

Eastleigh Borough Council - (Draft) Appendix I - Local Plan & Preliminary CIL Viability Assessment - Residential Assumptions Overview Sheet - 1 of 2

Scheme Size Appraised	Type	Density	Site type	Net Land Area (ha)	Open Space Allowance	Build Period (Months)
11	Houses	40	Greenfield / PDL	0.28	0.10	9
15	Houses	40	Greenfield / PDL	0.38	0.13	12
15	Flats	75	Greenfield / PDL	0.20	0.06	12
30	Mixed	50	Greenfield	0.60	0.24	12
30	Flats (Sheltered)	125	PDL	0.24	0.13	18
50	Flats	150	PDL / Greenfield	0.33	0.22	18
50	Mixed	50	PDL / Greenfield	1.00	0.40	18
100	Mixed (10% Low Cost Home Ownership)	40	PDL / Greenfield	2.50	0.80	24
100	Mixed	40	PDL / Greenfield	2.50	0.80	24
500	Mixed	40	PDL / Greenfield	12.50	3.99	60**

Note: Open Space Allowance based on Standards as described by Policy DM35 informed by the EBC OS Study (2017). AH tested at 0%, 20% and 35%.

** assumes multiple developers

Dwelling mix principles (based on ORS Affordable Housing Market Assessment 2016 (Draft April 2017))

Overall 1-Beds 5%, 2-Bed Flats 10%, 2-Bed Houses 15%, 3-Beds 50%, 4-Beds 20%

Market Housing 1-Beds 5%, 2-Bed Flats 5%, 2-Bed Houses 5%, 3-Beds 65%, 4-Beds 20%

Affordable Housing 1-Beds 20%, 2-Bed Flats 10%, 2-Bed Houses 35%, 3-Beds 25%, 4-Beds 10%

Note: All subject to 'best fit scenario' within assumed mix

Unit Sizes (sq. m)*	Affordable	Private
1-bed flat	50	50
2-bed flat	70	70
2-bed house	79	79
3-bed house	93	100
4-bed house	112	130

Value Assumptions	<<EBC lowest-end typical re-sale		EBC typical new-build values			EBC highest end new build / re-sale values>>		
	VL1	VL2	VL3	VL4	VL5	VL6	VL7	VL8+
Open Market Value								
1 Bed Flat	£120,000	£140,000	£160,000	£180,000	£200,000	£220,000	£240,000	£260,000
2 Bed Flat	£168,000	£196,000	£224,000	£252,000	£280,000	£308,000	£336,000	£364,000
2 Bed House	£189,600	£221,200	£252,800	£284,400	£316,000	£347,600	£379,200	£410,800
3 Bed House	£240,000	£280,000	£320,000	£360,000	£400,000	£440,000	£480,000	£520,000
4 Bed House	£312,000	£364,000	£416,000	£468,000	£520,000	£572,000	£624,000	£676,000
Value House (£/m2)	£2,400	£2,800	£3,200	£3,600	£4,000	£4,400	£4,800	£5,200

Affordable Housing Revenue Assumptions (Based on Southampton LHA Rates*)

Unit	LHA (Average) Cap
1BF	£84,873
2BF	£113,896
2BH	£113,896
3BH	£134,371
4BH	£176,551

*covers the majority of the Borough

Unit	Market Size	Average AH Transfer Price (LHA Cap)	AH Transfer Price less 10%
1BF	50	£84,873	£77,157
2BF	70	£113,896	£103,542
2BH	79	£113,896	£103,542
3BH	100	£134,371	£122,155
4BH	130	£176,551	£160,501

*Shared Ownership assumes 65% of MV

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Development / Policy Costs	2017	Notes
RESIDENTIAL BUILDING, MARKETING & S106 COSTS		
Build Costs Mixed Developments - generally (£/sq. m) ¹	£1,286	
Build Costs Estate Housing - generally (£/sq. m) ¹	£1,430	Only applicable to scenarios <10 units. Increased by 14% from updated base figures - adjustment based on BCIS FSB report. ²
Build Costs Estate Housing - generally (£/sq. m) ¹	£1,254	11+ units
Build Costs Flats - generally (£/sq. m) ¹	£1,491	
Build Costs Flats - 3-5 Storey (£/sq. m) ¹	£1,453	
Build Costs Flats - 6+ storey (£/sq. m) ¹	£1,867	
Build Costs (Sheltered Housing - 3-storey) (£/sq.m) ¹	£1,422	
Site Works (% of build cost)	15.00%	
Contingencies (% of build cost)	5%	
Professional & Other Fees (% of build cost)	10.0%	
Sustainable Design / Construction Standards Base Assumption (% of build cost) ³	2.00%	Latest data suggests allowances in the range of 1% to 1.5% to meet building regulations
Sustainable Design - enhanced cost assumptions based on Policy DM2(i)	20.00%	Sensitivity Test only. Based on the Aecom Passivhaus Capital Cost Research Project report (2015).
Residual s.106 /non-CIL costs (£ per unit) - non-strategic sites	£3,000	
On strategic sites - carried out on surplus basis unless detailed infrastructure costs and timings known		
Trial CIL Rates (£/m ²)	£0 £75 £125	Base appraisals using DSP previously recommended rates as part of 2013 CIL Viability Study. Sensitivity testing carried out where necessary.
Building Regs M4 (2) Compliance (80% of dwellings) ⁴	£1,646 (Flats) £2,447 (Houses)	per unit (applicable units only) - tested at 80% (base policy position)
Building Regs M4 (3) Compliance Sensitivity Testing ⁴	£15,691 (Flats) £26,816 (Houses)	per unit (applicable units only) - as per policy DM30. On sites of >40 units M4(3) compliance should include at least 2 dwellings or 7% (if higher no.); at least 1 dwelling or 8% (if higher no.) of all AH. Sensitivity test only 100% of all specialist housing to meet Part M4(3).
Technical Housing Standards - nationally described space standard		
Reduced Water usage (max.consumption)	110 litres per person per day 1-Beds £337 2-Beds £487	Based on the Housing/technical Standards Review - optional increased standard included within Building Reg.s
Solent Mitigation Contributions (per dwelling)	3-Beds £637 4-Beds £749 5-Beds £880	Based on the final draft SRMP document as confirmed by EBC.
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		
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 including Arrangement Fees - 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 Epping Forest has been used. Includes allowance for uplift to build costs based on BCIS / FSB research for sites of 10 or fewer dwellings. External works added separately - 10% of base build costs.

² BCIS report for the Federation of Small Businesses - Housing development: the economics of small sites - the effect of project size on the cost of housing construction (August 2015)

³ The above costs are based on the DCLG Housing Standards Review Impact Assessment costings assuming equivalent CfSH L4 energy costs only base. Appraisals assume cost uplift in line with figures above assuming average cost uplift from each unit type (£1,932 per unit average, equating to the 2% assumed above).

⁴ Sensitivity tested allowance to meet Building Regs M4 Category 2 and Category 3 (adaptable) acknowledged within report as potential variable cost issue (depending on design etc.). EC Harris DCLG Housing Standards Review Cost Impact indicate average extra over cost to be £1,646 (Cat.2) and £15,691 (additional space cost (Cat. 3)) for flats and £2,447 (Cat.2) and £26,816 (additional space cost (Cat.3 adaptable)) for houses.

Scheme Typology		0% AH																		Total Check	AH units Total
		1-BF			2-BF			3-BF			2-BH			3-BH			4-BH				
		Market	AR	SO	Market	AR	SO	Market	AR	SO	Market	AR	SO	Market	AR	SO	Market	AR	SO		
11	Houses									2			6			3			11	0	
15	Houses									3			8			4			15	0	
15	Flats	8			7														15	0	
30	Mixed	2			3					4			15			6			30	0	
30	Flats (Sheltered)	14			16														30	0	
50	Flats	23			27														50	0	
50	Mixed	3			5					7			25			10			50	0	
100	Mixed	5			10					15			50			20			100	0	
500	Mixed	25			50					75			250			100			500	0	

Scheme Typology		20% AH															Total Check	AH units Total	AR 70% Check	SO 30% Check	Overall AH % Check			
		1-BF			2-BF			3-BF			2-BH			3-BH								4-BH		
		Market	AR	SO	Market	AR	SO	Market	AR	SO	Market	AR	SO	Market	AR	SO						Market	AR	SO
11	Houses									1		1	5	1		3				11	2	50.00%	50.00%	18.18%
15	Houses									1	1	1	7	1		4				15	3	66.67%	33.33%	20.00%
15	Flats	6	1	1	6	1														15	3	66.67%	33.33%	20.00%
30	Mixed	2			2	1				3		1	12	3		5	1			30	6	83.33%	16.67%	20.00%
30	Flats (Sheltered)	11	2	1	13	2	1													30	6	66.67%	33.33%	20.00%
50	Flats	17	4	2	23	3	1													50	10	70.00%	30.00%	20.00%
50	Mixed	2		1	4		1			6		1	20	5		8	2			50	10	70.00%	30.00%	20.00%
100	Mixed	4		1	8		2			12		3	40	10		16	4			100	20	70.00%	30.00%	20.00%
500	Mixed	20	0	5	40	0	10	0	0	60	0	15	200	50	0	80	20	0		500	100	70.00%	30.00%	20.00%

Scheme Typology		35% AH															Total Check	AH units Total	AR 70% Check	SO 30% Check	Overall AH % Check			
		1-BF			2-BF			3-BF			2-BH			3-BH								4-BH		
		Market	AR	SO	Market	AR	SO	Market	AR	SO	Market	AR	SO	Market	AR	SO						Market	AR	SO
11	Houses									1		1	4	2		2		1		11	4	75.00%	25.00%	36.36%
15	Houses									2		1	5	3		3		1		15	5	80.00%	20.00%	33.33%
15	Flats	5	2	1	5	2														15	5	80.00%	20.00%	33.33%
30	Mixed	1		1	2		1			2		2	10	5		4		2		30	11	63.64%	36.36%	36.67%
30	Flats (Sheltered)	8	4	2	11	4	1													30	11	72.73%	27.27%	36.67%
50	Flats	13	7	3	19	6	2													50	18	72.22%	27.78%	36.00%
50	Mixed	2		1	3		2			5		2	16	9		6		4		50	18	72.22%	27.78%	36.00%
100	Mixed	3	0	2	6	0	4			10	1	4	32	18		14		6		100	35	71.43%	28.57%	35.00%
500	Mixed	15	0	10	30	0	20	0	0	0	50	5	20	160	90	0	70	30	0	500	175	71.43%	28.57%	35.00%

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Development Use Type / Use Class indication	Example Scheme Type	GIA (sq. m)	Site Coverage	Site Size (Ha)	Build Period (Months)**	Values Range - Average 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	Foodstore / Supermarket	2500	40%	0.63	12	£200	£250	£300	£1,418	15%	£1,631	BCIS - Hypermarkets / Supermarkets - generally	
Retail - larger format (A1) - comparison	Retail Warehousing	1500	25%	0.60	7	£160	£220	£280	£719	15%	£827	BCIS - Retail Warehousing - Generally	
A1- A5 - Small Retail	Other retail - town centre	300	70%	0.04	6	£150	£200	£250	£990	50%	£1,485	BCIS - Shops - Generally	
A1-A5 - Small retail	Convenience Stores*	300	50%	0.06	6	£100	£140	£180	£990	15%	£1,139	BCIS - Shops - Generally	
B1(a) Offices - Town Centre	Office Building (individual buildings - town centres urban areas)	500	60%	0.08	6	£150	£190	£220	£1,664	15%	£1,914	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	£150	£190	£220	£1,542	15%	£1,773	BCIS - Offices generally	
B1, B2, B8 - Industrial / Warehousing	Start-up / move-on unit	500	40%	0.13	6	£70	£90	£110	£937	15%	£1,078	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	£60	£75	£90	£610	15%	£702	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.	2100	50%	0.42	18	£4,000	£5,000	£6,000	£1,829	15%	£2,103	BCIS - Hotels	
C2 - Residential Institution	40-bed Nursing home / care home	1900	60%	0.32	16	Annual Room Rates			£1,422	15%	£1,635	BCIS - Care Home for the Elderly - generally	
						£200	£250	£300					
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 / Rural diversification / Farm Shops? 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	5%
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 Eastleigh BC

**BCIS Construction Duration Calculator

***Hotel value assumption - annual, per room basis

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

EBC - Emerging Local Plan 2016-2036 (December 2017) - Policy Analysis		
Policy No. / Name	Addressed where applicable through specific study approach / assumptions - Y/N - and associated commentary	Cost / specific allowance?
Strategic Policies		
SP S1 - Delivering Sustainable Development	Y - but in respect of the general nature and quality of development expected to come forward and be supportable through the usual planning application and development management process. Therefore reflected in the nature of the build and related costs assumptions used for all appraisals.	Reflected in build costs assumptions and location of development scenarios
SP S2 - Approach to New Development	Y - A variety of residential and commercial (non-residential) scenarios have been modelled, also covering a range of values levels overall representing the variety relevant in different areas of the Borough, all in accordance with the emerging Plan. Affordable housing has been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
SP S3 - Location of New Housing	Y - A variety of residential scenarios have been modelled including strategic sites, also covering a range of values levels overall representing the variety relevant in different areas of the Borough, all in accordance with the emerging Plan. Affordable housing has been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
SP S4 - Employment Provision	Y - A variety of commercial development scenarios of various types have been considered at an appropriate high level for the study purpose, covering a range of values representing the variety relevant in different areas and across different scheme/site types. (See main report text)	Reflected in values and costs assumptions used within high level commercial scenarios as considered within the report text.
SP S5 - New Communities, land north of Bishopstoke and land north and east of Fair Oak	Y - The SGO has been specifically modelled at an appropriate high level for the study purpose, covering a range of values. Specific cost assumptions have also been made.	Reflected in the specific SGO report and findings provided in November 2017.
SP S6 - New Allbrook Hill, Bishopstoke and Fair Oak link road	Y - The SGO has been specifically modelled at an appropriate high level for the study purpose, covering a range of values. Specific cost assumptions have also been made. Specific cost assumptions have also been made for the proposed link road as provided to DSP by the Council.	Reflected in the specific SGO report and findings provided in November 2017.
SP S7 - New Development in the Countryside	N/A - more of a planning and land use implication than for viability consideration.	N/A
SP S8 - Protection of Countryside Gaps	More of a planning and land use implication than for viability consideration.	
SP S9 - The Coast	More of a planning and land use implication than for viability consideration. However any potential mitigation costs such as the SRMP have been allowed for within general build cost and fee assumptions.	Specific costs have been included for the Solent Mitigation contribution as advised by the Council.
SP S10 - Green Infrastructure	Y - considered through range of s.106/other costs sensitivity testing. In practice a range of sites will trigger mitigation requirements (localised works or contributions) but those will vary sites will vary with the site-specific details.	DSP's view and experience is that say £3,000/dwelling forms an appropriate sum, effectively as a contingency, for such measures. It follows that for all tests at £3,000 per dwelling, the immediate/essential highways mitigation/s.278 works are assumed to be specifically allowed for.
SP S11 - Community Facilities	Y - considered through range of s.106/other costs sensitivity testing. In practice a range of sites will trigger planning obligations / mitigation requirements (localised works or contributions) but those will vary with the site-specific details.	DSP's view and experience is that say £3,000/dwelling forms an appropriate sum, effectively as a contingency, for such measures. It follows that for all tests at £3,000 per dwelling, the immediate/essential highways mitigation/s.278 works are assumed to be specifically allowed for.

EBC - Emerging Local Plan 2016-2036 (December 2017) - Policy Analysis		
Policy No. / Name	Addressed where applicable through specific study approach / assumptions - Y/N - and associated commentary	Cost / specific allowance?
SP S12 - Transport Infrastructure	Y - considered through range of s.106/other costs sensitivity testing. In practice a range of sites will trigger mitigation requirements (localised works or contributions) but those will vary sites will vary with the site-specific details.	DSP's view and experience is that say £3,000/dwelling forms an appropriate sum, effectively as a contingency, for such measures. It follows that for all tests at £3,000 per dwelling, the immediate/essential highways mitigation/s.278 works are assumed to be specifically allowed for. Specific infrastructure costs adopted as provided by the Council in relation to the SGO link road as considered through the November 2017SGO viability report.
SP S12 - Strategic footpath, cycleway and bridleway links	Y - as above	DSP's view and experience is that say £3,000/dwelling forms an appropriate sum, effectively as a contingency, for such measures. It follows that for all tests at £3,000 per dwelling, the immediate/essential highways mitigation/s.278 works are assumed to be specifically allowed for.
Development Management Policies		
DM1 - General criteria for new development	Y - A variety of residential and non-residential scenarios have been modelled, also covering a range of values levels overall representing the variety relevant in different areas of the Borough. Affordable housing has been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
DM2 - Environmentally sustainable development	Y - Allowed for within build costs and fees so far as normal works extent is concerned and additional cost allowances included as part of meeting the building regulations requirements.	Reflected in build and other cost assumptions - particularly relating to sustainability. DSP assume 2% on build costs for sustainable design/construction standards.
DM3 - Environmentally sustainable development - adaptation	Y - see above.	
DM4 - Zero or low carbon energy	Y - Any requirement to connect to a common system (CHP) is considered to be more of an early design stage implication rather than necessarily meaning additional cost; savings against usual connections or a balancing out with those would be expected so far as we can see. In terms of site-specific schemes, any costs would need to be considered as part of a more detailed delivery stage viability review in the usual way (treated in the same way as the extent of achievable planning obligations package alongside abnormal costs etc.)	No particular additional assumptions that apply across the range of scheme types.
DM5 - Managing Flood risk	Y - Allowed for within build costs and fees so far as normal works extent is concerned. However could have very site specific impacts and as such would need to be treated as abnormal costs in weighing-up the overall viability position on a particular site.	No particular additional assumptions that apply across the range of scheme types.
DM6 - Sustainable surface water management and watercourse management	Y - see above.	
DM7 - Flood defences, land reclamation and coast protection	Y - see above.	

EBC - Emerging Local Plan 2016-2036 (December 2017) - Policy Analysis		
Policy No. / Name	Addressed where applicable through specific study approach / assumptions - Y/N - and associated commentary	Cost / specific allowance?
DM8 - Pollution	Y - Generally more of a planning/design related issue but any cost allowance covered by standard build costs and fees so far as normal works extent is concerned. However could have very site specific impacts / mitigation requirements, and as such would need to be treated as abnormal costs in weighing-up the overall viability position on a particular site.	No particular additional assumptions that apply across the range of scheme types.
DM9 - Public utilities and communications	Y - study allows for appropriate development densities, design, build costs and external works costs and S106 cost assumptions within the development scenarios modelled.	Reflected in the scenarios assumptions on a range of inputs; most directly relevant the build costs assumptions including by means of additions for external and other works - see Appendix I
DM10 - Water and Waste Water	Y - Allowed for within build costs and fees so far as normal works extent is concerned. However could have very site specific impacts and as such would need to be treated as abnormal costs in weighing-up the overall viability position on a particular site. The SRMP costs have been allowed for within general build cost and fee assumptions.	Reflected in the scenarios assumptions on a range of inputs. Specific costs have been included for the Solent Mitigation contribution as advised by the Council.
DM11 - Nature conservation	Y - considered through range of s.106/other costs sensitivity testing. In practice a range of sites will trigger mitigation requirements (localised works or contributions) but those will vary sites will vary with the site-specific details.	DSP included specific Solent Mitigation Costs as provided by EBC as part of scenario testing - see Appendix I Residential Assumptions
DM12 - Heritage assets	Y - Planning / design issue rather than direct cost impact except in exceptional circumstances. Any costs included within fees assumptions.	No particular additional assumptions that apply across the range of scheme types.
DM13 - General development criteria - transport	Y - considered through range of s.106/other costs sensitivity testing. In practice a range of sites will trigger mitigation requirements (localised works or contributions) but those will vary sites will vary with the site-specific details.	DSP's view and experience is that say £3,000/dwelling forms an appropriate sum, effectively as a contingency, for such measures. It follows that for all tests at £3,000 per dwelling, the immediate/essential highways mitigation/s.278 works are assumed to be specifically allowed for. Specific allowance made for the SGO - See November 2017 report
DM14 - Parking	Y - Generally more of a planning/design related issue but any cost allowance covered by standard build costs and fees so far as normal works extent is concerned. However could have very site specific impacts / mitigation requirements, and as such would need to be treated as abnormal costs in weighing-up the overall viability position on a particular site.	No particular additional assumptions that apply across the range of scheme types.
DM15 - Safeguarding existing employment sites	N/A - more of a planning and land use implication than for viability consideration.	N/A
DM16 - Workforce training requirements and new jobs	N/A - not relevant for viability consideration for the study purpose.	N/A
DM17 - Agricultural development	Y - A variety of residential and commercial (non-residential) scenarios have been modelled, also covering a range of values levels overall representing the variety relevant in different areas of the Borough, all in accordance with the emerging Plan. Affordable housing has been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.

EBC - Emerging Local Plan 2016-2036 (December 2017) - Policy Analysis		
Policy No. / Name	Addressed where applicable through specific study approach / assumptions - Y/N - and associated commentary	Cost / specific allowance?
DM18 - Extension and replacement of non-residential buildings in the countryside	N/A - more of a planning and land use implication than for viability consideration.	N/A
DM19 - Change of use of buildings in the countryside	N/A - more of a planning and land use implication than for viability consideration.	N/A
DM20 - Boatyard and marina sites on the River Hamble	N/A - more of a planning and land use implication than for viability consideration.	N/A
DM21 - Retail development	Y - A variety of commercial development scenarios of various types have been considered at an appropriate high level for the study purpose, covering a range of values representing the variety relevant in different areas and across different scheme/site types. (See main report text)	Reflected in values and costs assumptions used within high level commercial scenarios as considered within the report text.
DM22 - Changes of use in retail frontages in district centres	N/A - more of a planning and land use implication than for viability consideration.	N/A
DM23 - Residential development in urban areas	Y - A variety of residential scenarios have been modelled including strategic sites and SGO (See November 2017 report), also covering a range of values levels overall representing the variety relevant in different areas of the Borough, all in accordance with the emerging Plan. Affordable housing has been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing. Results of SGO contained within the November 2017 report
DM24 - Housing Sites with Planning Permission	Y - A variety of residential scenarios have been modelled including strategic sites and SGO (See November 2017 report), also covering a range of values levels overall representing the variety relevant in different areas of the Borough, all in accordance with the emerging Plan. Affordable housing has been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing. Results of SGO contained within the November 2017 report
DM25 - Redevelopment of urban sites in unneighbourly use	Y - see above.	
DM26 - Creating a mix of housing	Y - A variety of residential scenarios have been modelled, also covering a range of values levels and accommodation types, overall representing the variety relevant in different areas of EBC. Affordable housing has been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
DM27 - Delivering Older peoples housing	Y - A variety of residential scenarios have been modelled including sheltered housing, also covering a range of values levels, overall representing the variety relevant in different areas of EBC. Affordable housing has been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
DM28 - Residential extensions and replacement dwellings in the countryside	N/A - more of a planning and land use implication than for viability consideration.	N/A
DM29 - Rural workers' dwellings	Y - A variety of residential scenarios have been modelled, also covering a range of values levels and accommodation types, overall representing the variety relevant in different areas of EBC. Affordable housing has been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.

