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St Albans District Council Local Plan Viability Study

Strategic Site Testing: West of Redbourn

Prepared for
St Albans City and District Council

September 2024



Contents

1	Introduction	3
2	Details of strategic site	4
3	Development appraisals	5
4	Appraisal results and analysis	11
5	Conclusions and Recommendations	12

Appendices

Appendix 1 - Working assumptions adopted in appraisal

Appendix 2 - Argus appraisal summary

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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 (North) strategic development site as allocated in the LPPD as site B3.

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 and 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 B3 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 emerging LPPD; and
- **Section 5** sets out our conclusions and recommendations.

2 Details of strategic site

The Council has provided information on the development envisaged at West of Redbourn as set out in the development requirements of Policy LG1 (a-s) – West of Redbourn 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 West of Redbourn

Appraisal Input	Site Specifications
Site Size Gross Net	27 Ha 13.6 Ha
Number of residential units (Density circa 40 units per Ha) Estimated Self Build units @ 3% of total units	545 16
Health provision	To be provided offsite

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 West of Redbourn 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 and policy requirements) 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 West of Redbourn 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

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 mix as summarised in Tables 3.2.1.1 and 3.2.2.1 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 appraisal are 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 ¹	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 ²	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 in the LPVS in the Zone of Influence, 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
Rest of St Albans	£132.63	£150.48	£175.15

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

² 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 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 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 a 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 new 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 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 3.2.6.1 below, these are in line with the costs adopted in the LPVS.

Table 3.2.5.1 Base build costs adopted in appraisal

Use	Cost per sq/m
Residential houses	£1,489

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. The allowance included for external works accounts for works outside each dwelling including landscaping/Driveways/parking works and so on.

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 3.2.5.2: 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

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 West of Redbourn are likely to require significant development of infrastructure such as servicing and roads etc.

3.2.6 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 a 8% allowance which reflects the site would be built out by volume housebuilders using standard house types.

3.2.7 Development Finance

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

3.2.8 Marketing, Agency and Legal Costs

Our assessment incorporates an allowance of 3% for marketing costs, which includes show homes and agents' fees for market/private residential units and the First Homes units.

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

3.2.9 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.

3.2.10 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. 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 3.2.11.1 below.

Table 3.2.11.1: Section 106 contributions

Contribution description	Contribution	Comments on contribution
Education	£6,438,085	Based on £11,813 per unit
Healthcare	£990,000	Based on ARUP Costings
Sports and Community	£1,642,695	Based on Arup Costings
Green infrastructure:		
Local open/play Space/Green Infrastructure	£815,754	Based on ARUP Costings
Transport Infrastructure	£7,262,670	£6,826 per home for active travel (index linked in accordance with HCC developer contributions toolkit) £6,500 per home for transport requirements (e.g. Highways)
Total	£21,199,426	-

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 sq/m for non-residential uses.

3.2.11 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 a payment of £7,431.60 per unit will be required which equates to a total payment of £4,050,222. However, should the developer/landowner provide SANG off site they will not pay the Council directly.

3.2.12 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;
- 12% on GDV for the First Homes;
- 6% on GDV for social/affordable Rent and Shared Ownership affordable housing.

3.2.13 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 two phases of c. 159 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' deliver of such large strategic sites. Sales start 12 months after commencement of construction. The timescales we applied are as detailed in Table 3.2.13.1 below.

Table 3.2.13.1: Development timescales

Phase	Phase 1	Phase 2	Total
Pre-construction (months)	9	9	18
Construction (months)	26.5	26.5	53
Residential Sales (months)	26.5	26.5	53

The sales rates are applied to the private housing 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.

4 Appraisal Results and Analysis

We have run an appraisal of the strategic development envisaged at West of Redbourn 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 – West of Redbourn

Scenario appraised	RLV	BLV (based on £370,000 per Ha)	Viable/ Unviable
40% AH	£30,679,699	£9,990,000	Viable

