopted in the LPVS.

**Table 3.2.9.1 Base build costs adopted in appraisal**

Use	Cost per sq/m
Residential houses	£1,489
Commercial Uses - Local centre	£1,505
Health (costs to reflect contribution to construction at East Hemel Hempstead North)	£2,906
Care Home	£2,061
Extra care / Flexicare apartments	£1,800
Special needs supported living apartments	£1,800

In addition to these base costs, we have included an allowance which equates to an additional 10% of the base cost for external works on the residential uses and 10% on the non-residential uses (commercial uses in the local centre and the health use). The allowance included for external works accounts for works outside each dwelling including works for landscaping, pavements/driveways/parking works and so on.

We have also added a cost for the 15 traveller's pitches totalling £3.63m equating to a cost per pitch of £242,000.

In our experience it is likely that developers will be able to value engineer build costs to lower levels than assumed in this study on larger sites, such as the strategic sites in St Albans City and District area. We have not allowed for this in our assessment. Our appraisals also include a contingency of 5% of build costs.

In line with the LPVS we have also allowed for extra over costs associated with policy requirements. Which we summarise below.

**Table 3.2.9.2: Extra Over Costs**

Use	Accessibility M4 (2) £ Per Sq/m	Accessibility M4 (3) £ Per Sq/m	10% Biodiversity £ Per Sq/m
Residential houses	£8.00	£19.00	£1.19
Extra care / Flexicare apartments	£19.84	£19.00	£1.19
Special needs supported living apartments	£18.84	£19.00	£1.19

We have also included an allowance of £29,000 per standard residential unit and £20,000 per unit for all other specialist residential units for infrastructure costs. In our experience greenfield sites such as East Hemel Hempstead (South) are likely to require significant development of infrastructure such as servicing and roads etc.

### 3.2.10 Professional fees

In addition to base build costs, schemes will incur professional fees covering design, valuation, highways and planning consultants and the cost of preparing and submitting the planning application and so on. Our appraisals incorporate an 8% allowance which reflects the site being built out by a volume housebuilder using standard house types.

### 3.2.11 Development finance

In line with the LPVS, our appraisal assumes that development finance can be secured at a rate of 6.5%.

### 3.2.12 Marketing, agency and legal costs

Our assessment incorporates an allowance of 2.5% for marketing costs, which includes show homes and agents' fees for market/private residential units, the private extra care units and on the First Homes units.

For the commercial units we have allowed for a 10% letting agent and 5% legal fee.

We have included a 1% sales agent allowance on commercial uses, the extra care/care home use.

We have applied a 0.25% sales legal fee on GDV to the residential uses and 0.5% on GDV for the commercial uses.

### 3.2.13 Acquisition/purchaser costs

Our appraisal deducts Stamp Duty at 5%, acquisition agent's fees at 1%; and acquisition legal fees at 0.8% of residual land value and on the commercial uses in the local centre.

### 3.2.14 Section 106 obligations

The Council have advised as to appropriate Section 106 contributions for specific community infrastructure requirements associated with the delivery of this strategic site. We understand that these are broad estimates based on best available information including the apportionment of costs of delivering such infrastructure on existing sites in the District. Given this, these costs are likely to be refined as masterplanning of the strategic sites progresses. The Section 106 costs adopted in this study are as set out in Table 3.2.14.1 below.

**Table 3.2.14.1: Section 106 contributions**

Contribution description	Contribution	Comments on contribution
Education	£29,532,938	1 x 2FE and 1 x 3 FE Primary
	£21,316,800	1 x 6-8 FE Secondary (assumes c. £48.50m per secondary school equating to c. £8,883 per unit across the 3 x Hemel sites)
Healthcare	£4,010,000	Based on ARUP Costings
Sports & Community	£6,407,771	Based on ARUP Costings
Green infrastructure: Open Space/SANG	£2,354,047	Based on ARUP Costings
Strategic Green Infrastructure	£912,040	Based on ARUP Costings
Transport Infrastructure	£43,167,400	£6,826 per home for active travel (index linked in accordance with HCC developer contributions toolkit) £11,000 per home for transport requirements (e.g. Highways) £385,000 for mobility hub
<b>Total</b>	<b>£109,689,636</b>	-

We have assumed a worst case scenario for the contributions outlined above, in that these will be upfront costs. It is likely however that some or all of these costs may be phased throughout the total development period of the strategic site.