EBC - Emerging Local Plan 2016-2036 (December 2017) - Policy Analysis		
Policy No. / Name	Addressed where applicable through specific study approach / assumptions - Y/N - and associated commentary	Cost / specific allowance?
DM30 - Delivering Affordable housing	Y - Affordable housing policy as currently included at 35% taken as base position. Study investigates through matrix of testing against preliminary CIL levels and other policies level of AH potentially viable (i.e. tests range of proportions / thresholds of affordable housing. (See Appendix I - Residential Development Assumptions).	No further assumptions - regular application of affordable housing and other policies assumed.
DM31 - Dwellings with higher access standards	Y - additional cost allowances have been made in relation to sustainability to meet Part L of the Building Regulations Part M (Access to and use of Buildings), as set out within policy. see Appendix I Residential Assumptions	Specific cost assumptions for enhanced access requirements M4(2) and M4(3) as base position.
DM32 - Internal space standards for new residential development	Y - Firstly in respect of the general nature and quality of development expected to come forward and be supportable through the usual planning application and development management process. Therefore reflected in the nature of the build and related costs assumptions used for all appraisals. Secondly, additional cost allowances have been made in relation to sustainability to meet Part L of the Building Regulations, Lifetime Homes (now under Part M) - see Appendix I Residential Assumptions	Reflected in assumptions - assumed development appropriate as would be permitted under the range of development management criteria. Nationally Described Space Standards adopted as base assumption.
DM33 - Gypsies, travellers and travelling showpeople	This policy has not been specifically addressed, being outside the scope of those that directly impact development costs in a way that specifically influences the assessment process and assumptions	None specific
DM34 - Protection of recreation and open space facilities	Y - linked to Policy DM35 below	N/A
DM35 - Provision of recreation and open space facilities with new development	Y - considered through a specific land area allowance forming part of our assumptions base. In practice a range of sites will trigger mitigation requirements (localised works or contributions) but those will vary sites will vary with the site-specific details.	DSP adopt specific land allowance based on experience and/or advice from EBC.
DM36 - New and enhanced recreation and open space facilities	Y - see above.	
DM37 - Recreational activity on the River Hamble	N/A - more of a planning and land use implication than for viability consideration.	N/A
DM38 - Community, leisure and cultural facilities	Y - Non-residential scenarios of various types have been considered at an appropriate high level for the study purpose (See report text for detail)	Reflected in values and costs assumptions used within relevant high level appraisal scenarios. See report text for detail.
DM39 - Cemeteries	N/A - more of a planning and land use implication than for viability consideration.	N/A
DM40 - Funding Infrastructure	Y - considered through range of s.106/other costs sensitivity testing. In practice a range of sites will trigger mitigation requirements (localised works or contributions) but those will vary sites will vary with the site-specific details.	DSP's view and experience is that say £3,000/dwelling forms an appropriate sum, effectively as a contingency, for such measures. It follows that for all tests at £3,000 per dwelling, the immediate/essential highways mitigation/s.278 works are assumed to be specifically allowed for. Specific cost assumptions adopted for SGO additional infrastructure requirements.

EBC - Emerging Local Plan December 2017

Residential Site Allocations

Note: Unsuitable sites not considered

Draft Policy / Site / SLAA Ref	Name/Address	Approx No. dwellings	PDL/GF
Fair Oak			
FO1 Site Ref: 7 SLAA Ref: 7-21-C	West of Durley Road	73	GF
FO2	Land North of Mortimers Lane	30	GF
FO3 Site Ref: 8 SLAA Ref: 7-27-C	East of Allington Lane	38	PDL/GF
FO4 Site Ref: 10 SLAA Ref: 7-51-C	Lechlade, Burnetts Lane, Fair Oak	13	GF
FO5	Land East of Knowle Lane	30	PDL/GF
FO6	Foxholes Farm, Fir Tree Lane	45	GF
FO7	Land at Costalot Stables, Blind Lane, Horton Heath	45	PDL/GF
FO8	Hammerley Farm, Anson Road, Horton Heath		PDL/GF
FO5 Site Ref: 4 SLAA Ref: 7-11-C	East of Knowle Lane	34	GF
Bursledon			
BU1 Site Ref: 30 SLAA Ref: 4-14-C	Land north of Providence Hill	19	GF
BU2 Site Ref: 32 SLAA Ref: 4-27-C	Heath House Farm	38	GF
BU3 Site Ref: 33 SLAA Ref: 4-28-C	Land lying south east of Windmill Lane	50	PDL/GF
Chandler's Ford			
CF1	Central Precinct, Chandler's Ford	85**	PDL/GF
Eastleigh			
E2	Land at Woodside Avenue, Eastleigh	80-100	PDL/GF
Allbrook			
AL1 Site Ref: 2 SLAA Ref: 1-4-C	Land east of Allbrook Way	95	PDL/GF
Hedge End			
HE1	Land west of Woodhouse Lane, Hedge End	650**	GF
HE2 Site Ref: 15 SLAA Ref: 9-26-C	Land at Sundays Hill ad Land north of Pewitt Hill Clos	106	PDL/GF
HE1 Site Ref: 13 SLAA Ref: 9-3-C	West of Woodhouse Lane	600	GF
Botley			
BO1 Site Ref: 19 SLAA Ref: 3-7-C	Land south of Maddoxford Lane and east of Crows Nest Lane	30	GF
BO2 Site Ref: 20 SLAA Ref: 3-8-C	Land west of Uplands Farm, Botley	375**	GF
BO3 Site Ref: 21 SLAA Ref: 3-12-C	Land east of Kings Copse Avenue and east of Tanhouse Lane	70	GF
Unknown			
Site Ref: 3 SLAA Ref: 2-6-C	Between 77 Church Rd and Recreation Ground	30	PDL
West End			
Site Ref: 12 SLAA Ref: 9-26-C	North of Barbe Baker Avenue	98	n/a

**includes an element of commercial / non-residential development

DSP 2018

**Table 1a: Residual Land Value Results by Value Level & Trial CIL Rate
- 11 Unit Scheme - Houses**

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)						
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL				
11 Houses 0% AH	PDL / Greenfield	1148	40	VL1	£2,400	£107,556	£27,841	Negative RLV				
				VL2	£2,800	£415,027	£339,972	£289,935				
				VL3	£3,200	£718,135	£643,080	£593,042				
				VL4	£3,600	£1,007,763	£937,367	£890,436				
				VL5	£4,000	£1,291,384	£1,221,659	£1,174,728				
				VL6	£4,400	£1,568,149	£1,499,616	£1,453,928				
				VL7	£4,800	£1,844,914	£1,776,381	£1,730,693				
				VL8	£5,200	£2,121,679	£2,053,146	£2,007,458				
				Residual Land Value (£/Ha)								
				VL1	£2,400	£258,393	£66,885	Negative RLV				
				VL2	£2,800	£997,063	£816,749	£696,540				
				VL3	£3,200	£1,725,250	£1,544,936	£1,424,727				
				VL4	£3,600	£2,421,053	£2,251,933	£2,139,186				
				VL5	£4,000	£3,102,424	£2,934,916	£2,822,169				
				VL6	£4,400	£3,767,325	£3,602,682	£3,492,920				
				VL7	£4,800	£4,432,225	£4,267,583	£4,157,821				
VL8	£5,200	£5,097,126	£4,932,483	£4,822,721								

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)						
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL				
11 Houses 20% AH	PDL / Greenfield	969	40	VL1	£2,400	£25,110	Negative RLV					
				VL2	£2,800	£306,164	£231,566	£180,222				
				VL3	£3,200	£578,035	£503,437	£453,705				
				VL4	£3,600	£847,062	£775,308	£725,576				
				VL5	£4,000	£1,102,056	£1,032,089	£985,444				
				VL6	£4,400	£1,354,658	£1,286,543	£1,240,438				
				VL7	£4,800	£1,602,901	£1,534,786	£1,489,376				
				VL8	£5,200	£1,851,144	£1,783,029	£1,737,619				
				Residual Land Value (£/Ha)								
				VL1	£2,400	£60,325	Negative RLV					
				VL2	£2,800	£735,528	£556,314	£432,966				
				VL3	£3,200	£1,388,672	£1,209,457	£1,089,981				
				VL4	£3,600	£2,034,985	£1,862,601	£1,743,125				
				VL5	£4,000	£2,647,582	£2,479,493	£2,367,434				
				VL6	£4,400	£3,254,434	£3,090,795	£2,980,031				
				VL7	£4,800	£3,850,813	£3,687,174	£3,578,081				
VL8	£5,200	£4,447,192	£4,283,553	£4,174,460								

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)						
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL				
11 Houses 35% AH	PDL / Greenfield	739	40	VL1	£2,400	Negative RLV						
				VL2	£2,800	£139,203	£62,316	£10,655				
				VL3	£3,200	£353,431	£280,468	£231,826				
				VL4	£3,600	£564,575	£491,612	£442,969				
				VL5	£4,000	£775,719	£702,755	£654,113				
				VL6	£4,400	£975,517	£907,083	£861,461				
				VL7	£4,800	£1,173,554	£1,105,120	£1,059,497				
				VL8	£5,200	£1,368,813	£1,302,191	£1,257,533				
				Residual Land Value (£/Ha)								
				VL1	£2,400	Negative RLV						
				VL2	£2,800	£334,422	£149,709	£25,596				
				VL3	£3,200	£849,084	£673,797	£556,938				
				VL4	£3,600	£1,356,337	£1,181,049	£1,064,191				
				VL5	£4,000	£1,863,589	£1,688,301	£1,571,443				
				VL6	£4,400	£2,343,585	£2,179,179	£2,069,575				
				VL7	£4,800	£2,819,348	£2,654,942	£2,545,338				
VL8	£5,200	£3,288,441	£3,128,387	£3,021,101								

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £370,000/ha)
	RLV exceeding Viability Test 3 (RLV £500,000/ha)
	RLV exceeding Viability Test 4 (RLV >£1,250,000/ha)
	RLV exceeding Viability Test 5 (RLV >£1,500,000/ha)
	RLV exceeding Viability Test 6 (RLV >£1,750,000/ha)
	RLV exceeding Viability Test 7 (RLV >£2,500,000/ha)

Source: Dixon Searle Partnership (2018)

**Table 1b: Residual Land Value Results by Value Level & Trial CIL Rate
- 15 Unit Scheme - Houses**

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)					
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL			
15 Houses 0% AH	PDL / Greenfield	1557	40	VL1	£2,400	£122,298	£15,566	Negative RLV			
				VL2	£2,800	£528,579	£428,054	£361,038			
				VL3	£3,200	£921,993	£827,935	£763,654			
				VL4	£3,600	£1,297,101	£1,204,650	£1,141,945			
				VL5	£4,000	£1,663,456	£1,571,985	£1,511,004			
				VL6	£4,400	£2,029,811	£1,938,339	£1,877,359			
				VL7	£4,800	£2,396,165	£2,304,694	£2,243,713			
				VL8	£5,200	£2,762,520	£2,671,049	£2,610,068			
				Residual Land Value (£/Ha)							
				VL1	£2,400	£217,903	£27,735	Negative RLV			
				VL2	£2,800	£941,789	£762,680	£643,274			
				VL3	£3,200	£1,642,749	£1,475,163	£1,360,631			
				VL4	£3,600	£2,311,093	£2,146,370	£2,034,646			
				VL5	£4,000	£2,963,841	£2,800,864	£2,692,212			
				VL6	£4,400	£3,616,589	£3,453,611	£3,344,960			
				VL7	£4,800	£4,269,337	£4,106,359	£3,997,708			
VL8	£5,200	£4,922,085	£4,759,107	£4,650,455							

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)					
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL			
15 Houses 20% AH	PDL / Greenfield	1299	40	VL1	£2,400	Negative RLV					
				VL2	£2,800	£360,314	£260,241	£192,469			
				VL3	£3,200	£711,911	£611,838	£545,122			
				VL4	£3,600	£1,045,792	£952,157	£889,734			
				VL5	£4,000	£1,371,071	£1,280,011	£1,218,711			
				VL6	£4,400	£1,691,001	£1,599,941	£1,539,234			
				VL7	£4,800	£2,010,930	£1,919,871	£1,859,164			
				VL8	£5,200	£2,330,860	£2,239,800	£2,179,094			
				Residual Land Value (£/Ha)							
				VL1	£2,400	Negative RLV					
				VL2	£2,800	£641,985	£463,681	£342,929			
				VL3	£3,200	£1,268,437	£1,090,134	£971,264			
				VL4	£3,600	£1,863,327	£1,696,494	£1,585,272			
				VL5	£4,000	£2,442,888	£2,280,643	£2,171,424			
				VL6	£4,400	£3,012,919	£2,850,674	£2,742,511			
				VL7	£4,800	£3,582,950	£3,420,705	£3,312,542			
VL8	£5,200	£4,152,980	£3,990,736	£3,882,573							

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)					
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL			
15 Houses 35% AH	PDL / Greenfield	1048	40	VL1	£2,400	Negative RLV					
				VL2	£2,800	£185,145	£82,651	£13,109			
				VL3	£3,200	£473,166	£375,159	£309,821			
				VL4	£3,600	£759,858	£661,851	£596,513			
				VL5	£4,000	£1,029,926	£938,224	£877,089			
				VL6	£4,400	£1,296,581	£1,206,472	£1,145,338			
				VL7	£4,800	£1,557,452	£1,468,272	£1,408,819			
				VL8	£5,200	£1,818,323	£1,729,143	£1,669,690			
				Residual Land Value (£/Ha)							
				VL1	£2,400	Negative RLV					
				VL2	£2,800	£329,880	£147,261	£23,357			
				VL3	£3,200	£843,058	£668,435	£552,020			
				VL4	£3,600	£1,353,867	£1,179,244	£1,062,829			
				VL5	£4,000	£1,835,057	£1,671,669	£1,562,743			
				VL6	£4,400	£2,310,167	£2,149,616	£2,040,690			
				VL7	£4,800	£2,774,971	£2,616,075	£2,510,145			
VL8	£5,200	£3,239,774	£3,080,878	£2,974,948							

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £370,000/ha)
	RLV exceeding Viability Test 3 (RLV £500,000/ha)
	RLV exceeding Viability Test 4 (RLV >£1,250,000/ha)
	RLV exceeding Viability Test 5 (RLV >£1,500,000/ha)
	RLV exceeding Viability Test 6 (RLV >£1,750,000/ha)
	RLV exceeding Viability Test 7 (RLV >£2,500,000/ha)

Source: Dixon Searle Partnership (2018)

**Table 1c: Residual Land Value Results by Value Level & Trial CIL Rate
- 15 Unit Scheme - Flats**

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)			
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL	
15 Flats 0% AH	PDL	890	75	VL1	£2,400	Negative RLV			
				VL2	£2,800				
				VL3	£3,200				
				VL4	£3,600	£218,504	£149,182	£102,744	
				VL5	£4,000	£443,800	£377,076	£332,593	
				VL6	£4,400	£669,097	£602,372	£557,889	
				VL7	£4,800	£886,244	£823,969	£782,452	
				VL8	£5,200	£1,096,517	£1,034,242	£992,725	
				Residual Land Value (£/Ha)					
				VL1	£2,400	Negative RLV			
				VL2	£2,800				
				VL3	£3,200				
				VL4	£3,600	£753,462	£514,420	£354,291	
				VL5	£4,000	£1,530,346	£1,300,261	£1,146,871	
				VL6	£4,400	£2,307,230	£2,077,145	£1,923,755	
				VL7	£4,800	£3,056,013	£2,841,271	£2,698,110	
VL8	£5,200	£3,781,093	£3,566,350	£3,423,189					

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)			
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL	
15 Flats 20% AH	PDL	720	75	VL1	£2,400	Negative RLV			
				VL2	£2,800				
				VL3	£3,200				
				VL4	£3,600	£97,139	£29,964	Negative RLV	
				VL5	£4,000	£294,029	£231,053	£187,963	
				VL6	£4,400	£486,016	£423,040	£381,056	
				VL7	£4,800	£678,003	£615,027	£573,043	
				VL8	£5,200	£863,468	£804,691	£765,030	
				Residual Land Value (£/Ha)					
				VL1	£2,400	Negative RLV			
				VL2	£2,800				
				VL3	£3,200				
				VL4	£3,600	£334,963	£103,323	Negative RLV	
				VL5	£4,000	£1,013,892	£796,733	£648,148	
				VL6	£4,400	£1,675,916	£1,458,757	£1,313,985	
				VL7	£4,800	£2,337,940	£2,120,781	£1,976,009	
VL8	£5,200	£2,977,476	£2,774,797	£2,638,033					

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)			
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL	
15 Flats 35% AH	PDL	600	75	VL1	£2,400	Negative RLV			
				VL2	£2,800				
				VL3	£3,200				
				VL4	£3,600	Negative RLV			
				VL5	£4,000				
				VL6	£4,400				
				VL7	£4,800	£170,392	£108,772	£66,654	
				VL8	£5,200	£333,784	£274,557	£235,072	
				VL9	£4,800	£495,394	£436,167	£396,682	
				VL10	£5,200	£657,004	£597,777	£558,292	
				Residual Land Value (£/Ha)					
				VL1	£2,400	Negative RLV			
				VL2	£2,800				
				VL3	£3,200				
				VL4	£3,600	Negative RLV			
				VL5	£4,000				
VL6	£4,400								
VL7	£4,800	£587,560	£375,074	£229,840					
VL8	£4,400	£1,150,980	£946,747	£810,592					
VL9	£4,800	£1,708,256	£1,504,023	£1,367,868					
VL10	£5,200	£2,265,532	£2,061,299	£1,925,144					

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £370,000/ha)
	RLV exceeding Viability Test 3 (RLV £500,000/ha)
	RLV exceeding Viability Test 4 (RLV >£1,250,000/ha)
	RLV exceeding Viability Test 5 (RLV >£1,500,000/ha)
	RLV exceeding Viability Test 6 (RLV >£1,750,000/ha)
	RLV exceeding Viability Test 7 (RLV >£2,500,000/ha)

Source: Dixon Searle Partnership (2018)

**Table 1d: Residual Land Value Results by Value Level & Trial CIL Rate
- 30 Unit Scheme - Mixed**

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)			
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL	
30 Mixed 0% AH	PDL / Greenfield	2906	50	VL1	£2,400	Negative RLV			
				VL2	£2,800	£732,194	£543,521	£417,739	
				VL3	£3,200	£1,415,504	£1,244,444	£1,127,951	
				VL4	£3,600	£2,082,459	£1,911,400	£1,797,360	
				VL5	£4,000	£2,749,415	£2,578,355	£2,464,315	
				VL6	£4,400	£3,416,370	£3,245,310	£3,131,271	
				VL7	£4,800	£4,083,325	£3,912,266	£3,798,226	
				VL8	£5,200	£4,750,280	£4,579,221	£4,465,181	
				Residual Land Value (£/Ha)					
				VL1	£2,400	Negative RLV			
				VL2	£2,800	£787,305	£584,431	£449,181	
				VL3	£3,200	£1,522,047	£1,338,112	£1,212,850	
				VL4	£3,600	£2,239,203	£2,055,268	£1,932,645	
				VL5	£4,000	£2,956,360	£2,772,425	£2,649,801	
				VL6	£4,400	£3,673,516	£3,489,581	£3,366,958	
				VL7	£4,800	£4,390,672	£4,206,737	£4,084,114	
VL8	£5,200	£5,107,828	£4,923,893	£4,801,270					

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)			
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL	
30 Mixed 20% AH	PDL / Greenfield	2327	50	VL1	£2,400	Negative RLV			
				VL2	£2,800	£354,198	£166,062	£35,104	
				VL3	£3,200	£946,192	£772,420	£648,311	
				VL4	£3,600	£1,501,840	£1,333,034	£1,220,497	
				VL5	£4,000	£2,049,840	£1,881,034	£1,768,497	
				VL6	£4,400	£2,597,840	£2,429,034	£2,316,497	
				VL7	£4,800	£3,145,840	£2,977,034	£2,864,497	
				VL8	£5,200	£3,693,840	£3,525,034	£3,412,497	
				Residual Land Value (£/Ha)					
				VL1	£2,400	Negative RLV			
				VL2	£2,800	£380,858	£178,561	£37,746	
				VL3	£3,200	£1,017,411	£830,559	£697,109	
				VL4	£3,600	£1,614,882	£1,433,370	£1,312,362	
				VL5	£4,000	£2,204,130	£2,022,617	£1,901,609	
				VL6	£4,400	£2,793,377	£2,611,865	£2,490,857	
				VL7	£4,800	£3,382,624	£3,201,112	£3,080,104	
VL8	£5,200	£3,971,871	£3,790,359	£3,669,351					

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)			
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL	
30 Mixed 35% AH	PDL / Greenfield	1868	50	VL1	£2,400	Negative RLV			
				VL2	£2,800	£88,026	Negative RLV		
				VL3	£3,200	£620,438	£436,289	£313,523	
				VL4	£3,600	£1,122,358	£950,489	£835,910	
				VL5	£4,000	£1,602,719	£1,435,761	£1,324,456	
				VL6	£4,400	£2,080,465	£1,913,508	£1,802,203	
				VL7	£4,800	£2,558,212	£2,391,255	£2,279,950	
				VL8	£5,200	£3,035,959	£2,869,001	£2,757,696	
				Residual Land Value (£/Ha)					
				VL1	£2,400	Negative RLV			
				VL2	£2,800	£94,652	Negative RLV		
				VL3	£3,200	£667,137	£469,128	£337,122	
				VL4	£3,600	£1,206,837	£1,022,031	£898,828	
				VL5	£4,000	£1,723,353	£1,543,829	£1,424,147	
				VL6	£4,400	£2,237,059	£2,057,535	£1,937,853	
				VL7	£4,800	£2,750,766	£2,571,241	£2,451,559	
VL8	£5,200	£3,264,472	£3,084,947	£2,965,265					

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £370,000/ha)
	RLV exceeding Viability Test 3 (RLV £500,000/ha)
	RLV exceeding Viability Test 4 (RLV >£1,250,000/ha)
	RLV exceeding Viability Test 5 (RLV >£1,500,000/ha)
	RLV exceeding Viability Test 6 (RLV >£1,750,000/ha)
	RLV exceeding Viability Test 7 (RLV >£2,500,000/ha)

Source: Dixon Searle Partnership (2018)

**Table 1e: Residual Land Value Results by Value Level & Trial CIL Rate
- 30 Unit Scheme - Flats (Sheltered)**

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)		
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL
30 Flats (Sheltered) 0% AH	PDL / Greenfield	1970	125	VL5	£4,000	£906,977	£717,311	£590,867
				VL6	£4,400	£1,455,943	£1,266,278	£1,139,833
				VL7	£4,800	£2,004,909	£1,815,244	£1,688,799
				VL8	£5,200	£2,553,875	£2,364,209	£2,237,765
				Residual Land Value (£/Ha)				
				VL5	£4,000	£1,757,707	£1,390,137	£1,145,091
				VL6	£4,400	£2,821,595	£2,454,026	£2,208,979
				VL7	£4,800	£3,885,483	£3,517,914	£3,272,866
				VL8	£5,200	£4,949,370	£4,581,800	£4,336,754

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)		
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL
30 Flats (Sheltered) 20% AH	PDL / Greenfield	1580	125	VL5	£4,000	£393,765	£241,647	£140,235
				VL6	£4,400	£864,620	£712,502	£611,089
				VL7	£4,800	£1,335,474	£1,183,356	£1,081,944
				VL8	£5,200	£1,806,327	£1,654,209	£1,552,798
				Residual Land Value (£/Ha)				
				VL5	£4,000	£763,111	£468,308	£271,773
				VL6	£4,400	£1,675,619	£1,380,817	£1,184,282
				VL7	£4,800	£2,588,127	£2,293,325	£2,096,790
				VL8	£5,200	£3,500,634	£3,205,832	£3,009,298

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)		
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL
30 Flats (Sheltered) 35% AH	PDL / Greenfield	1265	125	VL5	£4,000	Negative RLV		
				VL6	£4,400	£319,982	£198,192	£116,998
				VL7	£4,800	£715,990	£594,199	£513,006
				VL8	£5,200	£1,111,997	£990,206	£909,013
				Residual Land Value (£/Ha)				
				VL5	£4,000	Negative RLV		
				VL6	£4,400	£620,121	£384,093	£226,741
				VL7	£4,800	£1,387,577	£1,151,549	£994,197
				VL8	£5,200	£2,155,033	£1,919,005	£1,761,653

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £370,000/ha)
	RLV exceeding Viability Test 3 (RLV £500,000/ha)
	RLV exceeding Viability Test 4 (RLV >£1,250,000/ha)
	RLV exceeding Viability Test 5 (RLV >£1,500,000/ha)
	RLV exceeding Viability Test 6 (RLV >£1,750,000/ha)
	RLV exceeding Viability Test 7 (RLV >£2,500,000/ha)