The appraisal scenario tested for the West of Redbourn 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 is 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 West of Redbourn 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		West of Redbourn									
Site Size (Gross) Ha		27									
Site Size (Net) Ha		13.6									
Total No Standard Residential units		545									
Self build plots (3%)		16									
Total units less self build (97%)		529									
Care Home rooms		-									
Extra Care / flexicare units		-									
Special needs supporting living units		-									
Traveller & Gypsy Pitches		-									
No Phases		2									
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%	36%	56%	4%	0%		
Total Floor area (sq m)		-	-	-	-	15,045	27,550	2,433	-	45,028	
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%	46%	34%	19%	0%		
Total Floor area (sq m)		-	-	-	-	19,224	16,727	11,589	-	47,509	
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							
Total Private Floor area		27,017	13,509	13,509							
Total Affordable Floor Area		19,004	9,502	9,502							
Rented (50% Social rent and 50% Affordable Rent)		11,402.28	5,701	5,701							
Shared ownership		2,850.57	1,425	1,425							
First Homes		4,751	2,375	2,375							
Self-Build units											
		Total	Phase 1	Phase 2							
No plots		16	8	8							
Health provision											
		Total	Phase 1	Phase 2							
Gross floor area (sq m)		-	-	-							
Net floorarea (sq m)		-	-	-							
Neighbourhood / Local Centre											
		Total	Phase 1	Phase 2							
Gross floorarea (sq m)		-	-	-							
Net floorarea (sq m)		-	-	-							
Care Homes											
		Phase 2									
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									
	-	rooms	-	floor area of rooms							
			-	en-suite bathrooms							
			-	communal space							
			-	sq ft NIA							
	0.15	Circulation	-	sqft							
			-	sqft GIA							
			-	sqm GIA							
Extra-Care / Flexi Care											
		Phase 2			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		-	-	-	-	-	-				
Total Floor area (sq m) GIA @60% Gross to Net assumption		-	-	-	-	-	-				
Special Needs Supported Living Units											
		Phase 2									
		1 Bed 2p flat									
Size (sq m)		50									
Percentage split		100%									
Total Floor area (sq m) (Net)		-									
Total Floor area (sq m) GIA @ 75% Gross to Net assumption		-									
Travellers Pitches in Ha											
		Total	Phase 1	Phase 2							
		-	-	-							
Timescales											
		Total	Phase 1	Phase 2							
Pre-construction (months)		18	9	9							
Construction (months)		53	26.5	26.5							
Private Resi Sales (months)		53	26.5	26.5							
Care Home/Extra Care Units		-	0	0							
No Private units less self build units											
		Total	Phase 1	Phase 2							
		317.4	159	158.7							

Revenue						
Standard Residential		Capital value £ per sq m				
Private Housing	£	6,135				
Affordable Rented (50% Social Rent 50% Affordable Rent)	£	3,104				
Shared Ownership	£	3,158				
First Homes	£	2,676				
		Value per plot (assuming 4 bed house)				
Self build plots (assumed to be cost/value neutral)	£	-				
		Capital value				
Special needs supported living units		£5,022				
Care Home						
Beds (Affordable)		0	£784 per week		90% occupancy	£0
Beds (Pvt)		0	£1,300 per week		90% occupancy	£0
Standard profit margin (EBITDA)					30% of income	£0.00
Capitalise EBITDA					10% yield	£0
Deduct		15%	for income shortfall to maturity			£0
Gross Adjusted turnkey value of Home						£0
Extra Care Housing		Capital value £ per sq m				
Private	£	8,784				
Affordable Rented (50% Social Rent 50% Affordable Rent)	£	3,104				
Shared Ownership	£	3,158				
		Rent per sq m	Yield	Rent Free & Void (months)		
Commercial		£215	7.00%	18		
Costs						
Residual S106						
	unit of measure	Total	Phase 1	Phase 2		
Standard residential per unit	£ 2,000	£ 1,090,000	£ 545,000	£ 545,000		
Commercial per sq m	£ 20	£ -	£ -	£ -		
Care Home per sq m	£ 20	£ -	£ -	£ -		
Extra Care / Flexicare units per unit	£ 2,000	£ -	£ -	£ -		
Special needs supported living per unit	£ 2,000	£ -	£ -	£ -		
TOTAL			£ 545,000	£ 545,000		
S106 Infrastructure Costs						
	Total costs					
Transport (£6,826 per unit & £6,500 for other requirements)	£	7,262,670				
Education - £11,813 per unit	£	6,438,085				
Healthcare	£	990,000				
SAMMS & SANG (£7,431.60 per unit)	£	4,050,222				
Green Infrastructure	£	815,754				
Sports and Community	£	1,642,695				
	£	21,199,426				
	Per unit cost	Total costs				
Strategic open space / green infrastructure	£ 2,000	£ 1,090,000				
Local open space / play space / green infrastructure	£ 1,000	£ 545,000				
	Per unit cost	Total costs	Phase 1	Phase 2		
Site opening up costs Standard Resi	£ 29,000	£ 15,805,000	£ 7,902,500	£ 7,902,500		
Site opening up costs Other Residential uses	£ 20,000	£ -	£ -	£ -		
			£ 7,902,500	£ 7,902,500		
Build costs						
	Base per sq m	Externals per sq m	Accessibility M4(2)	Accessibility M4(3)	Biodiversity	Operational Carbon
Resi	£ 1,489	£ 149	£ 8	£ 19	£ 1.19	£ -
						£ 1,666
Contingency on build costs						
	5%					
Traveller's pitches						
	No pitches	Cost				
Info from Dacorum BC 5 pitches = 0.5 Ha						
Each travellers pitch estimated to cost £242,000		£ -				
Profit						
Private/Market Resi on GDV	17.5%					
Affordable Resi on GDV	6%					
First Homes	12.0%					
Commercial on GDV	15%					
Marketing /agency and legal fees						
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%					
Professional fees						
	8%					
Finance						
	6.50%					
Appraisal Outcome						
Residual Land Value @ 40% AH	£	30,679,699				
Benchmark Land Value Greenfield	£	9,990,000				
Appraisal outcome (Surplus/ Deficit)	£	20,689,699				