We have also included an allowance for any residual S106 contributions over and above the identified items above and we have assumed £2,000 per unit and £20 per square metre for non-residential uses.

### 3.2.15 SAMMS and SANG

Policy SP10 of the LPPD requires contributions towards the Strategic Access Management and Monitoring Strategy (SAMMS) and Suitable Alternative Natural Greenspace (SANG). As this site falls within the Chiltern Beechwoods Special Area of Conservation (CBSAC) Zone of Influence (ZOI) the Council has advised that this site would be subject to a SAMMS cost of £828.60 per dwelling totalling £1,988,640.

We highlight that the cost requirement for SANG has been reflected in the ARUP S106 calculations summarised in Table 3.2.14.1 under the Green Infrastructure heading.

### 3.2.16 Profit

As identified in the LPVS, Developer's profit is closely correlated with the perceived risk of residential development. The greater the risk, the greater the required profit level, which helps to mitigate against the risk, but also to ensure that the potential rewards are sufficiently attractive for a bank and other equity providers to fund a scheme. The NPPG identifies at para 018 that, *"for the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development."*

Based on our experience of the development of such uses and sites we have adopted the following profit assumptions in this assessment:

- 17.5% on Gross Development Value (GDV) for private housing units and private extra care units;
- 12% on GDV for the First Homes;

- 6% on GDV for affordable rent and shared ownership affordable housing and extra care units and special needs supported living units; and
- 15% profit on GDV for non-residential uses in local centres.

### 3.2.17 Timescales

We have considered the size of the site and number of residential units being delivered and adopted appropriate development and phasing assumptions. We have assumed that the site will be delivered in three phases of c. 233 units each and that there will be multiple sales outlets. We have assumed that the sales rate will be 6 units per month (assuming two sales outlets), which is considered to be a conservative assumption and higher rates of sale could be experienced. The build out period will mirror the rate of sale, which is based on our understanding of developers' delivery of such large strategic sites. Sales start 12 months after commencement of construction. The timescales we applied are as detailed in Table 3.2.17.1 below.

**Table 3.2.17.1: Development timescales**

Phase	1	2	3	4	5	6	Total
Pre-construction (months)	9	9	9	9	9	9	54
Construction (months)	39	39	39	39	39	39	233
Residential Sales (months)	39	39	39	39	39	39	233
Care Home/Extra Care Units	-	-	24	-	-	-	24

The sales rates are applied to the private housing and extra care units only, with the developers assumed to contract with a Registered Provider for the disposal of the affordable housing prior to commencement of construction. The agreed capital receipt for the affordable housing is assumed to be received quarterly over the build period.

With respect to the delivery of the care home, extra care/flexicare, special needs supported living units, health provision and local centre we have included these within Phase 2 of the development. Given their smaller scale of development we have allowed for a 24 month construction phase for each use.

## 4 Appraisal results and analysis

We have run an appraisal of the strategic development envisaged at East Hemel Hempstead (South) as set out in the previous sections and identified within the Council's LPPD. We have then compared the residual land value to the most appropriate BLV identified in the LPVS, which in this instance is the Greenfield value of £370,000 per gross hectare, in order to determine whether this might be sufficient for the Strategic Site to be brought forward for development.

The appraisals and results are summarised in Table 4.1 below.