Source: Dixon Searle Partnership (2018)

**Table 1f: Residual Land Value Results by Value Level & Trial CIL Rate
- 50 Unit Scheme - Flats**

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)			
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL	
50 Flats 0% AH	PDL	3040	150	VL1	£2,400	Negative RLV			
				VL2	£2,800				
				VL3	£3,200				
				VL4	£3,600	£551,978	£330,283	£181,375	
				VL5	£4,000	£1,246,439	£1,043,364	£906,163	
				VL6	£4,400	£1,909,005	£1,709,562	£1,576,600	
				VL7	£4,800	£2,571,572	£2,372,129	£2,239,167	
				VL8	£5,200	£3,234,138	£3,034,695	£2,901,733	
				Residual Land Value (£/Ha)					
				VL1	£2,400	Negative RLV			
				VL2	£2,800				
				VL3	£3,200				
				VL4	£3,600	£914,880	£547,431	£300,622	
				VL5	£4,000	£2,065,920	£1,729,332	£1,501,928	
				VL6	£4,400	£3,164,097	£2,833,528	£2,613,149	
				VL7	£4,800	£4,262,274	£3,931,705	£3,711,326	
VL8	£5,200	£5,360,450	£5,029,882	£4,809,503					

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)			
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL	
50 Flats 20% AH	PDL	2460	150	VL1	£2,400	Negative RLV			
				VL2	£2,800				
				VL3	£3,200				
				VL4	£3,600	£202,202	Negative RLV		
				VL5	£4,000	£823,637	£622,966	£484,893	
				VL6	£4,400	£1,398,683	£1,212,361	£1,085,827	
				VL7	£4,800	£1,963,310	£1,776,988	£1,652,773	
				VL8	£5,200	£2,527,936	£2,341,614	£2,217,400	
				Residual Land Value (£/Ha)					
				VL1	£2,400	Negative RLV			
				VL2	£2,800				
				VL3	£3,200				
				VL4	£3,600	£335,141	Negative RLV		
				VL5	£4,000	£1,365,144	£1,032,540	£803,690	
				VL6	£4,400	£2,318,259	£2,009,439	£1,799,713	
				VL7	£4,800	£3,254,104	£2,945,284	£2,739,403	
VL8	£5,200	£4,189,949	£3,881,129	£3,675,248					

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)			
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL	
50 Flats 35% AH	PDL	1980	150	VL1	£2,400	Negative RLV			
				VL2	£2,800				
				VL3	£3,200				
				VL4	£3,600	Negative RLV			
				VL5	£4,000				
				VL6	£4,400				
				VL7	£4,800	£419,645	£223,474	£87,229	
				VL8	£5,200	£938,044	£755,937	£626,367	
				VL5	£4,000	£1,425,036	£1,248,556	£1,129,945	
				VL6	£4,400	£1,905,144	£1,728,663	£1,611,009	
				Residual Land Value (£/Ha)					
				VL1	£2,400	Negative RLV			
				VL2	£2,800				
				VL3	£3,200				
				VL4	£3,600	Negative RLV			
				VL5	£4,000				
VL6	£4,400								
VL7	£4,800	£695,544	£370,399	£144,579					
VL8	£5,200	£1,554,768	£1,252,934	£1,038,177					
VL5	£4,000	£2,361,939	£2,069,429	£1,872,837					
VL6	£4,400	£3,157,697	£2,865,188	£2,670,181					

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £370,000/ha)
	RLV exceeding Viability Test 3 (RLV £500,000/ha)
	RLV exceeding Viability Test 4 (RLV >£1,250,000/ha)
	RLV exceeding Viability Test 5 (RLV >£1,500,000/ha)
	RLV exceeding Viability Test 6 (RLV >£1,750,000/ha)
	RLV exceeding Viability Test 7 (RLV >£2,500,000/ha)

Source: Dixon Searle Partnership (2018)

**Table 1g: Residual Land Value Results by Value Level & Trial CIL Rate
- 50 Unit Scheme - Mixed**

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)			
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL	
50 Mixed 0% AH	Greenfield / PDL	4853	50	VL1	£2,400	Negative RLV			
				VL2	£2,800	£963,083	£673,998	£469,803	
				VL3	£3,200	£2,026,903	£1,751,354	£1,567,654	
				VL4	£3,600	£3,084,613	£2,809,063	£2,625,363	
				VL5	£4,000	£4,142,322	£3,866,772	£3,683,073	
				VL6	£4,400	£5,200,031	£4,924,481	£4,740,782	
				VL7	£4,800	£6,257,740	£5,982,191	£5,798,491	
				VL8	£5,200	£7,315,449	£7,039,900	£6,856,200	
				Residual Land Value (£/Ha)					
				VL1	£2,400	Negative RLV			
				VL2	£2,800	£621,344	£434,837	£303,099	
				VL3	£3,200	£1,307,680	£1,129,906	£1,011,390	
				VL4	£3,600	£1,990,073	£1,812,299	£1,693,783	
				VL5	£4,000	£2,672,466	£2,494,692	£2,376,176	
				VL6	£4,400	£3,354,859	£3,177,085	£3,058,569	
				VL7	£4,800	£4,037,252	£3,859,478	£3,740,962	
VL8	£5,200	£4,719,645	£4,541,871	£4,423,355					

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)			
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL	
50 Mixed 20% AH	Greenfield / PDL	3894	50	VL1	£2,400	Negative RLV			
				VL2	£2,800	£398,072	£90,966	Negative RLV	
				VL3	£3,200	£1,327,437	£1,052,497	£865,665	
				VL4	£3,600	£2,209,460	£1,937,870	£1,756,809	
				VL5	£4,000	£3,091,483	£2,819,892	£2,638,832	
				VL6	£4,400	£3,973,505	£3,701,915	£3,520,855	
				VL7	£4,800	£4,855,528	£4,583,938	£4,402,878	
				VL8	£5,200	£5,737,551	£5,465,961	£5,284,901	
				Residual Land Value (£/Ha)					
				VL1	£2,400	Negative RLV			
				VL2	£2,800	£256,821	£58,688	Negative RLV	
				VL3	£3,200	£856,411	£679,030	£558,494	
				VL4	£3,600	£1,425,458	£1,250,238	£1,133,425	
				VL5	£4,000	£1,994,505	£1,819,285	£1,702,472	
				VL6	£4,400	£2,563,552	£2,388,332	£2,271,519	
				VL7	£4,800	£3,132,599	£2,957,379	£2,840,566	
VL8	£5,200	£3,701,646	£3,526,426	£3,409,613					

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)			
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL	
50 Mixed 35% AH	Greenfield / PDL	3085	50	VL1	£2,400	Negative RLV			
				VL2	£2,800	Negative RLV			
				VL3	£3,200	£716,809	£418,885	£220,269	
				VL4	£3,600	£1,462,814	£1,194,793	£1,011,496	
				VL5	£4,000	£2,193,470	£1,925,448	£1,746,768	
				VL6	£4,400	£2,924,125	£2,656,104	£2,477,423	
				VL7	£4,800	£3,654,780	£3,386,759	£3,208,078	
				VL8	£5,200	£4,385,435	£4,117,414	£3,938,733	
				Residual Land Value (£/Ha)					
				VL1	£2,400	Negative RLV			
				VL2	£2,800	Negative RLV			
				VL3	£3,200	£462,458	£270,248	£142,109	
				VL4	£3,600	£943,751	£770,834	£652,578	
				VL5	£4,000	£1,415,142	£1,242,225	£1,126,947	
				VL6	£4,400	£1,886,532	£1,713,615	£1,598,337	
				VL7	£4,800	£2,357,923	£2,185,006	£2,069,728	
VL8	£5,200	£2,829,313	£2,656,396	£2,541,118					

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £370,000/ha)
	RLV exceeding Viability Test 3 (RLV £500,000/ha)
	RLV exceeding Viability Test 4 (RLV >£1,250,000/ha)
	RLV exceeding Viability Test 5 (RLV >£1,500,000/ha)
	RLV exceeding Viability Test 6 (RLV >£1,750,000/ha)
	RLV exceeding Viability Test 7 (RLV >£2,500,000/ha)

Source: Dixon Searle Partnership (2018)

**Table 1h: Residual Land Value Results by Value Level & Trial CIL Rate
- 100 Unit Scheme - Mixed**

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)			
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL	
100 Mixed 0% AH	Greenfield / PDL	9735	40	VL1	£2,400	£128,192	Negative RLV		
				VL2	£2,800	£2,809,883	£2,094,835	£1,618,135	
				VL3	£3,200	£5,491,575	£4,776,526	£4,299,826	
				VL4	£3,600	£8,173,266	£7,458,217	£6,981,518	
				VL5	£4,000	£10,854,957	£10,139,908	£9,663,209	
				VL6	£4,400	£13,536,648	£12,821,600	£12,344,900	
				VL7	£4,800	£16,218,340	£15,503,291	£15,026,591	
				VL8	£5,200	£18,900,031	£18,184,983	£17,708,282	
				Residual Land Value (£/Ha)					
				VL1	£2,400	£34,882	Negative RLV		
				VL2	£2,800	£764,594	£570,023	£440,309	
				VL3	£3,200	£1,494,306	£1,299,735	£1,170,021	
				VL4	£3,600	£2,224,018	£2,029,447	£1,899,733	
				VL5	£4,000	£2,953,730	£2,759,159	£2,629,445	
				VL6	£4,400	£3,683,442	£3,488,871	£3,359,156	
				VL7	£4,800	£4,413,154	£4,218,583	£4,088,868	
VL8	£5,200	£5,142,866	£4,948,295	£4,818,580					

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)			
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL	
100 Mixed 20% AH	Greenfield / PDL	7788	40	VL1	£2,400	Negative RLV			
				VL2	£2,800	£1,506,429	£934,391	£553,031	
				VL3	£3,200	£3,750,644	£3,178,605	£2,797,245	
				VL4	£3,600	£5,994,858	£5,422,818	£5,041,459	
				VL5	£4,000	£8,239,072	£7,667,033	£7,285,672	
				VL6	£4,400	£10,483,285	£9,911,246	£9,529,886	
				VL7	£4,800	£12,727,499	£12,155,460	£11,774,100	
				VL8	£5,200	£14,971,713	£14,399,674	£14,018,314	
				Residual Land Value (£/Ha)					
				VL1	£2,400	Negative RLV			
				VL2	£2,800	£409,913	£254,256	£150,485	
				VL3	£3,200	£1,020,583	£864,926	£761,155	
				VL4	£3,600	£1,631,254	£1,475,597	£1,371,825	
				VL5	£4,000	£2,241,924	£2,086,267	£1,982,496	
				VL6	£4,400	£2,852,595	£2,696,938	£2,593,166	
				VL7	£4,800	£3,463,265	£3,307,608	£3,203,837	
VL8	£5,200	£4,073,936	£3,918,279	£3,814,507					

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)			
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL	
100 Mixed 35% AH	Greenfield / PDL	6380	40	VL1	£2,400	Negative RLV			
				VL2	£2,800	£526,533	£58,584	Negative RLV	
				VL3	£3,200	£2,445,166	£1,977,217	£1,665,250	
				VL4	£3,600	£4,363,800	£3,895,850	£3,583,884	
				VL5	£4,000	£6,282,433	£5,814,484	£5,502,517	
				VL6	£4,400	£8,201,067	£7,733,117	£7,421,151	
				VL7	£4,800	£10,119,700	£9,651,750	£9,339,785	
				VL8	£5,200	£12,038,333	£11,570,384	£11,258,418	
				Residual Land Value (£/Ha)					
				VL1	£2,400	Negative RLV			
				VL2	£2,800	£143,274	£15,941	Negative RLV	
				VL3	£3,200	£665,351	£538,018	£453,129	
				VL4	£3,600	£1,187,429	£1,060,095	£975,207	
				VL5	£4,000	£1,709,505	£1,582,172	£1,497,284	
				VL6	£4,400	£2,231,583	£2,104,249	£2,019,361	
				VL7	£4,800	£2,753,660	£2,626,327	£2,541,438	
VL8	£5,200	£3,275,737	£3,148,404	£3,063,515					

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £370,000/ha)
	RLV exceeding Viability Test 3 (RLV £500,000/ha)
	RLV exceeding Viability Test 4 (RLV >£1,250,000/ha)
	RLV exceeding Viability Test 5 (RLV >£1,500,000/ha)
	RLV exceeding Viability Test 6 (RLV >£1,750,000/ha)
	RLV exceeding Viability Test 7 (RLV >£2,500,000/ha)

Source: Dixon Searle Partnership (2018)

**Table 1i: Residual Land Value Results by Value Level & Trial CIL Rate
- 100 Unit Scheme - Mixed - Enhanced Sustainability Costs as per proposed Policy DM2**

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£) Base Results			Residual Land Value (£) Sensitivity Test						
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL				
100 Mixed 35% AH	Greenfield / PDL	6380	40	VL1	£2,400	Negative RLV			Negative RLV						
				VL2	£2,800	£526,533	£58,584	Negative RLV	£501,395	£33,446	Negative RLV				
				VL3	£3,200	£2,445,166	£1,977,217	£1,665,250	£2,420,029	£1,952,080	£1,640,113				
				VL4	£3,600	£4,363,800	£3,895,850	£3,583,884	£4,338,663	£3,870,713	£3,558,747				
				VL5	£4,000	£6,282,433	£5,814,484	£5,502,517	£6,257,296	£5,789,347	£5,477,380				
				VL6	£4,400	£8,201,067	£7,733,117	£7,421,151	£8,175,930	£7,707,980	£7,396,014				
				VL7	£4,800	£10,119,700	£9,651,750	£9,339,785	£10,094,563	£9,626,613	£9,314,648				
				VL8	£5,200	£12,038,333	£11,570,384	£11,258,418	£12,013,196	£11,545,247	£11,233,280				
										Residual Land Value (£/Ha)			Residual Land Value (£/Ha)		
				VL1	£2,400	Negative RLV			Negative RLV						
				VL2	£2,800	£143,274	£15,941	Negative RLV	£136,434	£9,101	Negative RLV				
				VL3	£3,200	£665,351	£538,018	£453,129	£658,511	£531,178	£446,289				
				VL4	£3,600	£1,187,429	£1,060,095	£975,207	£1,180,589	£1,053,255	£968,367				
				VL5	£4,000	£1,709,505	£1,582,172	£1,497,284	£1,702,666	£1,575,332	£1,490,444				
				VL6	£4,400	£2,231,583	£2,104,249	£2,019,361	£2,224,743	£2,097,410	£2,012,521				
				VL7	£4,800	£2,753,660	£2,626,327	£2,541,438	£2,746,820	£2,619,487	£2,534,598				
VL8	£5,200	£3,275,737	£3,148,404	£3,063,515	£3,268,897	£3,141,564	£3,056,675								

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £370,000/ha)
	RLV exceeding Viability Test 3 (RLV £500,000/ha)
	RLV exceeding Viability Test 4 (RLV >£1,250,000/ha)
	RLV exceeding Viability Test 5 (RLV >£1,500,000/ha)
	RLV exceeding Viability Test 6 (RLV >£1,750,000/ha)
	RLV exceeding Viability Test 7 (RLV >£2,500,000/ha)

Source: Dixon Searle Partnership (2018)

Table 1J: Residual Land Value Results by Value Level & Trial CIL Rate - 100 Unit Scheme - Mixed - Sensitivity Tests: Results Matrix (Open Space & Accessibilty - further review)

100 Mixed @ VL4 with £0 CIL	Base (No OS, No Access)*	M4(2) (No OS)	M4(3) (No OS)	M4(2) & M4(3) (No OS)	Base (with OS)	M4(2) (with OS)	M4(3) (with OS)	M4(2) & M4(3) (with OS)
	Residual Land Value (£) / ha				Residual Land Value (£) / ha			
0% AH	£2,964,161	£2,901,824	£2,905,212	£2,842,875	£2,318,901	£2,270,134	£2,272,785	£2,224,018
20% AH	£2,208,137	£2,145,801	£2,147,505	£2,085,168	£1,727,454	£1,678,688	£1,680,021	£1,631,254
35% AH	£1,642,048	£1,579,711	£1,580,180	£1,517,843	£1,284,595	£1,235,829	£1,236,195	£1,187,429

100 Mixed @ VL4 with £75 CIL	Base (No OS, No Access)*	M4(2) (No OS)	M4(3) (No OS)	M4(2) & M4(3) (No OS)	Base (with OS)	M4(2) (with OS)	M4(3) (with OS)	M4(2) & M4(3) (with OS)
	Residual Land Value (£) / ha				Residual Land Value (£) / ha			
0% AH	£2,715,448	£2,653,111	£2,656,499	£2,594,162	£2,124,330	£2,075,563	£2,078,214	£2,029,447
20% AH	£2,009,167	£1,946,831	£1,948,534	£1,886,198	£1,571,798	£1,523,031	£1,524,364	£1,475,597
35% AH	£1,479,283	£1,416,946	£1,417,415	£1,355,078	£1,157,262	£1,108,495	£1,108,862	£1,060,095

*includes DSP land take allowance over net developable area; but not full EBC OS policy

**Table 1k: Residual Land Value Results by Value Level & Trial CIL Rate
- 500 Unit Scheme - Mixed**

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)						
						Residual Land Value - £0/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £125/m ² CIL				
500 Mixed 35% AH	Greenfield	31900	40	VL1	£2,400	£4,404,354	Negative RLV					
				VL2	£2,800	£7,703,638	£5,488,130	£4,011,126				
				VL3	£3,200	£19,587,069	£17,371,562	£15,894,557				
				VL4	£3,600	£31,470,499	£29,254,992	£27,777,988				
				VL5	£4,000	£43,353,927	£41,138,422	£39,661,417				
				VL6	£4,400	£55,237,321	£53,021,843	£51,544,845				
				VL7	£4,800	£67,120,793	£64,905,224	£63,428,247				
				VL8	£5,200	£79,004,224	£76,788,717	£75,311,712				
										Residual Land Value (£/Ha)		
				VL1	£2,400	£290,237	Negative RLV					
				VL2	£2,800	£507,653	£361,656	£264,325				
				VL3	£3,200	£1,290,746	£1,144,749	£1,047,417				
				VL4	£3,600	£2,073,838	£1,927,841	£1,830,510				
				VL5	£4,000	£2,856,931	£2,710,934	£2,613,602				
				VL6	£4,400	£3,640,021	£3,494,026	£3,396,695				
				VL7	£4,800	£4,423,117	£4,277,115	£4,179,786				
VL8	£5,200	£5,206,209	£5,060,212	£4,962,881								

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £370,000/ha)
	RLV exceeding Viability Test 3 (RLV £500,000/ha)
	RLV exceeding Viability Test 4 (RLV >£1,250,000/ha)
	RLV exceeding Viability Test 5 (RLV >£1,500,000/ha)
	RLV exceeding Viability Test 6 (RLV >£1,750,000/ha)
	RLV exceeding Viability Test 7 (RLV >£2,500,000/ha)

Source: Dixon Searle Partnership (2018)

DRAFT Table 2a Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate
5% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value (£)					Residual Land Value (£/Ha)				
				Residual Land Value - £0/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £200/m ² CIL	Residual Land Value - £0/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £200/m ² CIL
A1 Large Format Retail	Foodstore / Supermarket	L	0.63	£966,415	£853,582	£740,749	£627,916	£515,083	£1,533,992	£1,354,892	£1,175,792	£996,692	£817,592
		M	0.63	£2,309,236	£2,196,403	£2,083,570	£1,970,737	£1,857,903	£3,665,454	£3,486,354	£3,307,254	£3,128,154	£2,949,052
		H	0.63	£3,652,056	£3,539,223	£3,426,390	£3,313,557	£3,200,724	£5,796,914	£5,617,814	£5,438,714	£5,259,614	£5,080,514
A1 Large Format Retail	Retail Warehousing	L	0.60	£1,219,825	£1,152,125	£1,084,425	£1,016,726	£949,026	£2,033,042	£1,920,208	£1,807,375	£1,694,543	£1,581,710
		M	0.60	£2,213,126	£2,145,426	£2,077,726	£2,010,027	£1,942,327	£3,688,543	£3,575,710	£3,462,877	£3,350,045	£3,237,212
		H	0.60	£3,206,427	£3,138,727	£3,071,027	£3,003,328	£2,935,628	£5,344,045	£5,231,212	£5,118,378	£5,005,547	£4,892,713
A1 - A5 Small Retail Units	Comparison (Town Centre)	L	0.04	£25,013	£10,948	Negative RLV			£625,325	£273,700	Negative RLV		
		M	0.04	£197,448	£183,519	£169,589	£155,660	£141,650	£4,936,200	£4,587,975	£4,239,725	£3,891,500	£3,541,250
		H	0.04	£365,365	£351,825	£338,285	£324,745	£311,205	£9,134,125	£8,795,625	£8,457,125	£8,118,625	£7,780,125
A1 - A5 Small Retail Units	Local convenience stores	L	0.06	Negative RLV					Negative RLV				
		M	0.06	£92,255	£78,191	£64,126	£50,061	£35,997	£1,537,583	£1,303,183	£1,068,767	£834,350	£599,950
		H	0.06	£229,798	£215,869	£201,939	£188,010	£174,080	£3,829,967	£3,597,817	£3,365,650	£3,133,500	£2,901,333
B1(a) Offices Town Centre	Smaller Office Building (Town Centres / Urban Areas)	L	0.08	Negative RLV					Negative RLV				
		M	0.08	£14,353	Negative RLV				£179,413	Negative RLV			
		H	0.08	£186,891	£163,675	£140,366	£116,925	£93,484	£2,336,138	£2,045,938	£1,754,575	£1,461,563	£1,168,550
B1(a) Offices	Out of Town / Business Park	L	0.63	Negative RLV					Negative RLV				
		M	0.63	£323,596	£209,634	£92,450	Negative RLV		£513,644	£332,752	£146,746	Negative RLV	
		H	0.63	£1,129,289	£1,016,456	£903,623	£790,790	£677,957	£1,792,522	£1,613,422	£1,434,322	£1,255,222	£1,076,122
B1/B2/B Industrial / 8 Warehousing	Start-up / Move-on	L	0.13	Negative RLV					Negative RLV				
		M	0.13	Negative RLV					Negative RLV				
		H	0.13	£9,066	Negative RLV				£69,738	Negative RLV			
B1/B2/B Industrial / 8 Warehousing	Larger	L	0.50	Negative RLV					Negative RLV				
		M	0.50	£55,608	Negative RLV				£111,216	Negative RLV			
		H	0.50	£389,468	£299,202	£207,754	£114,550	£20,786	£778,936	£598,404	£415,508	£229,100	£41,572
C1 Hotel	Budget (60-Beds)	L	0.42	Negative RLV					Negative RLV				
		M	0.42	Negative RLV					Negative RLV				
		H	0.42	Negative RLV					Negative RLV				
C2 Residential Institution	Nursing Home	L	0.32	£742,733	£656,980	£571,227	£485,474	£399,721	£2,321,041	£2,053,063	£1,785,084	£1,517,106	£1,249,128
		M	0.32	£1,741,461	£1,655,708	£1,569,955	£1,484,202	£1,398,449	£5,442,066	£5,174,088	£4,906,109	£4,638,131	£4,370,153
		H	0.32	£2,740,189	£2,654,436	£2,568,683	£2,482,930	£2,397,177	£8,563,091	£8,295,113	£8,027,134	£7,759,156	£7,491,178

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £370,000/ha)
	RLV exceeding Viability Test 3 (RLV £500,000/ha)
	RLV exceeding Viability Test 4 (RLV >£1,250,000/ha)
	RLV exceeding Viability Test 5 (RLV >£1,500,000/ha)
	RLV exceeding Viability Test 6 (RLV >£1,750,000/ha)
	RLV exceeding Viability Test 7 (RLV >£2,500,000/ha)

Source: Dixon Searle Partnership (2017)