Appendix 2 - Argus appraisal summary

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Development Appraisal

West of Redbourn

40% Affordable Housing

Report Date: September 25, 2024

**West of Redbourn
40% Affordable Housing**

Summary Appraisal for Phase 1

Currency in £

REVENUE

Sales Valuation	Units	m ²	Rate m ²	Unit Price	Gross Sales
Phase 1 - Market Housing	1	13,509.00	6,135.00	82,877,715	82,877,715
Phase 1 - Social/Affordable Rent	1	5,701.00	3,104.00	17,695,904	17,695,904
Phase 1 - Shared Ownership	1	1,425.00	3,158.00	4,500,150	4,500,150
Phase 1 - First Homes	1	<u>2,375.00</u>	2,676.00	6,355,500	<u>6,355,500</u>
Totals	4	23,010.00			111,429,269

NET REALISATION

111,429,269

OUTLAY

ACQUISITION COSTS

Residualised Price				30,679,699	
Stamp Duty		5.00%		1,533,985	
Agent Fee		1.00%		306,797	
Legal Fee		0.80%		245,438	
					32,765,919

CONSTRUCTION COSTS

Construction	m ²	Rate m ²	Cost	
Phase 1 - Market Housing	13,509.00 m ²	1,666.00 pm ²	22,505,994	
Phase 1 - Social/Affordable Rent	5,701.00 m ²	1,666.00 pm ²	9,497,866	
Phase 1 - Shared Ownership	1,425.00 m ²	1,666.00 pm ²	2,374,050	
Phase 1 - First Homes	<u>2,375.00 m²</u>	1,666.00 pm ²	<u>3,956,750</u>	
Totals	23,010.00 m²		38,334,660	38,334,660

Contingency		5.00%	1,916,733	
Phase 1 - Site opening up costs			7,902,500	
Phase 1 - S106			545,000	
Phase 1 - Healthcare			990,000	
Phase 1 - Transport			7,262,670	
Phase 1 - Education			6,438,085	
Phase 1 - Sports & Community			1,642,695	
Phase 1 - Green Infrastructure			815,754	
Phase 1 - SAMMS & SANG			4,050,222	
				31,563,659

PROFESSIONAL FEES

Professional fees		8.00%	3,852,311	3,852,311
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DISPOSAL FEES

Resi Sales Agent and Marketing Fee		2.50%	2,230,830	
Residential Sales Legal Fee		0.25%	278,573	
				2,509,404

Additional Costs

Phase 1 - Market Housing Profit		17.50%	15,615,813	
Phase 1 - Affordable Housing Profit		6.00%	1,331,763	
Phase 1 - First Homes Profit		12.00%	762,660	
				17,710,236

FINANCE

Debit Rate 6.500% Credit Rate 0.000% (Nominal)				
Land			6,569,796	
Construction			6,690,916	
Other			12,386,692	
Total Finance Cost				25,647,404

TOTAL COSTS

152,383,593

PROFIT

(40,954,324)

Performance Measures

Profit on Cost%	(26.88)%
Profit on GDV%	(36.75)%
Profit on NDV%	(36.75)%
IRR	(6.25)%
Profit Erosion (finance rate 6.500%)	N/A