**Table 4.1: Appraisal results – East Hemel Hempstead (South)**

Scenario appraised	Residual land value	BLV (based on £370,000 per Ha)	Viable/ Unviable
40% AH	£88,186,102	£36,260,000	<b>Viable</b>

The appraisal scenario tested for the East Hemel Hempstead (South) Strategic Site identifies that the indicative development identified in the LPPD allocation is viable when measured against the BLV of £370,000 per hectare when delivering 40% Affordable Housing. We therefore consider the strategic site to be developable as required by the NPPF i.e. it has a 'reasonable prospect' of being available and viably developed within the plan period.

## 5 Conclusions and Recommendations

This testing demonstrates that the East Hemel Hempstead (South) strategic site is viable and developable having regard to both the Council's planning policy requirements including 40% affordable housing and additional planning polices as set out in our LPVS.

## Appendix 1 - Working assumptions adopted in appraisal

Name of site		East Hemel Hempstead (South)							
Site Size (Gross) Ha	98								
Site Size (Net) Ha	59.0								
Total No Standard Residential units	2,400								
Self build plots (3%)	72								
Total units less self build (97%)	2,328								
Care Home rooms	160								
Extra Care / flexicare units	240								
Special needs supporting living units	9								
Traveller & Gypsy Pitches	15								
No Phases	6								
Unit mix Based on Typology 14									
Market Housing Mix	1 Bed 2p flat	2 bed 4p flat	3 bed 5p flat	4 bed 7p flat	2 Bed 2p House	3 Bed 5p House	4 Bed 7p House	5 Bed 7p House	Total
Size (sq m)	50	70	86	108	79	93	115	125	
Percentage split	0%	0%	0%	0%	28%	45%	30%	0%	
Total Floor area (sq m)	-	-	-	-	45,978	97,427	80,316	-	223,721
Affordable Housing Mix	1 Bed 2p flat	2 bed 4p flat	3 bed 5p flat	4 bed 7p flat	2 Bed 2p House	3 Bed 5p House	4 Bed 7p House	5 Bed 7p House	Total
Size (sq m)	50	70	86	108	79	93	115	125	
Percentage split	0%	0%	0%	0%	28%	37%	25%	10%	
Total Floor area (sq m)	-	-	-	-	51,495	80,106	66,930	29,100	227,632
Affordable Housing Analysis									
Percentage	40%								
Rented (50% Social rent and 50% Affordable Rent)	60%								
Intermediate (Shared Ownership)	15%								
Intermediate (First Homes)	25%								
Resi floor area analysis									
	Total	Phase 1	Phase 2	Phase 3	Phase 4	Phase 5	Phase 6		
Total Private Floor area	134,232	22,372	22,372	22,372	22,372	22,372	22,372	22,372	
Total Affordable Floor Area	91,053	15,175	15,175	15,175	15,175	15,175	15,175	15,175	
Rented (50% Social rent and 50% Affordable Rent)	54,631.64	9,105	9,105	9,105	9,105	9,105	9,105	9,105	
Shared ownership	13,657.91	2,276	2,276	2,276	2,276	2,276	2,276	2,276	
First Homes	22,763	3,794	3,794	3,794	3,794	3,794	3,794	3,794	
Self-Build units									
	Total	Phase 1	Phase 2	Phase 3	Phase 4	Phase 5	Phase 6		
No plots	72	12	12	12	12	12	12	12	
Health provision									
	Total	Phase 1	Phase 2	Phase 3	Phase 4	Phase 5	Phase 6		
Gross floorarea (sq m)	573	-	573	-	-	-	-	-	
Net floorarea (sq m)	394	-	470	-	-	-	-	-	
Neighbourhood / Local Centre									
	Total	Phase 1	Phase 2	Phase 3	Phase 4	Phase 5	Phase 6		
Gross floorarea (sq m)	1,440	-	1,440	-	-	-	-	-	
Net floorarea (sq m)	990	-	1,181	-	-	-	-	-	
Care Homes									
Phase 3									
National Care Standards requirements									
	135	sq ft of useable floorspace, excluding ensuite							
	38	sq ft of space for en-suite							
	42	sq ft of communal space, excluding circulation							
	160	rooms	21,600	floor area of rooms	6,080	en-suite bathrooms	6,720	communal space	34,400
	0.15	Circulation	5,160	sq ft NIA	39,560	sqft GIA	3,675	sqm GIA	
Extra-Care / Flexi Care									
Phase 3									
Affordable Housing									
	1 Bed 2p flat	2 bed 4p flat	Total	Private	Rented (50% Social rent and 50% Affordable Rent)	Intermediate (Shared Ownership)			
Size (sq m)	50	70							
Percentage split	50%	50%		60%					
Total Floor area (sq m) NIA	6,000	8,400	14,400	8,640	3,456	2,304			
Total Floor area (sq m) GIA @60% Gross to Net assumption	10,000	14,000	24,000	14,400					
Special Needs Supported Living Units									
Phase 3									
1 Bed 2p flat									
Size (sq m)	50								
Percentage split	100%								
Total Floor area (sq m) (Net)	450								
Total Floor area (sq m) GIA @ 75% Gross to Net assumption	600								
	Total	Phase 1	Phase 2	Phase 3					
Travellers Pitches in Ha	15.00	-	15.00	-					
Timescales									
	Total	Phase 1	Phase 2	Phase 3	Phase 4	Phase 5	Phase 6		
Pre-construction (months)	54	9	9	9	9	9	9	9	
Construction (months)	233	39	39	39	39	39	39	39	
Private Resi Sales (months)	233	39	39	39	39	39	39	39	
Care Home/Extra Care Units	30	0		30	0	0	0	0	
	Total	Phase 1	Phase 2	Phase 3	Phase 4	Phase 5	Phase 6		
No Private units less self build units	1396.8	233	232.8	233	233	233	233	233	