**DRAFT Table 2b 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/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £200/m ² CIL	Residual Land Value - £0/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £200/m ² CIL
A1 Large Format Retail	Foodstore / Supermarket	L	0.63	£450,966	£338,133	£224,589	£108,107	Negative RLV	£715,819	£536,719	£356,490	£171,598	Negative RLV
		M	0.63	£1,664,924	£1,552,091	£1,439,258	£1,326,425	£1,213,592	£2,642,737	£2,463,637	£2,284,537	£2,105,437	£1,926,337
		H	0.63	£2,878,882	£2,766,049	£2,653,216	£2,540,383	£2,427,550	£4,569,654	£4,390,554	£4,211,454	£4,032,354	£3,853,254
A1 Large Format Retail	Retail Warehousing	L	0.60	£965,635	£897,936	£830,236	£762,536	£694,836	£1,609,392	£1,496,560	£1,383,727	£1,270,893	£1,158,060
		M	0.60	£1,863,615	£1,795,916	£1,728,216	£1,660,516	£1,592,816	£3,106,025	£2,993,193	£2,880,360	£2,767,527	£2,654,693
		H	0.60	£2,761,595	£2,693,895	£2,626,196	£2,558,496	£2,490,796	£4,602,658	£4,489,825	£4,376,993	£4,264,160	£4,151,327
A1 - A5 Small Retail Units	Comparison (Town Centre)	L	0.04	Negative RLV					Negative RLV				
		M	0.04	£131,541	£117,477	£103,412	£89,348	£75,283	£3,288,525	£2,936,925	£2,585,300	£2,233,700	£1,882,075
		H	0.04	£285,501	£271,961	£258,421	£244,733	£230,804	£7,137,525	£6,799,025	£6,460,525	£6,118,325	£5,770,100
A1 - A5 Small Retail Units	Local convenience stores	L	0.06	Negative RLV					Negative RLV				
		M	0.06	£45,798	£31,734	£17,669	£3,605	Negative RLV	£763,300	£528,900	£294,483	£60,083	Negative RLV
		H	0.06	£170,641	£156,712	£142,712	£128,648	£114,583	£2,844,017	£2,611,867	£2,378,533	£2,144,133	£1,909,717
B1(a) Offices Town Centre	Smaller Office Building (Town Centres / Urban Areas)	L	0.08	Negative RLV					Negative RLV				
		M	0.08	Negative RLV					Negative RLV				
		H	0.08	£66,217	£42,546	£18,876	Negative RLV		£827,713	£531,825	£235,950	Negative RLV	
B1(a) Offices	Out of Town / Business Park	L	0.63	Negative RLV					Negative RLV				
		M	0.63	Negative RLV					Negative RLV				
		H	0.63	£562,294	£449,461	£336,628	£223,041	£106,119	£892,530	£713,430	£534,330	£354,033	£168,443
B1/B2/B Industrial / 8 Warehousing	Start-up / Move-on	L	0.13	Negative RLV					Negative RLV				
		M	0.13	Negative RLV					Negative RLV				
		H	0.13	Negative RLV					Negative RLV				
B1/B2/B Industrial / 8 Warehousing	Larger	L	0.50	Negative RLV					Negative RLV				
		M	0.50	Negative RLV					Negative RLV				
		H	0.50	£199,461	£106,177	£12,413	Negative RLV		£398,922	£212,354	£24,826	Negative RLV	
C1 Hotel	Budget (60-Beds)	L	0.42	Negative RLV					Negative RLV				
		M	0.42	Negative RLV					Negative RLV				
		H	0.42	Negative RLV					Negative RLV				
C2 Residential Institution	Nursing Home	L	0.32	£359,365	£273,612	£186,071	£96,830	£6,884	£1,123,016	£855,038	£581,472	£302,594	£21,513
		M	0.32	£1,262,252	£1,176,498	£1,090,745	£1,004,992	£919,239	£3,944,538	£3,676,556	£3,408,578	£3,140,600	£2,872,622
		H	0.32	£2,165,138	£2,079,385	£1,993,631	£1,907,878	£1,822,125	£6,766,056	£6,498,078	£6,230,097	£5,962,119	£5,694,141

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £370,000/ha)
	RLV exceeding Viability Test 3 (RLV £500,000/ha)
	RLV exceeding Viability Test 4 (RLV >£1,250,000/ha)
	RLV exceeding Viability Test 5 (RLV >£1,500,000/ha)
	RLV exceeding Viability Test 6 (RLV >£1,750,000/ha)
	RLV exceeding Viability Test 7 (RLV >£2,500,000/ha)

Source: Dixon Searle Partnership (2017)

**DRAFT Table 2c 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/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £200/m ² CIL	Residual Land Value - £0/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £200/m ² CIL		
A1 Large Format Retail	Foodstore / Supermarket	L	0.63	£13,747	Negative RLV					£21,821	Negative RLV				
		M	0.63	£1,128,249	£1,015,416	£902,583	£789,750	£676,917	£1,790,871	£1,611,771	£1,432,671	£1,253,571	£1,074,471		
		H	0.63	£2,234,872	£2,122,039	£2,009,206	£1,896,373	£1,783,540	£3,547,416	£3,368,316	£3,189,216	£3,010,116	£2,831,016		
A1 Large Format Retail	Retail Warehousing	L	0.60	£753,910	£686,210	£618,511	£550,811	£483,111	£1,256,517	£1,143,683	£1,030,852	£918,018	£805,185		
		M	0.60	£1,572,493	£1,504,793	£1,437,094	£1,369,394	£1,301,694	£2,620,822	£2,507,988	£2,395,157	£2,282,323	£2,169,490		
		H	0.60	£2,391,076	£2,323,376	£2,255,676	£2,187,977	£2,120,277	£3,985,127	£3,872,293	£3,759,460	£3,646,628	£3,533,795		
A1 - A5 Small Retail Units	Comparison (Town Centre)	L	0.04	Negative RLV					Negative RLV						
		M	0.04	£76,261	£62,197	£48,132	£34,068	£20,003	£1,906,525	£1,554,925	£1,203,300	£851,700	£500,075		
		H	0.04	£218,085	£204,156	£190,226	£176,297	£162,367	£5,452,125	£5,103,900	£4,755,650	£4,407,425	£4,059,175		
A1 - A5 Small Retail Units	Local convenience stores	L	0.06	Negative RLV					Negative RLV						
		M	0.06	£7,102	Negative RLV					£118,367	Negative RLV				
		H	0.06	£121,089	£107,025	£92,960	£78,896	£64,831	£2,018,150	£1,783,750	£1,549,333	£1,314,933	£1,080,517		
B1(a) Offices Town Centre	Smaller Office Building (Town Centres / Urban Areas)	L	0.08	Negative RLV					Negative RLV						
		M	0.08	Negative RLV					Negative RLV						
		H	0.08	Negative RLV					Negative RLV						
B1(a) Offices	Out of Town / Business Park	L	0.63	Negative RLV					Negative RLV						
		M	0.63	Negative RLV					Negative RLV						
		H	0.63	£84,154	Negative RLV					£133,578	Negative RLV				
B1/B2/B Industrial / 8 Warehousing	Start-up / Move-on	L	0.13	Negative RLV					Negative RLV						
		M	0.13	Negative RLV					Negative RLV						
		H	0.13	Negative RLV					Negative RLV						
B1/B2/B Industrial / 8 Warehousing	Larger	L	0.50	Negative RLV					Negative RLV						
		M	0.50	Negative RLV					Negative RLV						
		H	0.50	£36,767	Negative RLV					£73,534	Negative RLV				
C1 Hotel	Budget (60-Beds)	L	0.42	Negative RLV					Negative RLV						
		M	0.42	Negative RLV					Negative RLV						
		H	0.42	Negative RLV					Negative RLV						
C2 Residential Institution	Nursing Home	L	0.32	£31,731	Negative RLV					£99,159	Negative RLV				
		M	0.32	£863,098	£777,345	£691,592	£605,838	£520,085	£2,697,181	£2,429,203	£2,161,225	£1,893,244	£1,625,266		
		H	0.32	£1,686,153	£1,600,400	£1,514,647	£1,428,894	£1,343,141	£5,269,228	£5,001,250	£4,733,272	£4,465,294	£4,197,316		

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £370,000/ha)
	RLV exceeding Viability Test 3 (RLV £500,000/ha)
	RLV exceeding Viability Test 4 (RLV >£1,250,000/ha)
	RLV exceeding Viability Test 5 (RLV >£1,500,000/ha)
	RLV exceeding Viability Test 6 (RLV >£1,750,000/ha)
	RLV exceeding Viability Test 7 (RLV >£2,500,000/ha)

Source: Dixon Searle Partnership (2017)

**DRAFT Table 2d 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/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £200/m ² CIL	Residual Land Value - £0/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £200/m ² CIL
A1 Large Format Retail	Foodstore / Supermarket	L	0.63	Negative RLV					Negative RLV				
		M	0.63	£674,370	£561,536	£448,703	£335,870	£222,261	£1,070,429	£891,327	£712,227	£533,127	£352,795
		H	0.63	£1,690,217	£1,577,384	£1,464,551	£1,351,718	£1,238,885	£2,682,884	£2,503,784	£2,324,684	£2,145,584	£1,966,484
A1 Large Format Retail	Retail Warehousing	L	0.60	£574,849	£507,149	£439,449	£371,749	£304,049	£958,082	£845,248	£732,415	£619,582	£506,748
		M	0.60	£1,326,284	£1,258,584	£1,190,884	£1,123,184	£1,055,484	£2,210,473	£2,097,640	£1,984,807	£1,871,973	£1,759,140
		H	0.60	£2,077,718	£2,010,019	£1,942,319	£1,874,619	£1,806,919	£3,462,863	£3,350,032	£3,237,198	£3,124,365	£3,011,532
A1 - A5 Small Retail Units	Comparison (Town Centre)	L	0.04	Negative RLV					Negative RLV				
		M	0.04	£29,510	£15,445	£1,381	Negative RLV		£737,750	£386,125	£34,525	Negative RLV	
		H	0.04	£160,207	£146,241	£132,176	£118,112	£104,047	£4,005,175	£3,656,025	£3,304,400	£2,952,800	£2,601,175
A1 - A5 Small Retail Units	Local convenience stores	L	0.06	Negative RLV					Negative RLV				
		M	0.06	Negative RLV					Negative RLV				
		H	0.06	£79,013	£64,948	£50,884	£36,819	£22,755	£1,316,883	£1,082,467	£848,067	£613,650	£379,250
B1(a) Offices Town Centre	Smaller Office Building (Town Centres / Urban Areas)	L	0.08	Negative RLV					Negative RLV				
		M	0.08	Negative RLV					Negative RLV				
		H	0.08	Negative RLV					Negative RLV				
B1(a) Offices	Out of Town / Business Park	L	0.63	Negative RLV					Negative RLV				
		M	0.63	Negative RLV					Negative RLV				
		H	0.63	Negative RLV					Negative RLV				
B1/B2/B Industrial / 8 Warehousing	Start-up / Move-on	L	0.13	Negative RLV					Negative RLV				
		M	0.13	Negative RLV					Negative RLV				
		H	0.13	Negative RLV					Negative RLV				
B1/B2/B Industrial / 8 Warehousing	Larger	L	0.50	Negative RLV					Negative RLV				
		M	0.50	Negative RLV					Negative RLV				
		H	0.50	Negative RLV					Negative RLV				
C1 Hotel	Budget (60-Beds)	L	0.42	Negative RLV					Negative RLV				
		M	0.42	Negative RLV					Negative RLV				
		H	0.42	Negative RLV					Negative RLV				
C2 Residential Institution	Nursing Home	L	0.32	Negative RLV					Negative RLV				
		M	0.32	£525,523	£439,770	£354,017	£268,264	£180,568	£1,642,259	£1,374,281	£1,106,303	£838,325	£564,275
		H	0.32	£1,281,063	£1,195,310	£1,109,557	£1,023,804	£938,051	£4,003,322	£3,735,344	£3,467,366	£3,199,388	£2,931,409

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £370,000/ha)
	RLV exceeding Viability Test 3 (RLV £500,000/ha)
	RLV exceeding Viability Test 4 (RLV >£1,250,000/ha)
	RLV exceeding Viability Test 5 (RLV >£1,500,000/ha)
	RLV exceeding Viability Test 6 (RLV >£1,750,000/ha)
	RLV exceeding Viability Test 7 (RLV >£2,500,000/ha)

Source: Dixon Searle Partnership (2017)

**DRAFT Table 2e Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate
7% Yield**

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value (£)					Residual Land Value (£/Ha)				
				Residual Land Value - £0/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £200/m ² CIL	Residual Land Value - £0/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £200/m ² CIL
A1 Large Format Retail	Foodstore / Supermarket	L	0.63	Negative RLV					Negative RLV				
		M	0.63	£285,540	£170,483	£53,477	Negative RLV		£453,238	£270,608	£84,884	Negative RLV	
		H	0.63	£1,223,621	£1,110,788	£997,955	£885,122	£772,289	£1,942,256	£1,763,156	£1,584,056	£1,404,956	£1,225,856
A1 Large Format Retail	Retail Warehousing	L	0.60	£421,450	£353,750	£286,051	£217,440	£147,771	£702,417	£589,583	£476,752	£362,400	£246,285
		M	0.60	£1,115,361	£1,047,661	£979,961	£912,261	£844,561	£1,858,935	£1,746,102	£1,633,268	£1,520,435	£1,407,602
		H	0.60	£1,809,271	£1,741,571	£1,673,871	£1,606,172	£1,538,472	£3,015,452	£2,902,618	£2,789,785	£2,676,953	£2,564,120
A1 - A5 Small Retail Units	Comparison (Town Centre)	L	0.04	Negative RLV					Negative RLV				
		M	0.04	Negative RLV					Negative RLV				
		H	0.04	£110,242	£96,177	£82,113	£68,048	£53,984	£2,756,050	£2,404,425	£2,052,825	£1,701,200	£1,349,600
A1 - A5 Small Retail Units	Local convenience stores	L	0.06	Negative RLV					Negative RLV				
		M	0.06	Negative RLV					Negative RLV				
		H	0.06	£42,967	£28,902	Negative RLV		£716,117	£481,700	Negative RLV			
B1(a) Offices Town Centre	Smaller Office Building (Town Centres / Urban Areas)	L	0.08	Negative RLV					Negative RLV				
		M	0.08	Negative RLV					Negative RLV				
		H	0.08	Negative RLV					Negative RLV				
B1(a) Offices	Out of Town / Business Park	L	0.63	Negative RLV					Negative RLV				
		M	0.63	Negative RLV					Negative RLV				
		H	0.63	Negative RLV					Negative RLV				
B1/B2/B Industrial / 8 Warehousing	Start-up / Move-on	L	0.13	Negative RLV					Negative RLV				
		M	0.13	Negative RLV					Negative RLV				
		H	0.13	Negative RLV					Negative RLV				
B1/B2/B Industrial / 8 Warehousing	Larger	L	0.50	Negative RLV					Negative RLV				
		M	0.50	Negative RLV					Negative RLV				
		H	0.50	Negative RLV					Negative RLV				
C1 Hotel	Budget (60-Beds)	L	0.42	Negative RLV					Negative RLV				
		M	0.42	Negative RLV					Negative RLV				
		H	0.42	Negative RLV					Negative RLV				
C2 Residential Institution	Nursing Home	L	0.32	Negative RLV					Negative RLV				
		M	0.32	£235,936	£147,670	£57,724	Negative RLV		£737,300	£461,469	£180,388	Negative RLV	
		H	0.32	£934,031	£848,278	£762,525	£676,772	£591,019	£2,918,847	£2,650,869	£2,382,891	£2,114,913	£1,846,934

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £370,000/ha)
	RLV exceeding Viability Test 3 (RLV £500,000/ha)
	RLV exceeding Viability Test 4 (RLV >£1,250,000/ha)
	RLV exceeding Viability Test 5 (RLV >£1,500,000/ha)
	RLV exceeding Viability Test 6 (RLV >£1,750,000/ha)
	RLV exceeding Viability Test 7 (RLV >£2,500,000/ha)

Source: Dixon Searle Partnership (2017)

**DRAFT Table 2f 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/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £200/m ² CIL	Residual Land Value - £0/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £200/m ² CIL
A1 Large Format Retail	Foodstore / Supermarket	L	0.63	Negative RLV					Negative RLV				
		M	0.63	Negative RLV					Negative RLV				
		H	0.63	£819,470	£706,637	£593,804	£480,971	£368,138	£1,300,746	£1,121,646	£942,546	£763,446	£584,346
A1 Large Format Retail	Retail Warehousing	L	0.60	£288,581	£220,043	£150,396	£80,077	£9,754	£480,968	£366,738	£250,660	£133,462	£16,257
		M	0.60	£932,666	£864,966	£797,266	£729,566	£661,866	£1,554,443	£1,441,610	£1,328,777	£1,215,943	£1,103,110
		H	0.60	£1,576,750	£1,509,050	£1,441,351	£1,373,651	£1,305,951	£2,627,917	£2,515,083	£2,402,252	£2,289,418	£2,176,585
A1 - A5 Small Retail Units	Comparison (Town Centre)	L	0.04	Negative RLV					Negative RLV				
		M	0.04	Negative RLV					Negative RLV				
		H	0.04	£66,878	£52,813	£38,749	£24,684	£10,620	£1,671,950	£1,320,325	£968,725	£617,100	£265,500
A1 - A5 Small Retail Units	Local convenience stores	L	0.06	Negative RLV					Negative RLV				
		M	0.06	Negative RLV					Negative RLV				
		H	0.06	£11,745	Negative RLV				£195,750	Negative RLV			
B1(a) Offices Town Centre	Smaller Office Building (Town Centres / Urban Areas)	L	0.08	Negative RLV					Negative RLV				
		M	0.08	Negative RLV					Negative RLV				
		H	0.08	Negative RLV					Negative RLV				
B1(a) Offices	Out of Town / Business Park	L	0.63	Negative RLV					Negative RLV				
		M	0.63	Negative RLV					Negative RLV				
		H	0.63	Negative RLV					Negative RLV				
B1/B2/B Industrial / 8 Warehousing	Start-up / Move-on	L	0.13	Negative RLV					Negative RLV				
		M	0.13	Negative RLV					Negative RLV				
		H	0.13	Negative RLV					Negative RLV				
B1/B2/B Industrial / 8 Warehousing	Larger	L	0.50	Negative RLV					Negative RLV				
		M	0.50	Negative RLV					Negative RLV				
		H	0.50	Negative RLV					Negative RLV				
C1 Hotel	Budget (60-Beds)	L	0.42	Negative RLV					Negative RLV				
		M	0.42	Negative RLV					Negative RLV				
		H	0.42	Negative RLV					Negative RLV				
C2 Residential Institution	Nursing Home	L	0.32	Negative RLV					Negative RLV				
		M	0.32	Negative RLV					Negative RLV				
		H	0.32	£633,442	£547,689	£461,936	£376,183	£290,430	£1,979,506	£1,711,528	£1,443,550	£1,175,572	£907,594

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £370,000/ha)
	RLV exceeding Viability Test 3 (RLV £500,000/ha)
	RLV exceeding Viability Test 4 (RLV >£1,250,000/ha)
	RLV exceeding Viability Test 5 (RLV >£1,500,000/ha)
	RLV exceeding Viability Test 6 (RLV >£1,750,000/ha)
	RLV exceeding Viability Test 7 (RLV >£2,500,000/ha)

Source: Dixon Searle Partnership (2017)

For: Eastleigh Borough Council

Appendix III - Final v3

Market Values & Assumptions Research

Local Plan Viability Study

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Notes:

CoStar property resource extracts for research base follow the above.

1.0 Introduction

- 1.1 Referred to within DSP's Viability Assessment main report, this document – Appendix III - provides an overview of the research undertaken into property values (residential only), land values, general market commentary for both residential and commercial property, together with the wider economic conditions. Collectively, this research aims to help inform the assumptions setting for the residential and commercial appraisals and provides background evidence by building a picture of values and the variation of those within the Eastleigh Borough.
- 1.2 This report will also provide the Council with an indication of the type and sources of data that it could monitor – revisit and update to further inform its ongoing work where necessary in the future. Doing so would provide valuable context for monitoring the delivery subsequent to setting policy positions and aspirations.
- 1.3 It should be acknowledged that this is high level work and a great deal of variance may be seen in practice from one development to another (with site-specific characteristics). This data gathering process adopted by DSP involves the review of a range of information sources, so as to inform an overview that is relevant to and appropriate for the project context. The aim here is to consider changes and trends and therefore enable us to assess with the Council an updated context picture so far as is suitable and practically possible.
- 1.4 This Appendix uses a range of extracts and quotes (shown *in italic text* to distinguish those externally sourced information from DSP's commentary and context / analysis), with sources acknowledged.

2.0 Economic / Housing Market Context

Bank of England

2.1 The official Bank Rate (Base Rate) was increased from 0.25% to 0.5% in October 2017, for the first time since August 2016. The Agent's Summary of Business Conditions (as of February 2018) stated:

- *'Growth in activity had held steady at a modest pace. Professional services firms had reported a pickup in growth; goods export volumes had strengthened, construction output growth had continued to slow.*
- *Investment intentions had remained positive, but mainly reflected investment to maintain business activity.*
- *Recruitment difficulties had remained at an elevated level, and pay growth had picked'*

Office for National Statistics (ONS) –December 2017

2.2 The following extracts provide a high-level summary of the UK HPI for December 2017:-

- *'Average house prices in the UK have increased by 5.2% in the year to December 2017 (up from 5.0% in November 2017). The annual growth rate has slowed since mid-2016 but has remained broadly around 5% during 2017.*
- *The average UK house price was £227,000 in December 2017. This is £12,000 higher than in December 2016 and £1,000 higher than last month.*
- *The main contribution to the increase in UK house prices came from England, where house prices increased by 5.0% over the year to December 2017, with the average price in England now £244,000. Wales saw house prices increase by 5.4% over the last 12 months to stand at £154,000. In Scotland, the average price increased by 7.7% over the year to stand at £149,000. The average price in Northern Ireland currently stands at £130,000, an increase of 4.3% over the year to Quarter 4 (Oct to Dec) 2017.*

On a regional basis, London continued to be the region with the highest average house price at £484,000, followed by the South East and the East of England, which

stood at £322,000 and £290,000 respectively. The lowest average price continued to be in the North East at £131,000.'

Land Registry

2.3 The **December 2017 Land Registry House Price Index Report** (published 13th February 2018) provided the following information, in summary, in terms of market trends:

2.4 Report headlines for December 2017:

- *the average price of a property in the UK was £226,756*
- *the annual price change for a property in the UK was 5.2%*
- *the monthly price change for a property in the UK was 0.4%*
- *the monthly index figure for the UK was 118.9*

2.5 Economic Statement:

- *'UK house prices grew by 5.2% in the year to December 2017, up from 5.0% in the year to November 2017.*
- *The Royal Institution of Chartered Surveyors' UK Residential Market Survey for December 2017 (PDF, 633KB) reported their near term price expectations series remained negative at -6%. Having stabilized in the previous report, the new buyer enquiries edged lower with a net balance of -15% of respondents noting a decline in demand (as opposed to an increase), compared with -5% in November.*
- *The UK Property Transaction Statistics for December 2017 (PDF, 829KB) showed that the number of seasonally adjusted transactions on residential properties with a value of £40,000 or greater has decreased by 0.1% in the year to December 2017. Between November 2017 and December 2017, transactions decreased by 3.9%.*
- *On the supply side, the Royal Institution of Chartered Surveyors reported their net balance for new instructions remained negative for the 24th consecutive month. Stock levels reported by estate agents remained broadly stable; still close to historic lows. Their three month outlook for national sales expectations remained flat, whilst there is greater optimism for the twelve month outlook.*
- *Looking at English regions, the largest annual price growth was recorded in the South West at 7.5%, up from 6.1% in the previous month. It was followed by the East and West Midlands, both growing at 6.3%. At 2.5%, London showed the slowest annual growth of all UK regions, though this is up from 2.0% in the previous month. This is the 13th consecutive month where the annual growth in*

London has remained below the UK average. Yorkshire and The Humber was the second slowest region, growing at 2.8%.'

2.6 The December 2017 report stated: -

For England overall:

- *Annual change in average house prices 5% (positive)*
- *Monthly change in average house prices 0.4% (positive)*
- *Average price £243,582*

For the South East overall:

- *Annual change in average house prices 4.2% (positive)*
- *Monthly change in average house prices -0.5% (negative)*
- *Average price £322,269*

For Eastleigh Borough overall

- *Annual change in average house prices 4.93% (positive)*
- *Monthly change in average house prices -0.39% (negative)*
- *Average price of £281,553*

2.7 The above latest available data (to December 2017) indicates that average house prices in the Eastleigh Borough, viewed on an annual basis, rose more than in both England and the South-East region overall. However, at this level, the latest data indicates a slowing of house price increase on a monthly basis but the annual change remains positive.

RICS Residential Market Report (January 2018)

2.9 Headline reads: *'Momentum still soft to start the year'*

- *'Enquiries, sales and instructions series remain negative*
- *Prices edge higher at the national level but continue to decline in some parts of the country*
- *More expensive tiers of the market still experiencing tougher conditions'*

- 2.10 *'The October 2017 RICS UK Residential Market Survey shows both demand and sales continuing to soften at the national level, with most regions displaying a flat to negative trend in the latest results. Meanwhile, forward looking indicators are suggesting momentum is likely to remain subdued, at least in the near term.*
- 2.11 *The January 2018 RICS UK Residential Market Survey results show the year starting off in a very similar vein to the closing stages of 2017. New buyer enquiries, instructions and sales all continue to drift lower (in net balance terms), while near term expectations point to a flat outturn for activity in the coming months. Having said that, there is a little more optimism regarding the twelve month sales outlook which is now at least modestly positive in virtually all parts of the country.*
- 2.12 *For a tenth month in succession, new buyer enquiries declined at the headline level, with a net balance of -11% of respondents reporting a fall. Similarly, newly agreed sales also slipped, extending a run of negative readings for this indicator stretching back to last February. Going forward, a relatively stable sales trend is expected to emerge in the near term, while respondents envisage sales picking-up over the next twelve months as a whole, albeit the net balance of +33% is relatively modest when viewed in a historical context.*
- 2.13 *The lack of new instructions coming to market continues to impede activity and this has shown no sign of turning in recent months. Indeed, at -17%, the January net balance was the weakest since May 2017, pointing to a further deterioration in the flow of fresh listings for a fifth successive report. Unsurprisingly, the average number of properties on estate agents' books continued to slip back towards the record low levels seen around the middle of last year. The pipeline for instructions going forward does not appear to be much stronger either, with 10% more respondents noting the number of valuations undertaken over the month was below the equivalent period of last year.*
- 2.14 *The national price balance returned a reading of +8% in January, unmoved from the previous survey. This measure now suggests, at the national level, prices have resumed on a modest growth trajectory in each of the past two months. Nevertheless, regional trends continue to differ significantly from the headline average. Indeed, the price gauge in London remains comfortably in negative territory, while falling prices were also reported across the South East, East Anglia and the North East (albeit all to a much lesser extent than in capital). Conversely, the North West of England, Northern Ireland and*

Wales posted the strongest price growth (in net balance terms) compared to all other parts of the UK.

- 2.15 *Survey feedback continues highlight more expensive tiers of the market to be experiencing particularly challenging conditions. Indeed, 67% of respondents noted sales prices coming in below asking prices for properties marketed at £1 million+. The most favoured response (34%) was that prices were between 5% and 10% below. That said, back in October, 71% of contributors reported sales prices were coming in weaker (relative to asking prices), suggesting that the disparity has not worsened.*
- 2.16 *For properties listed between £1million and £500k, 56% of respondents cited sales prices coming in below asking (compared to 62% in October), with 41% saying prices achieved were up to 5% below. Finally, for properties marketed at up to £500k, the majority of contributors (58%) noted sales prices were coming in at the same level as asking prices or slightly above, although a still significant 42% said they were below.*
- 2.17 *With regards to the near term outlook for prices, three month expectations remain flat at the headline level, pointing to the pace of growth potentially easing in a number of areas. However, further out, at the twelve month horizon, expectations are positive in eleven of the twelve regions/countries covered by the survey. London was again the exception, although the net balance of respondents anticipating further declines in the capital at least turned less negative, moving from -41% to -21% (the least negative in six months).*
- 2.18 *In the lettings market, tenant demand edged up in the three months to January (seasonally adjusted series), although momentum remains only modest. Landlord instructions fell back slightly once more, with this imbalance producing moderately positive near term rental growth expectations.*
- 2.19 *The regional picture remains varied; expectations are still negative in London, although to a smaller degree than any other quarter since 2016. Meanwhile, rents are anticipated to see little change in the South East on the same basis. Over the next twelve months however, rental projections are slightly positive across both of these areas.'*

Savills: Residential Property Forecasts – Autumn 2017

The Six Factors that underpin our housing forecasts

- 2.20 *'Forecasting house prices is not for the faint hearted. Getting it right presupposes you have made the right economic assumptions, can predict the direction of government and Bank of England policy and have the ability to foresee the fickle nature of buyer sentiment. And yet there is plenty we do know, or can predict with confidence, that allows us to best estimate the future of the housing market. In particular, there are six key factors (right) that influence our forecasts.*
- 2.21 *They show how the UK housing market has many moving parts. How we occupy our property changes over time and between generations. That means house prices, which we consider at a regional and national level on page 4, are just part of the picture. Transaction levels can be as much of a variable, whether across the market or among different groups of buyers.*
1. *In the short term, there will be uncertainty over what Brexit means for the UK economy and, just as importantly, for individual households' wealth and financial security. While it will take time for the precise impact to become clear, this uncertainty will make buyers more cautious in the short term at least.*
 2. *Mortgage interest rates in the UK are likely to rise over the next five years. That is likely to put a squeeze on the amount people can borrow in an age of mortgage regulation. Dramatic increases in the cost of borrowing, that would create undue financial stress on households, are unlikely.*
 3. *Buy-to-let investors are now beginning to feel the effect of the mortgage regulations that owner-occupier have lived with since 2014. They also now bear greater stamp duty costs and, unless there is a change of political heart, will increasingly be affected by restrictions on income tax relief.*
 4. *London has shown much greater house price growth than the rest of the country for the majority of the past decade. So, it is likely to be more constrained than the rest of the country by factors above.*
 5. *In previous cycles, we have always reached a point where house price growth in the north of the country exceeds that in the South. In the past, it was facilitated by a strong economy or relatively unrestricted access to mortgages.*
 6. *We are not building enough homes of the right type in the right places to meet demand. However, there seems to be an increased political desire to address this.*

- 2.22 *We expect house price growth to slow next year as uncertainty weighs down the market. There is capacity for growth later on, but this will be tempered by interest rate rises. This means that we expect UK house price growth to be limited to 14% in total over the next five years, half the level seen over the last five.*
- 2.23 *What's holding back growth? Right now, uncertainty. With the UK's future relationship with the EU up in the air, we've seen the UK's credit rating downgraded, the pound weakened, and the economy subdued. Inflation has cut into people's earnings, with the ONS reporting that incomes fell by 0.4% last year in real terms. Against this economic backdrop, there are no strong drivers for house price growth over inflation next year.*
- 2.24 *What about the following year? We expect the market to return to growth in 2019-20, as employment growth, wage growth, and GDP growth swing back towards trend levels. But in the longer term, we will face the impact of interest rate rises. Any rise in the Bank of England base rate, no matter how gradual or limited, will increase the cost of borrowing for households with a variable-rate mortgage. It will also hit households looking to agree a new mortgage: lenders must apply an interest rate 'stress test' to make sure their borrowers can afford repayments should rates rise. These new tests will push mortgage availability out of the reach of more households. This is what limits our growth forecasts for 2021 and 2022. With mortgage affordability increasingly constrained, any house price growth will be driven by earnings growth.*
- 2.25 *If everything is so uncertain, how do you know this is what's going to happen to the market? We base our forecasts on what Oxford Economics estimates is the most likely Brexit scenario: that the UK will have an interim EU deal from March 2019, then move to a free trade agreement. Clearly, other outcomes are possible; each having an impact on price growth. We also assume no major Brexit-related job losses and a Conservative minority government until 2022.*
- 2.26 *How do the different regions compare? Price growth will be most sluggish in areas where affordability is most stretched; particularly London and the commuter belt. Affordability in the capital is already more stretched than the rest of the UK, putting a brake on growth. But areas beyond the Home Counties have potential for growth: incomes have grown more in line with house prices, aiding affordability. That's why we expect the North to outperform London and the rest of the country. The North West, in particular,*

has a robust economic outlook and strong employment growth. And house prices sit at a modest multiple of average incomes: 5.6 times in the North West, compared with 12.9 times in London. But these are trends for diverse regions. London contains ultra-prime Kensington and Chelsea, and up-and-coming Waltham Forest. The North West has affluent markets such as Trafford, along with less wealthy areas, such as Burnley. In general, we'd expect price trends to follow the same pattern we predict at a regional level. Prices will grow fastest in areas that are well-connected to markets.

Location	2018	2019	2020	2021	2022	5-year compound growth
United Kingdom	1.0%	2.5%	5.0%	2.5%	2.5%	14.2%
North West	1.5%	3.5%	6.0%	3.0%	3.0%	18.1%
North East	1.5%	3.5%	5.5%	3.0%	3.0%	17.6%
Yorkshire & Humberside	1.5%	3.5%	5.5%	3.0%	3.0%	17.6%
Scotland	1.5%	3.5%	5.0%	3.0%	3.0%	17.0%
Wales	1.0%	3.0%	5.0%	3.0%	3.0%	15.9%
East Midlands	1.0%	3.0%	5.0%	2.5%	2.5%	14.8%
West Midlands	1.0%	3.0%	5.0%	2.5%	2.5%	14.8%
South West	1.0%	3.0%	4.5%	2.5%	2.5%	14.2%
East of England	0.5%	2.5%	4.0%	2.0%	2.0%	11.5%
South East	0.5%	2.5%	4.0%	2.0%	2.0%	11.5%
London	-2.0%	0.0%	5.0%	2.0%	2.0%	7.1%

What the Future Holds

2.27 Our timeline show how political and economic uncertainty could influence the mainstream property market between now and 2022.

- 2018 – Brexit uncertainty cools the market. Low transactions and growth.
- 2019 – Some certainty returns to the market as we move to a transitional agreement with the EU. Transactions and house prices start to recover.
- 2020 – The last scraps of buy-to-let mortgage interest tax relief are withdrawn. Continued recovery, tempered by slightly impinged mortgage affordability.

- *2021 – Interest rate rises begin in earnest. Affordability stress-testing limits access to mortgage finance. House price growth more limited, but transactions continue their recovery.*
- *2022 – Interest rates continue to increase, dampening house price growth further. Another general election brings fresh uncertainty to the market. Limited house price growth transactions stabilise.*

Changing fortunes for buyer

- 2.28 *In the year to the end of June 2017, there were 1.2 million transactions in the UK housing market, half a million fewer than 10 years ago. This reduction in number is one of the legacies of the credit crunch, but how is it shaping the property market? We examine what it means for four buyer types using past, present and predicted transaction data.*
- 2.29 *Much is made of the plight of first-time buyers. Receiving significant support from the Bank of Mum and Dad and, to a lesser but still important degree, the Help to Buy scheme, they ended the 12 months to the end of June within 5% of their pre-crunch level.*
- 2.30 *The potential for further significant growth in this number, however, is limited in an age of mortgage regulation where deposits are likely to remain high. But the constraints which this imposes vary across the country, and the extremes seen in London are unrepresentative of the majority of the rest of the UK. In the South East, the constraints are less acute, but still significant. In this region, the average household income of first-time buyers exceeds £50,000, and the average mortgage stands at more than four times that figure. Meanwhile, the average deposit is a considerable £48,000. Who is able to buy is restricted by their ability to raise that kind of sum for a deposit, along with the need to have a substantial household income. There seems little capacity to stretch loan-to-income multiples much further than they already stand and, as a result, that is likely to limit growth in first-time buyers in this part of the country.*
- 2.31 *By contrast, in the North West, the average income of a first-time buyer is just over £35,000, and the average mortgage is 3.24 times that sum. The average deposit – though certainly not to be sniffed at – is considerably less, at £19,000. And, while there are still undoubted constraints to be found in this area of the UK, they are not nearly as great as those experienced by their South-East counterparts.*

Mortgaged Home Movers

- 2.32 *The number of mortgaged home movers is only marginally higher than first-time buyers. Transactions have risen by less than 10% in the past five years, far less than the 29% across the housing market as whole.*
- 2.33 *In part, this activity reflects falling levels of home ownership. It also reflects a lack of earnings growth and rising levels of consumer credit that impinge on the ability to obtain a larger mortgage. But, perhaps more crucially, it points to households moving up the housing ladder less often. This reflects the longer time it takes to build up equity to make the next move – not just with house price growth, but paying down existing mortgage debt. A period of low house price growth will do little to help people build up sufficient housing wealth to be confident of moving up the ladder, although this should ease over the five years of our forecast period. In London, the cost of buying a house with an extra bedroom – and the ability to get a mortgage to do so – is likely to drive demand into the commuter zone, where upsizers get more for their money.*
- 2.34 *Buy-to-let investors have had the triple hit of extra stamp duty, restricted tax relief on their interest payments, and mortgage regulation. This has led to a large fall in purchases of investment property by those using a mortgage. The stamp duty surcharge has raised far more revenue for the Treasury than was envisaged, largely through the volume of cash investors. Changes seem unlikely. Meanwhile, the effect of restricted tax relief is probably yet to show its hand, given the benign interest rate environment and its staggered introduction. Mortgage regulation has had a more immediate impact since its introduction for small private landlords in January 2017 and was applied to portfolio landlords in October. It seems likely we'll see mortgaged buy-to-let numbers fall further, with investors looking to cheaper, higher-yielding properties to make the sums add up – often outside London and the South. Cash buyers have become more dominant, and now account for 34% of all house purchases – but they're likelier to be cost cautious.*

	2017	2018	2019	2020	2021	2022	5-year change
Mortgaged first-time buyers	360,000	360,000	370,000	370,000	380,000	380,000	6%
Mortgaged home movers	360,000	350,000	340,000	330,000	340,000	350,000	-3%
Mortgaged buy to let	75,000	65,000	65,000	60,000	55,000	55,000	-27%
Cash buyers	400,000	360,000	380,000	410,000	420,000	425,000	6%
Total	1,195,000	1,135,000	1,155,000	1,170,000	1,195,000	1,210,000	1%

T

Transactions

- 2.35 *The number of cash buyers has become much more dominant in the market – they now account for some 34% of all house purchases, and 45% of all sums spent on house purchase. Amongst this group, investors, second-home buyers and those buying a home for other family members, now have to contend with the 3% stamp duty surcharge. All are likely to be slightly more cautious in weaker market conditions, given the additional ‘dead-money’ they will have to pay. Cash investors, in particular, are likely to become a little more cost conscious, particularly as returns from alternative investments begin to rise in a higher interest rate environment. Second-home buyers, who are essentially making a discretionary purchase, are likely to be fickle, particularly compared to those looking to buy a home for a family member, where the need is likely to result in a greater urgency to purchase. That, in turn, leaves downsizers, who we believe are likely to increase in number as they seek to release capital – either to help get their children or grandchildren on the housing ladder, or to further supplement their pensions and savings for retirement. For developers, the key will be to build suitable retirement housing to help facilitate those moves.*

Help To Buy


























- 2.36 *Across the board, it remains to be seen exactly what will happen when Help to Buy comes to an end in 2021. The scheme is currently supporting 40,000 new house purchases a*

year across England, which has been underpinned by the announcement of another £10 billion of funding. Being of such importance to the housebuilding industry, we expect that it will be extended in some form. But, concerns over the extent to which it is fuelling house builder profits, and its effectiveness at getting people on the housing ladder, means it may be reduced in scope. One possibility may be that it becomes more targeted. Currently, the average person using the scheme is buying a property worth £270,000, and has a yearly household income of £53,000. First-time buyers make up 81% of Help to Buy loans; 36% are putting down a deposit of more than 5%.

Pushed to the Limit

- 2.37 *As wages return to growth, rents for the mainstream market look set to grow faster in London – although there is still potential outside the capital, with high-yielding employment hubs. There are two major factors helping to put the brakes on rental growth in the near term. First: supply. When the former Chancellor announced a 3% stamp duty surcharge on additional homes in 2016, buy-to-let investors scrambled to buy properties before the 31 March deadline. As a result, we saw a glut of properties marketed for rent in the second half of 2016 and early 2017, which has helped to keep rental value growth low. Asking rents across England and Wales grew just 1.9% in the year to June 2017, and fell by 3.2% in London.*
- 2.38 *Since June, the London market seems to have accommodated this new supply and rental values have stabilised. And with government removing tax relief on buy-to-let mortgage payments, we expect to see new rental supply slow down over the next few years – unless build to rent developers can step in to fill the gap.*
- 2.39 *The second major factor affecting rental values over the longer term is affordability. Historically, rents have grown largely in line with wages. However, recent wage growth in the UK has been stagnant as Brexit-wary employers try to limit their costs. With rising levels of employment, this is forecast to change, with incomes set to head back to real growth by 2019.*
- 2.40 *Given how tightly affordability is stretched in London, and the levels of supply we have seen over the last two years, we see no pressure for rents to rise in excess of wage growth. Withdrawal of mortgage interest tax relief will push investors from London to higher-yielding regional locations. Increased rental supply there will dampen potential*

rental growth. The outlook is strongest for cities that attract employees from high-value sectors such as finance, technology, and professional.

Location	2018	2019	2020	2021	2022	5-year compound growth
UK	 2.5%	 2.5%	 3.0%	 3.5%	 3.5%	15.5%
London	 3.0%	 3.0%	 3.5%	 3.5%	 3.0%	17.0%
UK excl London	 2.0%	 2.0%	 3.0%	 3.5%	 3.5%	15.0%
Wages	 3.0%	 3.0%	 3.0%	 3.5%	 3.5%	17.0%
CPI	 2.0%	 1.5%	 2.0%	 2.0%	 2.0%	9.5%

Stepping up on delivery

- 2.41 *To have any impact on affordability, we need to build more homes. We look at the catalysts that could shape meaningful progress: government pressure on developers, new housebuilders, and increasing land supply. The housebuilding industry is producing 210,000 new homes per year in England, more than at any time since the global financial crisis (GFC). But there is still a need to do more. The Government’s consultation on assessing housing need sets annual housing need in England at 266,000, while the House of Lords Economic Affairs Committee suggested over 300,000 new homes are needed each year to have any impact on affordability.*

Government Pressure

- 2.42 *The white paper explicitly identifies slow delivery as one of the major difficulties facing the housing market. It proposes a more streamlined approach to planning, giving local authorities increased powers to deliver community infrastructure, and applying a standardised method to calculating housing need that could result in increased land supply in high-demand areas. It also suggests that local planning authorities could have powers to turn down applications from developers who have not shown a strong track record of delivering previously consented sites.*
- 2.43 *The Government wants to hold developers to account for new home delivery and ensure sites with planning permission are built. Although it’s unclear how this will take effect, it is evident that this pressure, combined with the new housing delivery test for local*

authorities, means that the development industry can't merely maintain current levels of delivery.

Demand and Delivery

- 2.44 *A step change in delivery is most likely to come from new entrants to the market. Over the past 18 months, we've seen small and medium housebuilders, much reduced during the GFC, re-enter the land market. But their resurgence relies on government support and continued housing market strength.*
- 2.45 *Institutional investors are also starting to fund build-to-rent schemes. In the UK, 17,000 build-to-rent homes have been completed, but this is an emerging sector. We expect delivery to increase as confidence grows; 79,000 build-to-rent units are in the development pipeline.*
- 2.46 *The greatest untapped potential comes from housing associations. The Savills Housing Sector Survey 2017 revealed that 66% of housing associations plan to deliver market-sale homes over the next five years, and more than 80% want to build homes for shared ownership or affordable rent. Delivering affordable housing increases the potential for absorption of new homes and allows for continued housebuilding in the event of a market downturn.*
- 2.47 *If housing associations are to achieve these ambitions, they need to have access to land and construction capacity, either their own or through partnerships. In our survey, 82% of housing associations said they plan to or are considering partnering with a private developer in the next five years. As many traditional builders are at capacity, the new development ambitions of housing associations could start to bring modern methods of construction (MMC) into the mainstream. We estimate that there could be capacity to build over 60,000 homes per year through MMC by 2022.*

Land Availability

- 2.48 *The potential to deliver homes will always be limited by the supply of land, especially in high-demand areas. The planning system could do more to respond to market signals to release land where affordability is most stretched. While the number of homes gaining permission, each year has increased 56% since the 2012 introduction of the National Planning Policy Framework, this has been spread across England, and not where new homes are needed the most.*

- 2.49 *For housing delivery to reach 300,000 homes per year, we need to make full use of the untapped market capacity in higher-demand areas. There is a shortfall of almost 90,000 planning consents each year in the least affordable areas in the country. More land availability in these areas would allow new entrants in the market without pushing up land values. This can then support higher output from smaller developers and mixed tenure delivery programmes from housing associations, which would move us towards being able to deliver the housing needed to support continued economic growth.'*

3.0 Residential Market Review

- 3.1 Consistent with our assessment principles, DSP researches data from a range of readily available sources. As noted above, these are source that could also be used by EBC for any future similar work, updating or monitoring.
- 3.2 In the following sections we will provide an outline of the data reviewed, first setting out the latest available information and then working back through an outline of the previous and earliest research phases.
- 3.3 As part of the data collection process a framework was established for gathering and reviewing property values data. The residential market review has been based on settlements that make up the Borough providing a more comprehensive analysis, particularly useful for the larger settlements.

Review of Land Registry New Build Sold Prices Data (Data from Jun-17-Feb-18)

- 3.4 The following provides an Eastleigh Borough based summary of Land Registry published sold prices data over the last 6 months – focussing solely on new-build housing. The floor areas have been sourced separately – from the Domestic Energy Performance Certificate (EPC) Register operated by Landmark on behalf of the Government and available to view via <https://www.epcregister.com/> under the DCLG's remit.

See Table 1a on the following page.