Revenue								
<b>Standard Residential</b>		<b>Capital value £ per sq m</b>						
Private Housing	£	6,135						
Affordable Rented (50% Social Rent 50% Affordable Rent)	£	2,858						
Shared Ownership	£	3,281						
First Homes	£	2,614						
		<b>Value per plot (assuming 4 bed house)</b>						
Self build plots (assumed to be cost/value neutral)	£	-						
		<b>Capital value</b>						
Special needs supported living units		£5,022						
<b>Care Home</b>								
Beds (Affordable)		96	£784	per week	90% occupancy	£3,522,355		
Beds (Pvt)		64	£1,300	per week	90% occupancy	£3,893,760		
Standard profit margin (EBITDA)					30% of income	£2,224,834.56		
Capitalise EBITDA					10% yield	£22,248,346		
Deduct		15%	for income shortfall to maturity			-£3,337,262		
<b>Gross Adjusted turnkey value of Home</b>						<b>£18,911,094</b>		
<b>Extra Care Housing</b>		<b>Capital value £ per sq m</b>						
Private	£	7,362						
Affordable Rented (50% Social Rent 50% Affordable Rent)	£	2,858						
Shared Ownership	£	3,281						
		<b>Rent per sq m</b>	<b>Yield</b>	<b>Rent Free &amp; Void (months)</b>				
Commercial		£20	7.00%	18				
Costs								
<b>Residual S106</b>								
	<b>unit of measure</b>	<b>Total</b>	<b>Phase 1</b>	<b>Phase 2</b>	<b>Phase 3</b>	<b>Phase 4</b>	<b>Phase 5</b>	<b>Phase 6</b>
Standard residential per unit	£	2,000	£ 4,800,000	£ 800,000	£ 800,000	£ 800,000	£ 800,000	£ 800,000
Commercial per sq m	£	20	£ 28,800	£ -	£ 28,800	£ -	£ -	£ -
Care Home per sq m	£	20	£ 73,504	£ -	£ 73,504	£ -	£ -	£ -
Extra Care / Flexicare units per unit	£	2,000	£ 480,000	£ -	£ 480,000	£ -	£ -	£ -
Special needs supported living per unit	£	2,000	£ 18,000	£ -	£ 18,000	£ -	£ -	£ -
<b>TOTAL</b>			<b>£ 800,000</b>	<b>£ 902,304</b>	<b>£ 1,298,000</b>	<b>£ 800,000</b>	<b>£ 800,000</b>	<b>£ 800,000</b>
<b>S106 Infrastructure Costs</b>								
	<b>Total costs</b>							
Transport (£17,826 per unit) & Mobility £385,000	£	43,167,400						
Education (1 x 3FE Primary School & 1 x 3FE Primary School)	£	29,532,938						
Education (1 x 6-8FE Secondary School @ c. £48.85m shared with Hemel Sites @ £8,882 per unit)	£	21,316,800						
SAMMS (£828.60 per unit)	£	1,988,640						
Healthcare	£	4,010,000						
Green Infrastructure	£	3,266,087						
Sports & Community	£	6,407,771						
	£	109,689,636						
	<b>Per unit cost</b>	<b>Total costs</b>						
Strategic open space / green infrastructure	£	-	£ -					
Local open space / play space / green infrastructure	£	-	£ -					
	<b>Per unit cost</b>	<b>Total costs</b>	<b>Phase 1</b>	<b>Phase 2</b>	<b>Phase 3</b>	<b>Phase 4</b>	<b>Phase 5</b>	<b>Phase 6</b>
Site opening up costs Standard Resi	£	29,000	£ 69,600,000	£ 11,600,000	£ 11,600,000	£ 11,600,000	£ 11,600,000	£ 11,600,000
Site opening up costs Other Residential uses	£	20,000	£ 8,180,000	£ -	£ 8,180,000	£ -	£ -	£ -
			<b>£ 11,600,000</b>	<b>£ 11,600,000</b>	<b>£ 19,780,000</b>	<b>£ 11,600,000</b>	<b>£ 11,600,000</b>	<b>£ 11,600,000</b>
<b>Build costs</b>								
	<b>Base per sq m</b>	<b>Externals per sq m</b>	<b>Accessibility M4(2)</b>	<b>Accessibility M4(3)</b>	<b>Biodiversity</b>		<b>Total</b>	
Resi	£ 1,489	£ 149	£ 8	£ 19	£ 1.19	£ -	£ 1,666	
Commercial	£ 1,505	£ 151	£ -	£ -	£ -	£ -	£ 1,656	
Health	£ 2,906	£ 291				£ -	£ 3,197	
Care Home	£ 2,061	£ 206	£ -	£ -	£ -	£ -	£ 2,267	
Extra care / flexicare	£ 1,800	£ 180	£ 19.84	£ 19	£ 1.19	£ -	£ 2,020	
Special needs supported living	£ 1,800	£ 180	£ 19.84	£ 19	£ 1.19	£ -	£ 2,020	
<b>Contingency on build costs</b>								
		5%						
<b>Traveller's pitches</b>								
	<b>No pitches</b>	<b>Cost</b>						
Info from Dacorum BC 5 pitches = 0.5 Ha	15	£ 3,630,000						
Each travellers pitch estimated to cost £242,000								
<b>Profit</b>								
Private/Market Resi on GDV		17.5%						
Affordable Resi on GDV		6%						
First Homes		12.0%						
Commercial on GDV		15%						
<b>Marketing /agency and legal fees</b>								
Resi Sales agent and marketing on GDV		2.50%						
Resi Sales legal fees on GDV		0.25%						
Commercial Letting fee on rent pa		10.00%						
Commercial Letting Legal fee on rent pa		5.00%						
Commercial Sales fee on GDV		1.00%						
Commercial Legal fee on GDV		0.50%						
<b>Professional fees</b>								
		8%						
<b>Finance</b>								
		6.50%						
Appraisal Outcome								
Residual Land Value @ 40% AH	£	88,186,102						
Benchmark Land Value Greenfield	£	36,260,000						
Appraisal outcome (Surplus/ Deficit)	£	51,926,102						