Table 1a – Land Registry Sold Prices Review – Eastleigh BC New-Builds (Jun-17 – Feb-18) – Data Sorted by Settlements

Address		Settlement	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Allbrook											
1	GRANARY LANE	Allbrook	SO50 9QU	12/06/2017	T	F	£345,000	114	£3,026	£358,240	£3,142
3	GRANARY LANE	Allbrook	SO50 9QU	14/06/2017	T	F	£325,000	112	£2,902	£337,473	£3,013
Average										£347,856	£3,078
Bishopstoke											
75A	CHURCH ROAD	Bishopstoke	SO50 6DR	30/06/2017	D	F	£399,950	91	£4,395	£415,299	£4,564
22	WALTER LANE	Bishopstoke	SO50 6HD	29/09/2017	F	L	£430,000	98	£4,388	£437,596	£4,465
40	GARNIER DRIVE	Bishopstoke	SO50 6HE	21/09/2017	F	L	£456,000	91	£5,011	£464,055	£5,100
22	SEWALL DRIVE	Bishopstoke	SO50 6JE	27/07/2017	D	F	£449,995	115	£3,913	£462,822	£4,025
10	WOODFORD CLOSE	Bishopstoke	SO50 6JF	14/07/2017	D	F	£449,995	115	£3,913	£462,822	£4,025
3	WOODFORD CLOSE	Bishopstoke	SO50 6JF	14/07/2017	D	F	£449,995	115	£3,913	£462,822	£4,025
11	WOODFORD CLOSE	Bishopstoke	SO50 6JF	26/07/2017	D	F	£430,000	115	£3,739	£442,257	£3,846
2	WOODFORD CLOSE	Bishopstoke	SO50 6JF	28/07/2017	D	F	£449,995	115	£3,913	£462,822	£4,025
8	WOODFORD CLOSE	Bishopstoke	SO50 6JF	10/08/2017	D	F	£579,995	180	£3,222	£593,804	£3,299
7	WOODFORD CLOSE	Bishopstoke	SO50 6JF	14/08/2017	D	F	£595,000	199	£2,990	£609,166	£3,061
9	WOODFORD CLOSE	Bishopstoke	SO50 6JF	14/08/2017	D	F	£584,995	180	£3,250	£598,923	£3,327

Address		Settlement	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
10	GILBERT AVENUE	Bishopstoke	SO50 6JG	23/06/2017	D	F	£314,995	83	£3,795	£327,084	£3,941
11	GILBERT AVENUE	Bishopstoke	SO50 6JG	23/06/2017	D	F	£314,995	83	£3,795	£327,084	£3,941
9	GILBERT AVENUE	Bishopstoke	SO50 6JG	30/06/2017	D	F	£314,995	83	£3,795	£327,084	£3,941
7	GILBERT AVENUE	Bishopstoke	SO50 6JG	28/07/2017	D	F	£529,995	162	£3,272	£545,102	£3,365
Average										£462,583	£3,930
Botley											
7	TWIN OAKS	Botley	SO30 2BF	10/07/2017	T	F	£395,000	91	£4,341	£406,259	£4,464
8	TWIN OAKS	Botley	SO30 2BF	10/07/2017	S	F	£405,000	91	£4,451	£416,544	£4,577
1	TWIN OAKS	Botley	SO30 2BF	11/07/2017	S	F	£358,000	80	£4,475	£368,204	£4,603
5	TWIN OAKS	Botley	SO30 2BF	11/07/2017	T	F	£425,000	116	£3,664	£437,114	£3,768
3	TWIN OAKS	Botley	SO30 2BF	12/07/2017	S	F	£420,000	91	£4,615	£431,972	£4,747
9	TWIN OAKS	Botley	SO30 2BF	12/07/2017	S	F	£405,000	91	£4,451	£416,544	£4,577
6	TWIN OAKS	Botley	SO30 2BF	18/07/2017	T	F	£340,000	80	£4,250	£349,691	£4,371
4	TWIN OAKS	Botley	SO30 2BF	25/07/2017	S	F	£325,000	91	£3,571	£334,264	£3,673
2	DOLLERY CLOSE	Botley	SO32 2FU	30/06/2017	D	F	£505,000	123	£4,106	£524,381	£4,263
3	DOLLERY CLOSE	Botley	SO32 2FU	30/06/2017	D	F	£399,950	90	£4,444	£415,299	£4,614
7	DOLLERY CLOSE	Botley	SO32 2FU	30/06/2017	S	F	£359,950	90	£3,999	£373,764	£4,153

	Address	Settlement	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
5	KINGSMAN DRIVE	Botley	SO32 2FW	29/06/2017	S	F	£350,000	110	£3,182	£363,432	£3,304
10	KINGSMAN DRIVE	Botley	SO32 2FW	30/06/2017	D	F	£499,950	124	£4,032	£519,137	£4,187
12	KINGSMAN DRIVE	Botley	SO32 2FW	30/06/2017	D	F	£439,950	111	£3,964	£456,834	£4,116
17	KINGSMAN DRIVE	Botley	SO32 2FW	30/06/2017	S	F	£375,000	110	£3,409	£389,392	£3,540
2	KINGSMAN DRIVE	Botley	SO32 2FW	30/06/2017	S	F	£389,950	110	£3,545	£404,915	£3,681
23	KINGSMAN DRIVE	Botley	SO32 2FW	30/06/2017	D	F	£400,000	117	£3,419	£415,351	£3,550
25	KINGSMAN DRIVE	Botley	SO32 2FW	30/06/2017	D	F	£400,000	117	£3,419	£415,351	£3,550
27	KINGSMAN DRIVE	Botley	SO32 2FW	30/06/2017	D	F	£455,000	119	£3,824	£472,462	£3,970
3	KINGSMAN DRIVE	Botley	SO32 2FW	30/06/2017	S	F	£350,000	110	£3,182	£363,432	£3,304
6	KINGSMAN DRIVE	Botley	SO32 2FW	30/06/2017	S	F	£369,950	110	£3,363	£384,148	£3,492
7	KINGSMAN DRIVE	Botley	SO32 2FW	30/06/2017	S	F	£346,000	110	£3,145	£359,279	£3,266
14	KINGSMAN DRIVE	Botley	SO32 2FW	11/08/2017	S	F	£371,950	110	£3,381	£380,806	£3,462

	Address	Settlement	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
7	BAKER CLOSE	Botley	SO32 2FX	14/07/2017	T	F	£307,950	78	£3,948	£316,728	£4,061
9	BAKER CLOSE	Botley	SO32 2FX	28/07/2017	T	F	£304,950	78	£3,910	£313,642	£4,021
11	BAKER CLOSE	Botley	SO32 2FX	21/09/2017	D	F	£502,950	124	£4,056	£511,835	£4,128
1	BAKER CLOSE	Botley	SO32 2FX	31/10/2017	D	F	£507,950	124	£4,096	£516,945	£4,169
30	MORANT CRESCENT	Botley	SO32 2FY	02/06/2017	D	F	£385,000	117	£3,291	£399,775	£3,417
29	MORANT CRESCENT	Botley	SO32 2FY	16/06/2017	S	F	£355,000	96	£3,698	£368,624	£3,840
31	MORANT CRESCENT	Botley	SO32 2FY	30/06/2017	D	F	£445,000	119	£3,739	£462,078	£3,883
2	SANDY FIELD WAY	Botley	SO32 2GA	27/10/2017	D	F	£443,950	111	£4,000	£451,812	£4,070
6	SANDY FIELD WAY	Botley	SO32 2GA	24/11/2017	D	F	£439,950	110	£4,000	£439,950	£4,000
10	SANDY FIELD WAY	Botley	SO32 2GA	18/12/2017	D	F	£399,950	121	£3,305	£399,950	£3,305
8	HILLY FIELD CLOSE	Botley	SO32 2GR	16/06/2017	D	F	£485,000	129	£3,760	£503,613	£3,904
5	HILLY FIELD CLOSE	Botley	SO32 2GR	26/06/2017	D	F	£372,000	93	£4,000	£386,276	£4,154
9	HILLY FIELD CLOSE	Botley	SO32 2GR	28/06/2017	D	F	£420,000	106	£3,962	£436,119	£4,114
10	HILLY FIELD CLOSE	Botley	SO32 2GR	29/06/2017	D	F	£510,000	137	£3,723	£529,573	£3,865

Address		Settlement	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
12	HILLY FIELD CLOSE	Botley	SO32 2GR	29/06/2017	D	F	£540,000	158	£3,418	£560,724	£3,549
14	HILLY FIELD CLOSE	Botley	SO32 2GR	30/06/2017	D	F	£540,000	142	£3,803	£560,724	£3,949
15	HILLY FIELD CLOSE	Botley	SO32 2GR	30/06/2017	D	F	£485,000	129	£3,760	£503,613	£3,904
11	HILLY FIELD CLOSE	Botley	SO32 2GR	21/07/2017	D	F	£530,000	158	£3,354	£545,107	£3,450
16	HILLY FIELD CLOSE	Botley	SO32 2GR	02/08/2017	D	F	£420,000	106	£3,962	£430,000	£4,057
17	HILLY FIELD CLOSE	Botley	SO32 2GR	02/08/2017	D	F	£420,000	106	£3,962	£430,000	£4,057
Average										£429,434	£3,933
Bursledon											
11	CLEVERLEY RISE	Bursledon	SO31 8LL	28/06/2017	D	F	£711,950	184	£3,869	£739,273	£4,018
21	CLEVERLEY RISE	Bursledon	SO31 8LL	04/08/2017	D	F	£775,000	258	£3,004	£793,452	£3,075
29	CLEVERLEY RISE	Bursledon	SO31 8LL	04/08/2017	D	F	£399,950	90	£4,444	£409,472	£4,550
31	CLEVERLEY RISE	Bursledon	SO31 8LL	29/08/2017	D	F	£409,950	91	£4,505	£419,711	£4,612
17	CLEVERLEY RISE	Bursledon	SO31 8LL	27/09/2017	D	F	£664,000	184	£3,609	£675,730	£3,672

Address		Settlement	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
33	CLEVERLEY RISE	Bursledon	SO31 8LL	29/09/2017	D	F	£411,950	91	£4,527	£419,227	£4,607
15	CLEVERLEY RISE	Bursledon	SO31 8LL	04/10/2017	D	F	£800,000	259	£3,089	£814,167	£3,144
37	CLEVERLEY RISE	Bursledon	SO31 8LL	06/10/2017	D	F	£493,000	124	£3,976	£501,731	£4,046
82	CLEVERLEY RISE	Bursledon	SO31 8LN	29/06/2017	D	F	£575,000	162	£3,549	£597,067	£3,686
46	CLEVERLEY RISE	Bursledon	SO31 8LN	30/06/2017	D	F	£488,810	124	£3,942	£507,569	£4,093
52	CLEVERLEY RISE	Bursledon	SO31 8LN	14/07/2017	D	F	£700,000	184	£3,804	£719,953	£3,913
38	CLEVERLEY RISE	Bursledon	SO31 8LN	13/10/2017	D	F	£449,950	111	£4,054	£457,918	£4,125
3	LE MARECHAL AVENUE	Bursledon	SO31 8LW	23/11/2017	D	F	£402,000	116	£3,466	£402,000	£3,466
16	LE MARECHAL AVENUE	Bursledon	SO31 8LX	27/10/2017	D	F	£342,000	99	£3,455	£348,057	£3,516
Average										£557,523	£3,894
Eastleigh											
90	ASHTON GARDENS	Eastleigh	SO50 4DG	06/06/2017	T	F	£290,000	98	£2,959	£301,129	£3,073
91	ASHTON GARDENS	Eastleigh	SO50 4DG	16/06/2017	T	F	£293,000	98	£2,990	£304,245	£3,105

	Address	Settlement	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
100	ASHTON GARDENS	Eastleigh	SO50 4DG	18/08/2017	T	F	£294,000	98	£3,000	£301,000	£3,071
97	ASHTON GARDENS	Eastleigh	SO50 4DG	18/08/2017	T	F	£322,000	111	£2,901	£329,667	£2,970
99	ASHTON GARDENS	Eastleigh	SO50 4DG	23/08/2017	T	F	£294,000	98	£3,000	£301,000	£3,071
98	ASHTON GARDENS	Eastleigh	SO50 4DG	24/08/2017	T	F	£294,000	98	£3,000	£301,000	£3,071
103	ASHTON GARDENS	Eastleigh	SO50 4DG	18/09/2017	T	F	£312,000	111	£2,811	£317,512	£2,860
102	ASHTON GARDENS	Eastleigh	SO50 4DG	13/10/2017	T	F	£315,000	111	£2,838	£320,578	£2,888
104	ASHTON GARDENS	Eastleigh	SO50 4DG	20/10/2017	T	F	£312,000	111	£2,811	£317,525	£2,861
109	ASHTON GARDENS	Eastleigh	SO50 4DG	20/10/2017	T	F	£318,000	111	£2,865	£323,632	£2,916
105	ASHTON GARDENS	Eastleigh	SO50 4DG	27/10/2017	T	F	£313,500	111	£2,824	£319,052	£2,874
106	ASHTON GARDENS	Eastleigh	SO50 4DG	27/10/2017	T	F	£318,000	111	£2,865	£323,632	£2,916
114	ASHTON GARDENS	Eastleigh	SO50 4DG	27/10/2017	T	F	£318,000	98	£3,245	£323,632	£3,302
8	KILMESTON CLOSE	Eastleigh	SO50 5LL	05/07/2017	S	F	£265,000	88	£3,011	£272,554	£3,097

	Address	Settlement	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
5	BAKER'S CRESCENT	Eastleigh	SO50 9QT	05/06/2017	D	F	£365,000	113	£3,230	£379,008	£3,354
4	BAKER'S CRESCENT	Eastleigh	SO50 9QT	23/06/2017	T	F	£316,000	93	£3,398	£328,127	£3,528
8	BAKER'S CRESCENT	Eastleigh	SO50 9QT	23/06/2017	T	F	£314,000	93	£3,376	£326,051	£3,506
14	BAKER'S CRESCENT	Eastleigh	SO50 9QT	29/06/2017	T	F	£310,000	93	£3,333	£321,897	£3,461
6	BAKER'S CRESCENT	Eastleigh	SO50 9QT	30/06/2017	T	F	£314,000	93	£3,376	£326,051	£3,506
10	BAKER'S CRESCENT	Eastleigh	SO50 9QT	07/07/2017	T	F	£308,000	93	£3,312	£316,779	£3,406
12	BAKER'S CRESCENT	Eastleigh	SO50 9QT	26/07/2017	T	F	£314,000	93	£3,376	£322,950	£3,473
17	BAKER'S CRESCENT	Eastleigh	SO50 9QT	16/08/2017	D	F	£407,500	156	£2,612	£417,202	£2,674
2	BAKER'S CRESCENT	Eastleigh	SO50 9QT	01/09/2017	D	F	£405,000	156	£2,596	£412,154	£2,642
33	BAKER'S CRESCENT	Eastleigh	SO50 9QT	29/09/2017	T	F	£316,000	94	£3,362	£321,582	£3,421
35	BAKER'S CRESCENT	Eastleigh	SO50 9QT	29/09/2017	T	F	£314,000	93	£3,376	£319,547	£3,436
37	BAKER'S CRESCENT	Eastleigh	SO50 9QT	29/09/2017	T	F	£304,000	93	£3,269	£309,370	£3,327

Address	Settlement	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
39 BAKER'S CRESCENT	Eastleigh	SO50 9QT	06/10/2017	T	F	£316,000	93	£3,398	£321,596	£3,458
Average									£325,129	£3,158
Fair Oak										
30 SAVERNAKE WAY	Fair Oak	SO50 7FL	29/09/2017	D	F	£440,000	111	£3,964	£447,773	£4,034
53 DELAMERE GARDENS	Fair Oak	SO50 7GD	28/06/2017	D	F	£595,000	172	£3,459	£617,835	£3,592
11 DELAMERE GARDENS	Fair Oak	SO50 7GD	30/06/2017	D	F	£518,200	150	£3,455	£538,087	£3,587
15 DELAMERE GARDENS	Fair Oak	SO50 7GD	30/06/2017	D	F	£600,000	170	£3,529	£623,027	£3,665
17 DELAMERE GARDENS	Fair Oak	SO50 7GD	30/06/2017	D	F	£485,000	130	£3,731	£503,613	£3,874
19 DELAMERE GARDENS	Fair Oak	SO50 7GD	30/06/2017	D	F	£470,000	130	£3,615	£488,037	£3,754
21 DELAMERE GARDENS	Fair Oak	SO50 7GD	30/06/2017	D	F	£435,000	119	£3,655	£451,694	£3,796
25 DELAMERE GARDENS	Fair Oak	SO50 7GD	30/06/2017	D	F	£360,000	96	£3,750	£373,816	£3,894
5 DELAMERE GARDENS	Fair Oak	SO50 7GD	30/06/2017	D	F	£360,000	93	£3,871	£373,816	£4,020
7 DELAMERE GARDENS	Fair Oak	SO50 7GD	30/06/2017	D	F	£425,000	119	£3,571	£441,310	£3,708

	Address	Settlement	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
9	DELAMERE GARDENS	Fair Oak	SO50 7GD	30/06/2017	D	F	£425,000	119	£3,571	£441,310	£3,708
43	BRENDON GARDENS	Fair Oak	SO50 7GG	29/06/2017	D	F	£510,000	140	£3,643	£529,573	£3,783
8	BRENDON GARDENS	Fair Oak	SO50 7GG	30/06/2017	D	F	£485,000	131	£3,702	£503,613	£3,844
6	BRENDON GARDENS	Fair Oak	SO50 7GG	04/07/2017	D	F	£485,000	131	£3,702	£498,824	£3,808
30	BRENDON GARDENS	Fair Oak	SO50 7GG	29/09/2017	S	F	£355,000	93	£3,817	£361,271	£3,885
16	BRENDON GARDENS	Fair Oak	SO50 7GG	25/10/2017	D	F	£355,000	96	£3,698	£361,287	£3,763
20	BRENDON GARDENS	Fair Oak	SO50 7GG	09/11/2017	D	F	£600,000	170	£3,529	£600,000	£3,529
3	KNOWLE PARK LANE	Fair Oak	SO50 7GL	28/07/2017	D	F	£494,950	126	£3,928	£509,058	£4,040
6	KNOWLE PARK LANE	Fair Oak	SO50 7GL	22/08/2017	D	F	£499,950	131	£3,816	£511,853	£3,907
4	KNOWLE PARK LANE	Fair Oak	SO50 7GL	25/08/2017	D	F	£487,950	128	£3,812	£499,568	£3,903
5	KNOWLE PARK LANE	Fair Oak	SO50 7GL	25/08/2017	D	F	£387,950	94	£4,127	£397,187	£4,225
7	KNOWLE PARK LANE	Fair Oak	SO50 7GL	31/08/2017	S	F	£374,950	103	£3,640	£383,877	£3,727

	Address	Settlement	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
9	KNOWLE PARK LANE	Fair Oak	SO50 7GL	01/09/2017	S	F	£374,950	103	£3,640	£381,574	£3,705
16	KNOWLE PARK LANE	Fair Oak	SO50 7GL	22/09/2017	D	F	£484,950	126	£3,849	£493,517	£3,917
8	KNOWLE PARK LANE	Fair Oak	SO50 7GL	26/09/2017	D	F	£489,950	125	£3,920	£498,605	£3,989
10	KNOWLE PARK LANE	Fair Oak	SO50 7GL	27/09/2017	D	F	£389,950	96	£4,062	£396,839	£4,134
12	KNOWLE PARK LANE	Fair Oak	SO50 7GL	28/09/2017	D	F	£492,950	132	£3,734	£501,658	£3,800
14	KNOWLE PARK LANE	Fair Oak	SO50 7GL	16/11/2017	D	F	£489,950	131	£3,740	£489,950	£3,740
63	PEMBERS HILL DRIVE	Fair Oak	SO50 7HN	16/06/2017	S	F	£345,000	97	£3,557	£358,240	£3,693
74	PEMBERS HILL DRIVE	Fair Oak	SO50 7HN	30/06/2017	D	F	£360,000	108	£3,333	£373,816	£3,461
5	PEMBERS HILL DRIVE	Fair Oak	SO50 7HN	17/07/2017	D	F	£375,000	108	£3,472	£385,689	£3,571
50	PEMBERS HILL DRIVE	Fair Oak	SO50 7HN	28/07/2017	T	F	£280,000	79	£3,544	£287,981	£3,645
48	PEMBERS HILL DRIVE	Fair Oak	SO50 7HN	31/07/2017	D	F	£450,000	121	£3,719	£462,827	£3,825
46	PEMBERS HILL DRIVE	Fair Oak	SO50 7HN	18/08/2017	S	F	£440,000	121	£3,636	£450,476	£3,723

Address		Settlement	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
47	PEMBERS HILL DRIVE	Fair Oak	SO50 7HN	18/08/2017	D	F	£470,000	122	£3,852	£481,190	£3,944
44	PEMBERS HILL DRIVE	Fair Oak	SO50 7HN	08/09/2017	D	F	£480,000	121	£3,967	£488,479	£4,037
Average										£458,535	£3,812
Hedge End											
7	Hedge End WAY	Hedge End	SO30 4DD	25/07/2017	D	F	£525,000	162	£3,241	£539,965	£3,333
14	MAIDMAN PLACE	Hedge End	SO30 4DE	08/06/2017	D	F	£525,000	157	£3,344	£545,148	£3,472
1	MAIDMAN PLACE	Hedge End	SO30 4DE	30/06/2017	D	F	£430,000	117	£3,675	£446,502	£3,816
10	MAIDMAN PLACE	Hedge End	SO30 4DE	21/07/2017	D	F	£525,000	157	£3,344	£539,965	£3,439
15	MAIDMAN PLACE	Hedge End	SO30 4DE	21/07/2017	D	F	£399,950	107	£3,738	£411,350	£3,844
18	MAIDMAN PLACE	Hedge End	SO30 4DE	24/07/2017	D	F	£399,950	107	£3,738	£411,350	£3,844
17	MAIDMAN PLACE	Hedge End	SO30 4DE	02/08/2017	D	F	£399,950	107	£3,738	£409,472	£3,827
16	MAIDMAN PLACE	Hedge End	SO30 4DE	25/08/2017	D	F	£399,950	107	£3,738	£409,472	£3,827
Average										£464,153	£3,675
West End											

	Address	Settlement	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
1	HAZELWOOD GROVE	West End	SO50 4DH	02/06/2017	D	F	£484,950	130	£3,730	£503,561	£3,874
3	HAZELWOOD GROVE	West End	SO50 4DH	09/06/2017	D	F	£364,950	99	£3,686	£378,956	£3,828
12	HAZELWOOD GROVE	West End	SO50 4DH	16/06/2017	D	F	£556,203	160	£3,476	£577,549	£3,610
4	HAZELWOOD GROVE	West End	SO50 4DH	30/06/2017	D	F	£464,950	125	£3,720	£482,794	£3,862
5	HAZELWOOD GROVE	West End	SO50 4DH	07/07/2017	D	F	£484,950	130	£3,730	£498,773	£3,837
Average										£488,326	£3,802

Table 1b – Land Registry Sold Prices Review Analysis – Eastleigh BC New-Builds
(Completed February 2018)

Settlement	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m2)
Botley	£429,434	£3,933
Bishopstoke	£462,583	£3,930
Bursledon	£557,523	£3,894
Fair Oak	£458,535	£3,812
West End	£488,326	£3,802
Hedge End	£464,153	£3,675
Eastleigh	£325,129	£3,158
Allbrook, Boorley Green	£347,856	£3,078

No available data for Chandler's Ford, Hamble-Le-Rice, Netley Abbey, Horton Heath.

- 3.5 Table 1b above the overall analysis of the above Land Registry new build data by settlement and then sorted by the highest to lowest values within the Borough. These values have then be mapped to provide a visual representation of the values and how the different settlement areas compare with one another. For example, the highest value areas are to the north east of the Borough e.g. Bishopstoke and Fair Oak together with the southern areas of the Borough e.g. Hedge End, West End and Botley. This is not unexpected as to the north of the Borough lies close to the South Downs National Park and the southern areas are considered higher value coastal areas.