Costs to reflect provision of centre at East Hemel North

## Appendix 2 - Argus appraisal summary

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## Development Appraisal

East Hemel Hempstead (South)

40% AH

Report Date: September 25, 2024

**East Hemel Hempstead (South)  
40% AH**

Summary Appraisal for Merged Phases 1 2 3 4 5 6

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Rate m <sup>2</sup>	Unit Price	Gross Sales
Phase 1 - Market Housing	1	22,372.00	6,135.00	137,252,220	137,252,220
Phase 1 - Social/Affordable Rent	1	9,105.00	2,858.00	26,022,090	26,022,090
Phase 1 - Shared Ownership	1	2,276.00	3,281.00	7,467,556	7,467,556
Phase 1 - First Homes	1	3,794.00	2,614.00	9,917,516	9,917,516
Phase 2 - Market Housing	1	22,372.00	6,135.00	137,252,220	137,252,220
Phase 2 - Social/Affordable Rent	1	9,105.00	2,858.00	26,022,090	26,022,090
Phase 2 - Shared Ownership	1	2,276.00	3,281.00	7,467,556	7,467,556
Phase 2 - First Homes	1	3,794.00	2,614.00	9,917,516	9,917,516
Phase 3 - Market Housing	1	22,372.00	6,135.00	137,252,220	137,252,220
Phase 3 - Social/Affordable Rent	1	9,105.00	2,858.00	26,022,090	26,022,090
Phase 3 - Shared Ownership	1	2,276.00	3,281.00	7,467,556	7,467,556
Phase 3 - First Homes	1	3,794.00	2,614.00	9,917,516	9,917,516
Phase 3 - Care Home	1	3,675.00	5,145.88	18,911,094	18,911,094
Phase 3 - Special Needs Supported Living	1	450.00	5,022.00	2,259,900	2,259,900
Phase 3 - Extra/Flexi Care Housing - Private	1	8,640.00	7,362.00	63,607,680	63,607,680
Phase 3 - Extra/Flexi Care Housing - Social/Aff Rented	1	3,456.00	2,858.00	9,877,248	9,877,248
Phase 3 - Extra/Flexi Care Housing - Aff SO	1	2,304.00	3,281.00	7,559,424	7,559,424
Phase 4 - Market Housing	1	22,372.00	6,135.00	137,252,220	137,252,220
Phase 4 - Social/Affordable Rent	1	9,105.00	2,858.00	26,022,090	26,022,090
Phase 4 - Shared Ownership	1	2,276.00	3,281.00	7,467,556	7,467,556
Phase 4 - First Homes	1	3,794.00	2,614.00	9,917,516	9,917,516
Phase 5 - Market Housing	1	22,372.00	6,135.00	137,252,220	137,252,220
Phase 5 - Social/Affordable Rent	1	9,105.00	2,858.00	26,022,090	26,022,090
Phase 5 - Shared Ownership	1	2,276.00	3,281.00	7,467,556	7,467,556
Phase 5 - First Homes	1	3,794.00	2,614.00	9,917,516	9,917,516
Phase 6 - Market Housing	1	22,372.00	6,135.00	137,252,220	137,252,220
Phase 6 - Social/Affordable Rent	1	9,105.00	2,858.00	26,022,090	26,022,090
Phase 6 - Shared Ownership	1	2,276.00	3,281.00	7,467,556	7,467,556
Phase 6 - First Homes	1	3,794.00	2,614.00	9,917,516	9,917,516
<b>Totals</b>	<b>29</b>	<b>243,807.00</b>			<b>1,186,171,638</b>

**Rental Area Summary**

	Units	m <sup>2</sup>	Rate m <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Phase 2 - Neighbourhood / Local Centre	1	1,180.80	215.00	253,872	253,872	253,872
<b>Totals</b>	<b>1</b>	<b>1,180.80</b>			<b>253,872</b>	<b>253,872</b>

**Investment Valuation**

<b>Phase 2 - Neighbourhood / Local Centre</b>						
Market Rent	253,872	YP @	7.0000%	14,2857		
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	3,276,733	3,276,733

**GROSS DEVELOPMENT VALUE**

**1,189,448,371**

Purchaser's Costs	6.80%	(222,818)	(222,818)
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**NET DEVELOPMENT VALUE**

**1,189,225,553**

**NET REALISATION**

**1,189,225,553**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price			88,186,102	
Stamp Duty	5.00%		4,409,305	
Agent Fee	1.00%		881,861	
Legal Fee	0.80%		705,489	
				94,182,757

**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost
Travellers Pitches	15 un	242,000	3,630,000
		<b>m<sup>2</sup></b>	<b>Rate m<sup>2</sup></b>
Phase 2 - Neighbourhood / Local Centre	1,440.00 m <sup>2</sup>	1,656.00 pm <sup>2</sup>	2,384,640
Phase 2 - Health Provision (Costs for Hemel North)	573.00 m <sup>2</sup>	3,197.00 pm <sup>2</sup>	1,831,881
Phase 1 - Market Housing	22,372.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	37,271,752
Phase 1 - Social/Affordable Rent	9,105.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	15,168,930
Phase 1 - Shared Ownership	2,276.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	3,791,816
Phase 1 - First Homes	3,794.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	6,320,804

**East Hemel Hempstead (South)**

**40% AH**

Phase 2 - Market Housing	22,372.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	37,271,752	
Phase 2 - Social/Affordable Rent	9,105.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	15,168,930	
Phase 2 - Shared Ownership	2,276.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	3,791,816	
Phase 2 - First Homes	3,794.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	6,320,804	
Phase 3 - Market Housing	22,372.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	37,271,752	
Phase 3 - Social/Affordable Rent	9,105.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	15,168,930	
Phase 3 - Shared Ownership	2,276.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	3,791,816	
Phase 3 - First Homes	3,794.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	6,320,804	
Phase 3 - Care Home	3,675.00 m <sup>2</sup>	2,267.00 pm <sup>2</sup>	8,331,225	
Phase 3 - Special Needs Supported Living	600.00 m <sup>2</sup>	2,020.00 pm <sup>2</sup>	1,212,000	
Phase 3 - Extra/Flexi Care Housing - Private	14,400.00 m <sup>2</sup>	2,020.00 pm <sup>2</sup>	29,088,000	
Phase 3 - Extra/Flexi Care Housing - Social/Aff Rented	5,760.00 m <sup>2</sup>	2,020.00 pm <sup>2</sup>	11,635,200	
Phase 3 - Extra/Flexi Care Housing - Aff SO	3,840.00 m <sup>2</sup>	2,020.00 pm <sup>2</sup>	7,756,800	
Phase 4 - Market Housing	22,372.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	37,271,752	
Phase 4 - Social/Affordable Rent	9,105.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	15,168,930	
Phase 4 - Shared Ownership	2,276.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	3,791,816	