Figure 1: Land Registry Sold Prices Analysis Data Map – Eastleigh BC New Builds mapped by Settlement

LAND REGISTRY NEW BUILD DATA (JUNE 2017 – FEBRUARY 2018)

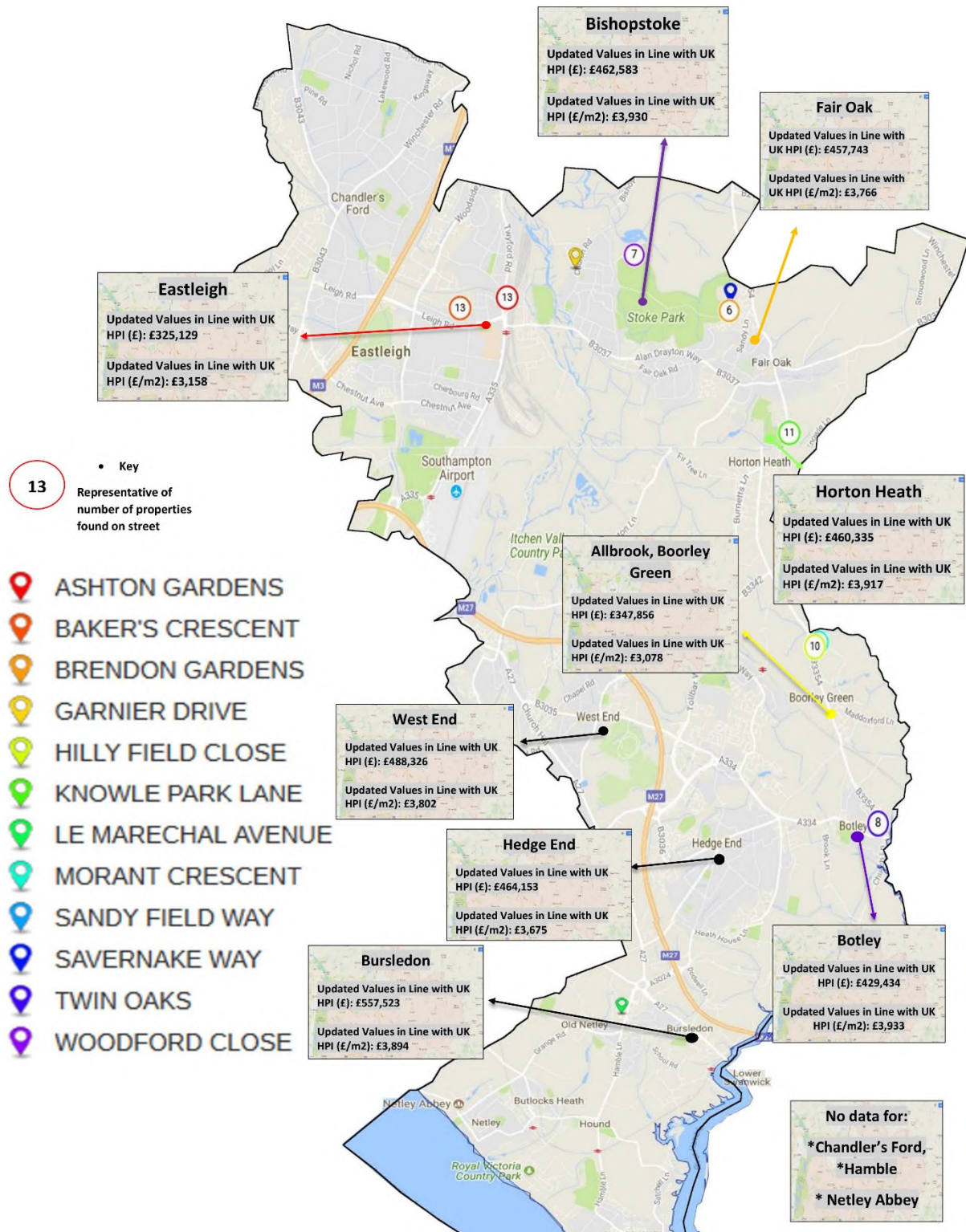
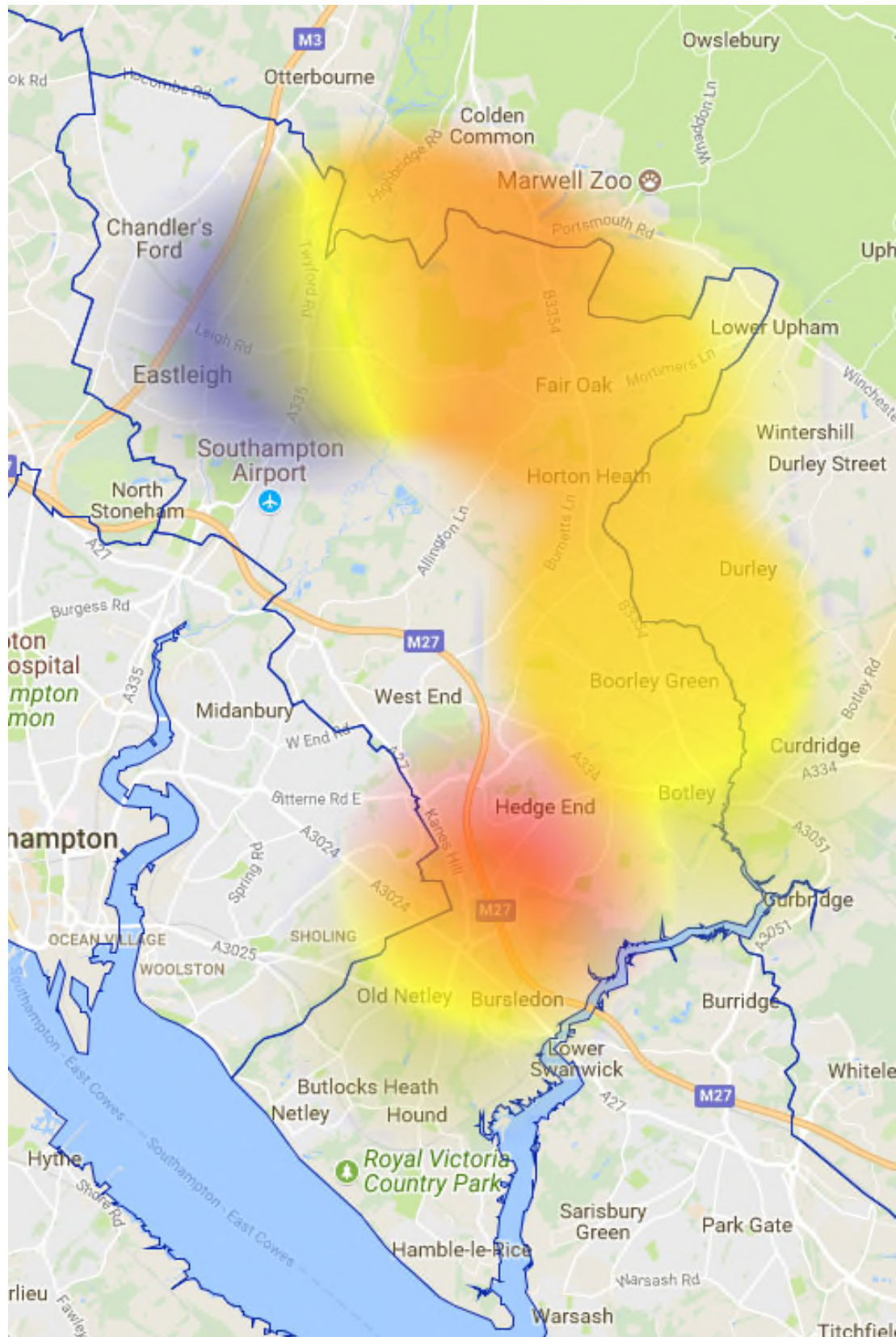


Figure 2: Land Registry Sold Prices Analysis Heat Map – Eastleigh BC New Builds



Review of Land Registry Re-sale Sold Prices Data (Data from Jun-17-Feb-18)

3.6 The following provides an Eastleigh Borough based summary of Land Registry published sold prices data over the last 6 months – focussing solely on re-sale housing. The floor areas have been sourced separately – from the Domestic Energy Performance Certificate (EPC) Register operated by Landmark on behalf of the Government and available to view via <https://www.epcregister.com/> under the DCLG’s remit.

Table 1c – Land Registry Sold Prices Review – Eastleigh BC Re-sale Properties (Jun-17 – Feb-18) – Data Sorted by Settlements

Address	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)	
Allbrook										
108	PITMORE ROAD	SO50 4LT	03/11/2017	D	F	£780,000	230	£3,391	£780,000	£3,391
92	PITMORE ROAD	SO50 4LW	21/11/2017	D	F	£620,000	187	£3,316	£620,000	£3,316
46	ALLBROOK HILL	SO50 4LY	30/11/2017	S	F	£250,000	86	£2,907	£250,000	£2,907
45	STRATFORD PLACE	SO50 4NB	01/12/2017	T	F	£178,000	23	£7,739	£178,000	£7,739
38	BOSVILLE	SO50 4PD	22/11/2017	D	F	£400,000	114	£3,509	£400,000	£3,509
62	SELBOURNE DRIVE	SO50 4PH	14/11/2017	T	F	£235,000	78	£3,013	£235,000	£3,013
50	MOTTISFONT ROAD	SO50 4PN	29/11/2017	T	F	£260,000	78	£3,333	£260,000	£3,333
31	WINDSOR GATE	SO50 4PU	06/11/2017	S	F	£322,500	120	£2,688	£322,500	£2,688

Address		Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
9	TIPTREE CLOSE	SO50 4PW	02/11/2017	S	F	£307,500	87	£3,534	£307,500	£3,534
8	MILTON ROAD	SO50 4GJ	30/11/2017	S	F	£260,000	89	£2,921	£260,000	£2,921
20	CONSORT ROAD	SO50 4JB	03/11/2017	T	F	£217,500	84	£2,589	£217,500	£2,589
1	ELIZABETH WAY	SO50 4JJ	10/11/2017	D	F	£277,500	81	£3,426	£277,500	£3,426
49	RUSKIN ROAD	SO50 4JW	17/11/2017	S	F	£292,750	103	£2,842	£292,750	£2,842
Average									£338,519	£3,478
Bishopstoke										
58	DUTTON LANE	SO50 6AB	06/11/2017	T	L	£210,000	88	£2,386	£210,000	£2,386
46	DUTTON LANE	SO50 6AB	11/12/2017	T	L	£240,000	94	£2,553	£240,000	£2,553
34	ASFORD GROVE	SO50 6BG	11/12/2017	F	L	£198,000	79	£2,506	£198,000	£2,506
	CHURCH ROAD	SO50 6DF	21/11/2017	F	L	£176,000	58	£3,034	£176,000	£3,034
39	EDWARD AVENUE	SO50 6EH	10/11/2017	S	F	£376,000	141	£2,667	£376,000	£2,667
66	GARNIER DRIVE	SO50 6HE	30/11/2017	F	L	£270,000	46	£5,870	£270,000	£5,870
8	GREENS CLOSE	SO50 8JH	21/11/2017	D	F	£418,000	93	£4,495	£418,000	£4,495
97	ITCHEN AVENUE	SO50 8NL	10/11/2017	S	F	£289,000	89	£3,247	£289,000	£3,247
8	COSFORD CLOSE	SO50 8PQ	03/11/2017	T	L	£150,000	31	£4,839	£150,000	£4,839
6	WINSFORD GARDENS	SO50 8QH	15/12/2017	D	F	£425,000	124	£3,427	£425,000	£3,427

Address		Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
28	TEMPLECOMBE ROAD	SO50 8QL	01/12/2017	D	F	£420,000	119	£3,529	£420,000	£3,529
Average									£288,364	£3,505
Botley										
32	WINCHESTER STREET	SO30 2AA	30/11/2017	D	F	£268,500	70	£3,836	£268,500	£3,836
14	HOLMESLAND LANE	SO30 2EH	24/11/2017	D	F	£577,000	157	£3,675	£577,000	£3,675
13	OSTERLEY CLOSE	SO30 2EX	03/11/2017	T	F	£240,000	85	£2,824	£240,000	£2,824
7	SOVEREIGN DRIVE	SO30 2SR	24/11/2017	S	F	£285,000	95	£3,000	£285,000	£3,000
10	TICKNER CLOSE	SO30 2SW	03/11/2017	T	F	£158,000	38	£4,158	£158,000	£4,158
	CHURCH LANE	SO30 2UE	10/11/2017	F	L	£199,950	57	£3,508	£199,950	£3,508
40	JENKYN'S CLOSE	SO30 2UQ	03/11/2017	S	F	£257,000	62	£4,145	£257,000	£4,145
	WINCHESTER ROAD	SO32 2DH	03/11/2017	S	F	£370,000	127	£2,913	£370,000	£2,913
Average									£294,431	£3,507
Boyatt Wood										
14	ROYSTON AVENUE	SO50 4NJ	28/11/2017	S	F	£241,000	53	£4,547	£241,000	£4,547
12	AINSLEY GARDENS	SO50 4NX	06/11/2017	T	F	£210,000	58	£3,621	£210,000	£3,621

Address		Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
2	BROADLANDS AVENUE	SO50 4PA	24/11/2017	T	F	£255,000	69	£3,696	£255,000	£3,696
12	PORTCHESTER RISE	SO50 4QS	24/11/2017	D	F	£410,000	109	£3,761	£410,000	£3,761
46	BROOMHILL WAY	SO50 4RL	28/11/2017	D	F	£370,000	84	£4,405	£370,000	£4,405
Average									£297,200	£4,006
Bursledon										
34	KINGSFIELD GARDENS	SO31 8AY	09/11/2017	S	F	£260,000	82	£3,171	£260,000	£3,171
48	KINGSFIELD GARDENS	SO31 8AY	23/11/2017	D	F	£295,000	105	£2,810	£295,000	£2,810
11	BATCHELOR GREEN	SO31 8FJ	09/11/2017	S	F	£226,500	79	£2,867	£226,500	£2,867
10	SHERLEY GREEN	SO31 8FL	17/11/2017	D	F	£270,000	112	£2,411	£270,000	£2,411
8	LANCASTER CLOSE	SO31 8GT	03/11/2017	T	F	£165,000	43	£3,837	£165,000	£3,837
16	DILIGENCE CLOSE	SO31 8GU	03/11/2017	T	F	£210,000	55	£3,818	£210,000	£3,818
Average									£237,750	£3,152
Chandler's Ford										
5	KINGSWAY COURT	SO53 1FG	04/12/2017	F	L	£190,000	56	£3,393	£190,000	£3,393
53	VALLEY ROAD	SO53 1GS	10/11/2017	S	F	£502,000	156	£3,218	£502,000	£3,218

Address		Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
54	HEATHLANDS ROAD	SO53 1GZ	05/12/2017	S	F	£318,000	77	£4,130	£318,000	£4,130
46	COMMON ROAD	SO53 1HP	07/11/2017	D	F	£325,000	67	£4,851	£325,000	£4,851
13	COMMON ROAD	SO53 1HU	02/11/2017	D	F	£325,000	66	£4,924	£325,000	£4,924
37	LINDEN GROVE	SO53 1LE	28/11/2017	D	F	£345,000	64	£5,391	£345,000	£5,391
11	OAKWOOD ROAD	SO53 1LW	07/11/2017	D	F	£841,000	192	£4,380	£841,000	£4,380
7	CHARLECOTE DRIVE	SO53 1SF	03/11/2017	D	F	£560,000	127	£4,409	£560,000	£4,409
1A	COACH HILL CLOSE	SO53 1UA	01/12/2017	S	F	£269,950	59	£4,575	£269,950	£4,575
19	AUGUSTUS WAY	SO53 2BD	10/11/2017	S	F	£272,500	74	£3,682	£272,500	£3,682
52	PORTEOUS CRESCENT	SO53 2DH	05/12/2017	T	F	£280,000	82	£3,415	£280,000	£3,415
14	KINGS ROAD	SO53 2EX	10/11/2017	S	F	£300,000	80	£3,750	£300,000	£3,750
27	FIRCROFT DRIVE	SO53 2HE	20/11/2017	D	F	£360,000	99	£3,636	£360,000	£3,636
188	BODYCOATS ROAD	SO53 2JB	03/11/2017	S	F	£265,000	87	£3,046	£265,000	£3,046
18	CUMBERLAND AVENUE	SO53 2JX	08/11/2017	S	F	£290,000	91	£3,187	£290,000	£3,187

Address		Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
96	PANTHEON ROAD	SO53 2NS	24/11/2017	T	F	£347,500	87	£3,994	£347,500	£3,994
10	PANTHEON ROAD	SO53 2NS	01/12/2017	T	F	£290,000	103	£2,816	£290,000	£2,816
14	MEON CRESCENT	SO53 2PB	10/11/2017	T	F	£250,000	71	£3,521	£250,000	£3,521
	SUTHERLANDS WAY	SO53 2QA	07/11/2017	F	L	£160,000	56	£2,857	£160,000	£2,857
	HURSLEY ROAD	SO53 2TA	30/11/2017	F	L	£169,950	55	£3,090	£169,950	£3,090
	HURSLEY ROAD	SO53 2TA	30/11/2017	F	L	£176,000	51	£3,451	£176,000	£3,451
1	TEMPLARS MEDE	SO53 3RX	24/11/2017	D	F	£510,000	152	£3,355	£510,000	£3,355
15	CHEPSTOW CLOSE	SO53 4SA	15/12/2017	D	F	£370,000	99	£3,737	£370,000	£3,737
68	MONMOUTH CLOSE	SO53 4SZ	04/12/2017	T	F	£230,000	53	£4,340	£230,000	£4,340
16	GORDON ROAD	SO53 5AN	08/12/2017	D	F	£816,000	172	£4,744	£816,000	£4,744
18	MALCOLM ROAD	SO53 5BG	04/12/2017	D	F	£525,000	77	£6,818	£525,000	£6,818
216	HILTINGBURY ROAD	SO53 5NN	08/12/2017	F	L	£185,000	57	£3,246	£185,000	£3,246
NICHOL COURT	HILTINGBURY ROAD	SO53 5NR	18/12/2017	F	L	£195,000	50	£3,900	£195,000	£3,900

Address		Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
134	HILTINGBURY ROAD	SO53 5NS	14/11/2017	D	F	£545,000	149	£3,658	£545,000	£3,658
301	HURSLEY ROAD	SO53 5PJ	11/12/2017	D	F	£799,950	164	£4,878	£799,950	£4,878
27	HOCOMBE DRIVE	SO53 5QE	07/11/2017	D	F	£488,000	152	£3,211	£488,000	£3,211
90	ASHDOWN ROAD	SO53 5QG	07/11/2017	D	F	£495,000	138	£3,587	£495,000	£3,587
Average									£374,870	£3,912
Eastleigh										
25	MONKS WAY	SO50 5BE	10/11/2017	T	F	£259,950	85	£3,058	£259,950	£3,058
11	BURNS ROAD	SO50 5DW	10/11/2017	T	L	£245,000	64	£3,828	£245,000	£3,828
56	WILMER ROAD	SO50 5EX	03/11/2017	F	L	£145,000	40	£3,625	£145,000	£3,625
CATHERINE COURT	SOPWITH ROAD	SO50 5LN	24/11/2017	F	L	£190,000	55	£3,455	£190,000	£3,455
198	HIGH STREET	SO50 5LW	24/11/2017	T	F	£252,000	99	£2,545	£252,000	£2,545
195	HIGH STREET	SO50 5LX	10/11/2017	T	F	£237,500	89	£2,669	£237,500	£2,669
300	HIGH STREET	SO50 5ND	18/12/2017	T	L	£258,000	82	£3,146	£258,000	£3,146
352	SOUTHAMPTON ROAD	SO50 5QH	16/11/2017	T	L	£240,000	94	£2,553	£240,000	£2,553
9	BRIGHT WIRE CRESCENT	SO50 5SQ	09/11/2017	F	L	£151,000	46	£3,283	£151,000	£3,283
82	BRIGHT WIRE CRESCENT	SO50 5SQ	16/11/2017	F	L	£150,000	48	£3,125	£150,000	£3,125

Address		Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
24	BRIGHT WIRE CRESCENT	SO50 5SQ	15/12/2017	F	L	£178,000	64	£2,781	£178,000	£2,781
15	DRUM ROAD	SO50 5ST	30/11/2017	F	L	£181,000	50	£3,620	£181,000	£3,620
19	ROLLING MILL MEWS	SO50 5SX	29/11/2017	F	L	£190,000	76	£2,500	£190,000	£2,500
11	AMBASSADOR WALK	SO50 5TN	03/11/2017	T	F	£307,500	104	£2,957	£307,500	£2,957
43	DAKOTA WAY	SO50 5TY	01/11/2017	F	L	£179,950	61	£2,950	£179,950	£2,950
62	DAKOTA WAY	SO50 5TY	15/11/2017	T	F	£269,950	77	£3,506	£269,950	£3,506
40	VISCOUNT GARDENS	SO50 5UA	03/11/2017	D	F	£385,000	114	£3,377	£385,000	£3,377
185	LEIGH ROAD	SO50 9DW	07/12/2017	D	F	£335,000	106	£3,160	£335,000	£3,160
180	LEIGH ROAD	SO50 9DX	30/11/2017	S	F	£365,000	105.8	£3,450	£365,000	£3,450
80	KIPLING ROAD	SO50 9DY	29/11/2017	S	F	£363,000	117	£3,103	£363,000	£3,103
4	TENNYSON ROAD	SO50 9FT	02/11/2017	S	F	£280,000	75	£3,733	£280,000	£3,733
83	NIGHTINGALE AVENUE	SO50 9LA	24/11/2017	T	F	£292,500	110	£2,659	£292,500	£2,659
23	CEDAR ROAD	SO50 9NR	17/11/2017	T	F	£235,000	65	£3,615	£235,000	£3,615
FAIRHOLME COURT	ARCHERS ROAD	SO50 9PP	16/11/2017	F	L	£240,000	63	£3,810	£240,000	£3,810

Address		Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
FAIRHOLME COURT	ARCHERS ROAD	SO50 9PP	17/11/2017	F	L	£149,950	42	£3,570	£149,950	£3,570
84	TINNING WAY	SO50 9QH	10/11/2017	F	L	£192,000	63	£3,048	£192,000	£3,048
12	SHAKESPEARE ROAD	SO50 4FS	03/11/2017	S	F	£295,000	95	£3,105	£295,000	£3,105
43	THE QUADRANGLE	SO50 4FX	08/12/2017	T	F	£245,000	89	£2,753	£245,000	£2,753
Average									£243,296	£3,178
Fair Oak										
18	EASTLEIGH ROAD	SO50 7JB	05/12/2017	S	F	£230,000	83	£2,771	£230,000	£2,771
141	STOKE HEIGHTS	SO50 8AH	10/11/2017	S	F	£295,000	81	£3,642	£295,000	£3,642
155	STOKE HEIGHTS	SO50 8AH	10/11/2017	D	F	£451,000	129	£3,496	£451,000	£3,496
10	LATHAM CLOSE	SO50 8FD	16/11/2017	T	F	£283,500	83	£3,416	£283,500	£3,416
Average									£314,875	£3,331
Hamble-Le-Rice										
37	VERDON AVENUE	SO31 4HW	15/12/2017	S	F	£255,000	89	£2,865	£255,000	£2,865
21	DEANFIELD CLOSE	SO31 4JJ	24/11/2017	T	F	£345,000	121	£2,851	£345,000	£2,851
7	CLIFFE AVENUE	SO31 4LH	02/11/2017	T	F	£257,500	73	£3,527	£257,500	£3,527
49	CLIFFE AVENUE	SO31 4LL	24/11/2017	S	F	£312,500	94	£3,324	£312,500	£3,324
14	BARTON DRIVE	SO31 4RE	23/11/2017	S	F	£290,000	80	£3,625	£290,000	£3,625

Address		Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
19	BARON ROAD	SO31 4RJ	29/11/2017	T	F	£240,800	57	£4,225	£240,800	£4,225
Average									£283,467	£3,403
Hedge End										
	Bursledon ROAD	SO30 0BN	10/11/2017	F	L	£212,000	56	£3,786	£212,000	£3,786
16	MAPLETON ROAD	SO30 0GL	16/11/2017	D	F	£305,000	81	£3,765	£305,000	£3,765
69A	YARDLEY ROAD	SO30 0HL	20/11/2017	D	F	£335,000	78	£4,295	£335,000	£4,295
60	COULSDON ROAD	SO30 0JR	30/11/2017	T	F	£340,000	127	£2,677	£340,000	£2,677
15	UPPER ST HELENS ROAD	SO30 0LG	23/11/2017	D	F	£360,000	143	£2,517	£360,000	£2,517
55	PORTELET PLACE	SO30 0LZ	30/11/2017	D	F	£329,000	84	£3,917	£329,000	£3,917
23	CRANBOURNE PARK	SO30 0NX	07/11/2017	T	F	£210,000	62	£3,387	£210,000	£3,387
42	CRANBOURNE PARK	SO30 0NX	23/11/2017	T	F	£210,000	68	£3,088	£210,000	£3,088
157	CRANBOURNE PARK	SO30 0NZ	03/11/2017	T	F	£220,000	62	£3,548	£220,000	£3,548
38	WHITEBEAM ROAD	SO30 0PZ	03/11/2017	S	F	£275,000	73	£3,767	£275,000	£3,767
5	MINCHIN ACRES	SO30 2BJ	24/11/2017	T	F	£330,000	103	£3,204	£330,000	£3,204