Phase 4 - First Homes	3,794.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	6,320,804	
Phase 5 - Market Housing	22,372.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	37,271,752	
Phase 5 - Social/Affordable Rent	9,105.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	15,168,930	
Phase 5 - Shared Ownership	2,276.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	3,791,816	
Phase 5 - First Homes	3,794.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	6,320,804	
Phase 6 - Market Housing	22,372.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	37,271,752	
Phase 6 - Social/Affordable Rent	9,105.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	15,168,930	
Phase 6 - Shared Ownership	2,276.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	3,791,816	
Phase 6 - First Homes	3,794.00 m <sup>2</sup>	1,666.00 pm <sup>2</sup>	6,320,804	
<b>Totals</b>	<b>255,570.00 m<sup>2</sup></b>		<b>437,559,558</b>	<b>441,189,558</b>
Contingency		5.00%	21,848,652	
Phase 1 - Site opening up costs			11,600,000	
Phase 2 - Site opening up costs			15,690,000	
Phase 3 - Site opening up costs			19,780,000	
Phase 4 - Site opening up costs			11,600,000	
Phase 5 - Site opening up costs			11,600,000	
Phase 6 - Site opening up costs			11,600,000	
Phase 1 - S106			800,000	
Phase 1 - Transport			43,167,400	
Phase 1 - Education (Primary)			29,532,938	
Phase 1 - Education (secondary)			21,316,800	
Phase 1 - Sports & Community			6,407,771	
Phase 1 - Green Infrastructure			3,266,087	
Phase 1 - SAMMS			1,988,640	
Phase 1 - Healthcare			4,010,000	
Phase 2 - S106			902,304	
Phase 3 - S106			1,298,000	
Phase 4 - S106			800,000	
Phase 5 - S106			800,000	
Phase 6 - S106			800,000	
				218,808,592
<b>PROFESSIONAL FEES</b>				
Professional fees		8.00%	43,255,335	43,255,335
<b>MARKETING &amp; LETTING</b>				
Phase 2 - Letting Agent Fee		10.00%	25,387	
Phase 2 - Letting Legal Fee		5.00%	12,694	
				38,081
<b>DISPOSAL FEES</b>				
Phase 1 - Resi Sales/Marketing Fee		2.50%	3,679,243	
Phase 2 - Resi Sales/Marketing Fee		2.50%	3,679,243	
Phase 2 - Commercial Sales Agent Fee		1.00%	30,539	
Phase 3 - Resi Sales/Marketing Fee		2.50%	5,269,435	
Phase 4 - Resi Sales/Marketing Fee		2.50%	3,679,243	
Phase 5 - Resi Sales/Marketing Fee		2.50%	3,679,243	
Phase 6 - Resi Sales/Marketing Fee		2.50%	3,679,243	
Phase 1 - Resi Sales Legal Fee		0.25%	451,648	
Phase 2 Residential Sales Legal Fee		0.25%	451,648	
Phase 2 - Commercial Sales Legal Fee		0.50%	16,384	
Phase 3 Residential Sales Legal Fee		0.25%	707,187	
Phase 4 - Resi Sales Legal Fee		0.25%	451,648	
Phase 5 - Sales Legal Fee		0.25%	451,648	
Phase 6 - Sales Legal Fee		0.25%	451,648	
				26,678,004
<b>Additional Costs</b>				
Phase 1 - Market Housing Profit		17.50%	24,019,139	
Phase 1 - Affordable Profit		6.00%	2,009,379	
Phase 1 - First Homes Profit		12.00%	1,190,102	

**East Hemel Hempstead (South)**

**40% AH**

Phase 2 - Market Housing Profit	17.50%	24,019,139	
Phase 2 - Affordable Profit	6.00%	2,009,379	
Phase 2 - Commercial Profit	15.00%	491,510	
Phase 2 - First Homes Profit	12.00%	1,190,102	
Phase 3 - Market Housing Profit	17.50%	35,150,483	
Phase 3 - Affordable Profit	6.00%	3,191,173	
Phase 3 - Commercial Profit	15.00%	2,836,664	
Phase 3 - First Homes Profit	12.00%	1,190,102	
Phase 4 - Market Housing Profit	17.50%	24,019,139	
Phase 4 - Affordable	6.00%	2,009,379	
Phase 4 - First Homes	12.00%	1,190,102	
Phase 5 - Market Housing	17.50%	24,019,139	
Phase 5 - Affordable	6.00%	2,009,379	
Phase 5 - First Homes	12.00%	1,190,102	
Phase 6 - Market Housing Profit	17.50%	24,019,139	
Phase 6 - Affordable	6.00%	2,009,379	
Phase 6 - First Homes	12.00%	1,190,102	
			178,953,027

**FINANCE**

Debit Rate 6.500% Credit Rate 0.000% (Nominal)		
Total Finance Cost		186,120,356

**TOTAL COSTS**

**1,189,225,711**

**PROFIT**

**(158)**

**Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.02%
Equivalent Yield% (Nominal)	7.00%
Equivalent Yield% (True)	7.32%

IRR 6.48%

Rent Cover 0 yrs 0 mths  
 Profit Erosion (finance rate 6.500%) N/A