Address		Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
6	GRANGE ROAD	SO30 2FB	01/12/2017	D	F	£505,000	125	£4,040	£505,000	£4,040
4	STOCKTON CLOSE	SO30 2FE	27/11/2017	S	F	£295,000	112	£2,634	£295,000	£2,634
3	MESCOTT MEADOWS	SO30 2JT	16/11/2017	T	F	£298,000	110	£2,709	£298,000	£2,709
42	WHITES WAY	SO30 2JY	03/11/2017	F	L	£76,250	51	£1,495	£76,250	£1,495
136	WHITES WAY	SO30 2JY	10/11/2017	T	F	£295,000	110	£2,682	£295,000	£2,682
8	STAG DRIVE	SO30 2QN	24/11/2017	T	F	£290,000	89	£3,258	£290,000	£3,258
36	MISSENDEN ACRES	SO30 2RE	16/11/2017	D	F	£485,000	139	£3,489	£485,000	£3,489
21	COLLETT CLOSE	SO30 2RR	20/11/2017	S	F	£290,000	78	£3,718	£290,000	£3,718
8	GARRATT CLOSE	SO30 2XD	10/11/2017	D	F	£330,000	83	£3,976	£330,000	£3,976
7A	WATERS EDGE	SO30 4AE	30/11/2017	D	F	£490,000	129	£3,798	£490,000	£3,798
	NETLEY FIRS ROAD	SO30 4AZ	16/11/2017	D	F	£499,950	86	£5,813	£499,950	£5,813
34	THE CLOSE	SO30 4DZ	10/11/2017	T	L	£138,000	47	£2,936	£138,000	£2,936
	LOWER NORTHAM ROAD	SO30 4FH	02/11/2017	F	L	£167,000	51	£3,275	£167,000	£3,275
7	CEDAR CLOSE	SO30 4FP	09/11/2017	S	F	£345,000	142	£2,430	£345,000	£2,430
52	RATCLIFFE ROAD	SO30 4HB	03/11/2017	S	F	£300,000	94	£3,191	£300,000	£3,191

Address		Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
20	STRAWBERRY FIELDS	SO30 4QY	10/11/2017	D	F	£435,000	139	£3,129	£435,000	£3,129
41	CLOVER WAY	SO30 4RN	17/11/2017	F	L	£159,500	42	£3,798	£159,500	£3,798
31	TAMARISK ROAD	SO30 4TN	10/11/2017	T	F	£239,000	69	£3,464	£239,000	£3,464
Average									£302,197	£3,372
Horton Heath										
23	FONTWELL GARDENS	SO50 7NL	17/11/2017	D	F	£462,500	128	£3,613	£462,500	£3,613
25	ANGELICA GARDENS	SO50 7PA	01/12/2017	T	F	£220,000	55	£4,000	£220,000	£4,000
12	AVENS CLOSE	SO50 7PW	06/11/2017	S	F	£213,000	55	£3,873	£213,000	£3,873
Average									£298,500	£3,829
Netley Abbey										
23A	STATION ROAD	SO31 5AE	08/11/2017	T	F	£246,000	96	£2,563	£246,000	£2,563
83	STATION ROAD	SO31 5AH	30/11/2017	S	F	£365,000	154	£2,370	£365,000	£2,370
9	NEW ROAD	SO31 5DJ	24/11/2017	S	L	£340,000	99	£3,434	£340,000	£3,434
59	VICTORIA ROAD	SO31 5DQ	13/11/2017	T	L	£252,000	85	£2,965	£252,000	£2,965
11	QUEENS VIEW	SO31 5EE	27/11/2017	S	F	£269,950	98	£2,755	£269,950	£2,755
15	NETTLESTONE	SO31 5GF	01/12/2017	T	F	£289,000	90	£3,211	£289,000	£3,211
3	BEMBRIDGE	SO31 5PN	08/11/2017	F	L	£148,000	51	£2,902	£148,000	£2,902
Average									£272,850	£2,886
West End										

Address		Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
44	THAMES CLOSE	SO18 3LE	03/11/2017	F	L	£127,000	39	£3,256	£127,000	£3,256
31	FROME ROAD	SO18 3LH	03/11/2017	T	F	£210,000	58	£3,621	£210,000	£3,621
7	TORRIDGE GARDENS	SO18 3NF	01/12/2017	T	F	£200,000	28	£7,143	£200,000	£7,143
44	TORRIDGE GARDENS	SO18 3NF	12/12/2017	F	L	£122,000	32	£3,813	£122,000	£3,813
4	HAYLE ROAD	SO18 3QH	10/11/2017	T	F	£290,000	80	£3,625	£290,000	£3,625
5	ELAN CLOSE	SO18 3QP	08/11/2017	S	F	£274,000	71	£3,859	£274,000	£3,859
70	EDEN ROAD	SO18 3QX	11/12/2017	D	F	£265,000	74	£3,581	£265,000	£3,581
1	GOLDEN COURT	SO30 2JP	03/11/2017	D	F	£375,000	109	£3,440	£375,000	£3,440
3	IVY LANE	SO30 3AF	22/11/2017	S	F	£284,480	82	£3,469	£284,480	£3,469
64	HIGH STREET	SO30 3DT	20/11/2017	F	L	£156,000	57	£2,737	£156,000	£2,737
37	MOORGREEN ROAD	SO30 3EB	29/11/2017	S	F	£290,000	78	£3,718	£290,000	£3,718
7	SEVERN WAY	SO30 3FZ	06/11/2017	D	L	£275,000	57	£4,825	£275,000	£4,825
	Botley ROAD	SO30 3HG	10/11/2017	F	L	£196,000	82	£2,390	£196,000	£2,390
29A	UPMILL CLOSE	SO30 3HT	01/12/2017	D	F	£452,000	136	£3,324	£452,000	£3,324
4	HALIFAX COURT	SO30 3NB	03/11/2017	T	F	£250,000	79	£3,165	£250,000	£3,165
	SHARON ROAD	SO30 3RF	22/11/2017	F	L	£175,000	62	£2,823	£175,000	£2,823
Average									£246,343	£3,674

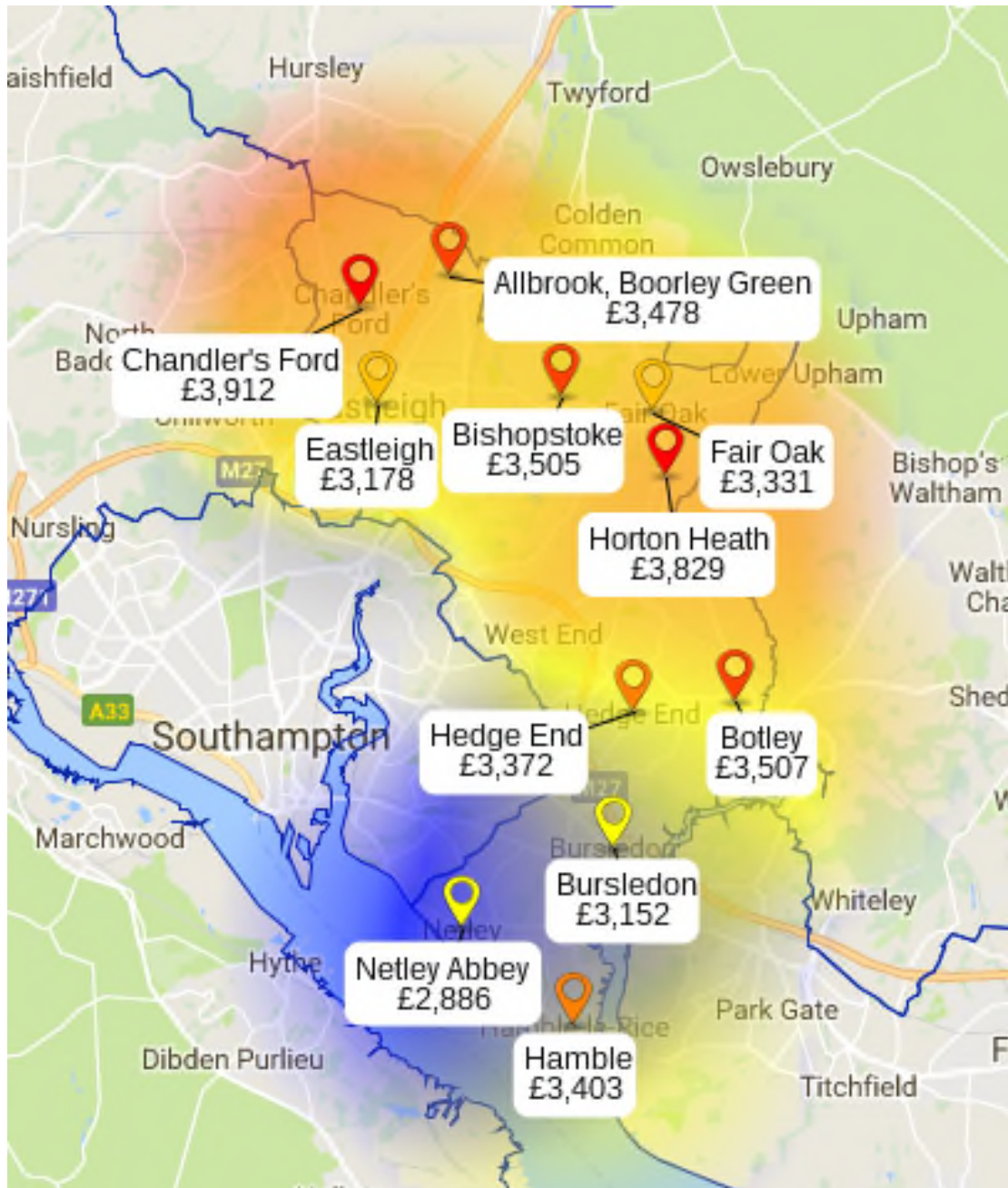
Table 1d – Land Registry Sold Prices Review Analysis – Eastleigh BC Re-sale Property
(Nov-17 – Feb-18)

Settlement	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m2)
Chandler's Ford	£374,870	£3,912
Horton Heath	£298,500	£3,829
West End	£246,343	£3,674
Botley	£294,431	£3,507
Bishopstoke	£288,364	£3,505
Allbrook, Boorley Green	£338,519	£3,478
Hamble-Le-Rice	£283,467	£3,403
Hedge End	£302,197	£3,372
Fair Oak	£314,875	£3,331
Eastleigh	£243,296	£3,178
Bursledon	£237,750	£3,152
Netley Abbey	£272,850	£2,886

- 3.7 Table 1d above provides the overall analysis of the above Land Registry re-sale data by settlement and then sorted by the highest to lowest values within the Borough. These values have then be mapped to provide a visual representation of the values and how the different settlement areas compare with one another. This clearly illustrates a similar pattern of re-sale property values across the Borough as the new build sales data.

See Figure 3 on the following page.

Figure 3: Land Registry Re-sales – Heat Map



Zoopla sourced average values data (area guides / statistics)

3.8 The source of the information - maps and tables in the following pages is: www.zoopla.co.uk – as at February 2018. The Zoopla sourced indicative “heat” map below provide a further indication as to the variable strength of residential values in the Eastleigh Borough. These present a relative picture. The “cooler” colours (blues) indicate the general extent of lower values, relative to the “warmer” colours - through yellow to red – indicating house prices generally moving to or at higher levels.

Figure 4 – Zoopla Heat Map – Eastleigh BC – Overview



3.9 The tables below provide a quick analysis of the Zoopla ‘Average Current Values Estimate’ data (February 2018) based on searching EBC settlements. This data was not available for all settlements, and as expected particularly relating to flats when moving away from the main settlement areas, but provides an additional data source and adds to the background picture in considering house price variance as part of informing the build-up of our appraisal assumptions – range of value levels.

Table 2 - Zoopla current values estimates – sourced from area stats by settlement

Settlement	Houses		Flats		Overall Average	
	Average Price per sq.ft	Average Price per sq.m.	Average Price per sq.ft	Average Price per sq.m.	Average Price per sq.ft	Average Price per sq.m.
Botley	£332	£3,572	£348	£3,744	£340	£3,658
Hamble-Le-Rice	£341	£3,669	£333	£3,583	£337	£3,626
Horton Heath	£319	£3,432	n/a	n/a	£319	n/a
Chandlers Ford	£325	£3,497	£302	£3,250	£314	£3,373
Hedge End	£303	£3,260	£301	£3,239	£303	£3,260
Bursledon	£298	£3,206	£260	£2,798	£298	£3,206
Fair Oak	£294	£3,163	£306	£3,293	£294	£3,163
Eastleigh	£303	£3,260	£283	£3,045	£293	£3,153
Bishopstoke	£289	£3,110	£305	£3,282	£289	£3,110
Netley Abbey	£286	£3,077	£287	£3,088	£286	£3,077
West End	£288	£3,099	£262	£2,819	£275	£2,959
Allbrook, Boorley Green	£272	£2,927	£259	£2,787	£272	£2,927
Average	£302	£3,383	£295	£3,279	£302	£3,228

Available New Build properties for sale – February 2018

Source: DSP research – based on a range of web searching – including from www.rightmove.co.uk; various house builders' & estate agents' websites; associated / follow-up enquiries as relevant.

- 3.10 The tables below provide information, so far as found through web-searching and enquiries, on new build properties for sale – as at February 2018, based on settlement areas only. The noted property sizes are as were supplied with the agent's / developer's details or, where those were not stated, as per DSP's estimates – e.g. from agents' or other floor plans / dimensions (*Note: estimated dwelling sizes are shown in italics; Agent's or others' quoted property size details in non-italics*).
- 3.11 The variations to the stated (i.e. advertised) 'price per m²' are adjustments considered by DSP in the context of thinking about the influence of changing markets, but most importantly the 5% deduction level ('Price less 5%') is intended to recognise that there will usually be an adjustment between marketing and sale price.

Table 3a - Available new build property – as marketed at the time of research

Address	Description	Price	Size (m ²)	Price per m ²	Price Less 5%	Price Less 10%	Agent
Eastleigh							
Houses							
Botley Road	4 Bed Detached	£640,000	227.4	£2,814	£2,674	£2,533	Charters
Hazelwood Grove	4 Bed Detached	£574,950	<i>106.66</i>	£5,390	£5,121	£4,851	Charters
Fair Oak Road	4 Bed Detached	£550,000	<i>136.32</i>	£4,035	£3,833	£3,631	Connells
Winchester Road	4 Bed Detached	£535,000	<i>120.3</i>	£4,447	£4,225	£4,002	Bloor Homes
Winchester Road	4 Bed Detached	£530,000	<i>120.3</i>	£4,406	£4,185	£3,965	Bloor Homes
Winchester Road	4 Bed Detached	£525,000	<i>120.3</i>	£4,364	£4,146	£3,928	Bloor Homes
Church Road	4 Bed Detached	£504,950	<i>112.79</i>	£4,477	£4,253	£4,029	Bovis
Carnival Garden	4 Bed Detached	£495,000	<i>113.67</i>	£4,355	£4,137	£3,919	Charters
Crowdhill Green	4 Bed Detached	£485,000	<i>92.76</i>	£5,229	£4,967	£4,706	Charters
Carnival Garden	4 Bed Detached	£480,000	<i>96.51</i>	£4,974	£4,725	£4,476	Charters
Crowdhill Green	4 Bed Detached	£480,000	<i>113.25</i>	£4,238	£4,026	£3,815	Charters
Winchester Road	4 Bed Detached	£470,000	<i>108</i>	£4,352	£4,134	£3,917	Charters
Carnival Garden	4 Bed Semi	£465,000	<i>108</i>	£4,306	£4,090	£3,875	Charters
Carnival Garden	4 Bed Semi	£465,000	<i>108</i>	£4,306	£4,090	£3,875	Charters
Home 30, Carnival Gardens	4 Bed Semi	£465,000	<i>108</i>	£4,306	£4,090	£3,875	Charters

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Agent
Carnival Garden	4 Bed Detached	£450,000	113.25	£3,974	£3,775	£3,576	Bovis Homes
Carnival Garden	4 Bed Semi	£440,000	108	£4,074	£3,870	£3,667	Bloor Homes
Church Road	4 Bed Detached	POA	132.22	n/a	n/a	n/a	Charters
Winchester Road	4 Bed Detached	£400,000	95	£4,211	£4,000	£3,789	Charters
Carnival Garden	3 Bed Detached	£390,000	107	£3,645	£3,463	£3,280	Charters
Carnival Garden	3 Bed Detached	£390,000	103.6	£3,764	£3,576	£3,388	Charters
Carnival Garden	3 Bed Detached	£390,000	103.6	£3,764	£3,576	£3,388	Charters
Carnival Garden	3 Bed Semi	£390,000	107	£3,645	£3,463	£3,280	Charters
Carnival Garden	3 Bed Semi	£385,000	107	£3,598	£3,418	£3,238	Charters
Carnival Garden	3 Bed Semi	£385,000	107	£3,598	£3,418	£3,238	Charters
Church Road	3 Bed Semi	£380,000	88.82	£4,278	£4,064	£3,850	Bovis Homes
Carnival Garden	3 Bed Detached	£375,505	76.48	£4,910	£4,664	£4,419	Charters
Carnival Garden	3 Bed Semi	£375,000	83.65	£4,483	£4,259	£4,035	Charters
Carnival Garden	3 Bed Semi	£375,000	83.65	£4,483	£4,259	£4,035	Charters
Carnival Garden	3 Bed Semi	£375,000	83.65	£4,483	£4,259	£4,035	Charters
Carnival Garden	3 Bed Semi	£375,000	83.65	£4,483	£4,259	£4,035	Charters
Carnival Garden	3 Bed Semi	£375,000	83.65	£4,483	£4,259	£4,035	Charters
Carnival Garden	3 Bed Semi	£375,000	83.65	£4,483	£4,259	£4,035	Charters
Carnival Garden	3 Bed Semi	£375,000	83.65	£4,483	£4,259	£4,035	Charters
Carnival Garden	3 Bed Semi	£375,000	83.65	£4,483	£4,259	£4,035	Charters
Church Road	3 Bed Semi	£375,000	83.65	£4,483	£4,259	£4,035	Bovis Homes
Church Road	3 Bed Detached	£372,950	83.44	£4,470	£4,246	£4,023	Bovis Homes
Carnival Garden	3 Bed Terrace	£355,000	89.02	£3,988	£3,788	£3,589	Charters
Carnival Garden	3 Bed Terrace	£355,000	89.02	£3,988	£3,788	£3,589	Charters
Carnival Garden	3 Bed Terrace	£349,500	89.02	£3,926	£3,730	£3,533	Charters
Carnival Garden	3 Bed Terrace	£349,500	89.02	£3,926	£3,730	£3,533	Charters
Carnival Garden	3 Bed Detached	£349,500	83.9	£4,166	£3,957	£3,749	Charters
Carnival Garden	3 Bed Detached	POA	83.9	n/a	n/a	n/a	Charters
Church Road	3 Bed Semi	POA	83.9	n/a	n/a	n/a	Charters
Church Road	2 Bed Terrace	£308,460	78.7	£3,919	£3,723	£3,527	Bovis Homes
Winchester Road	2 Bed Semi	£300,000	81.01	£3,703	£3,518	£3,333	Bloor Homes
Carnival Garden	2 Bed Semi	£280,000	n/a	n/a	n/a	n/a	Charters
Carnival Garden	2 Bed Semi	£280,000	n/a	n/a	n/a	n/a	Charters
Nightingale Avenue	2 Bed Terrace	£270,000	67.19	£4,018	£3,818	£3,617	Stanford
Nightingale Avenue	2 Bed Terrace	£250,000	67.19	£3,721	£3,535	£3,349	Stanford
Church Road	2 Bed Terrace	POA	51.59	n/a	n/a	n/a	Bovs Homes
Average		£410,007	98.90	£4,208	£3,997	£3,787	
Hedge End							
Houses							
Bursledon	4 Bed Detached	£825,000	275.27	£2,997	£2,847	£2,697	Taylor Hill & Bond
Pylands Lane	5 Bed Detached	£799,995	256.5	£3,119	£2,963	£2,807	Bellway
Pylands Lane	5 Bed Detached	£799,995	253.15	£3,160	£3,002	£2,844	Bellway
Pylands Lane	5 Bed Detached	£779,995	193.61	£4,029	£3,827	£3,626	Bellway
Pylands Lane	5 Bed Detached	£729,995	130.8	£5,581	£5,302	£5,023	Bellway
Pylands Lane	5 Bed Detached	£674,995	169.45	£3,983	£3,784	£3,585	Bellway

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Agent
Maidman Place	5 Bed Detached	£649,950	164.43	£3,953	£3,755	£3,557	Chimneypots
Pylands Lane	4 Bed Detached	£579,995	226.5	£2,561	£2,433	£2,305	Bellway
Pylands Lane	5 Bed Detached	£579,995	n/a	n/a	n/a	n/a	Bellway
St. Johns Road	5 Bed Detached	£550,000	131.82	£4,172	£3,964	£3,755	Foreman
Pylands Lane	4 Bed Detached	£449,995	149.44	£3,011	£2,861	£2,710	Bellway
Upper Northam Road	4 Bed Detached	£475,000	166	£2,861	£2,718	£2,575	Richmonds
St. Johns Road	4 Bed Detached	£440,000	105.87	£4,156	£3,948	£3,740	Foreman
St. Johns Road	4 Bed Detached	£430,000	93.35	£4,606	£4,376	£4,146	Foreman
Pylands Lane	4 Bed Semi	£424,995	n/a	n/a	n/a	n/a	Foreman
Pylands Lane	4 Bed Semi	£424,995	126.02	£3,372	£3,204	£3,035	Bellway
St. Johns Road	4 Bed Detached	£399,950	92.29	£4,334	£4,117	£3,900	Bellway
St. Johns Road	4 Bed Detached	£399,950	n/a	n/a	n/a	n/a	Property Wise
Pylands Lane	3 Bed Semi	£379,995	104.33	£3,642	£3,460	£3,278	Foreman
Pylands Lane	3 Bed Semi	£364,995	96.31	£3,790	£3,600	£3,411	Bellway
Pylands Lane	3 Bed Semi	£364,995	n/a	n/a	n/a	n/a	Bellway
Sherborne Way	3 Bed Detached	£360,000	102.5	£3,512	£3,337	£3,161	Bellway
Pylands Lane	3 Bed Detached	£359,995	96.76	£3,720	£3,534	£3,348	Fox & Sons
Pylands Lane	3 Bed Detached	£349,995	95.12	£3,680	£3,496	£3,312	Bellway
St. Johns Road	4 Bed Detached	£340,000	54.73	£6,212	£5,902	£5,591	Bellway
St. Johns Road	4 Bed Detached	£340,000	54.72	£6,213	£5,903	£5,592	Property Wise
Pylands Lane	3 Bed Semi	£339,995	78.12	£4,352	£4,135	£3,917	Foreman
Sherborne Way	3 Bed Semi	£320,000	53.76	£5,952	£5,655	£5,357	Bellway
Sherborne Way	3 Bed Terrace	£320,000	98.93	£3,235	£3,073	£2,911	Fox & Sons
Sherborne Way	3 Bed Semi	£320,000	78.12	£4,096	£3,891	£3,687	Richmonds
Sherborne Way	3 Bed Semi	£320,000	89.19	£3,588	£3,408	£3,229	Fox & Sons
Hobb Lane	3 Bed Terrace	£320,000	72.63	£4,406	£4,186	£3,965	Richmonds
Sherborne Way	3 Bed Semi	£320,000	n/a	n/a	n/a	n/a	Fox & Sons
Sherborne Way	3 Bed Terrace	£315,000	80.06	£3,935	£3,738	£3,541	Richmonds
Hobb Lane	3 Bed Terrace	£315,000	83.19	£3,787	£3,597	£3,408	Fox & Sons
Hobb Lane	3 Bed Terrace	£312,500	80.06	£3,903	£3,708	£3,513	Richmonds
Pylands Lane	2 Bed Semi	£289,995	77.05	£3,764	£3,576	£3,387	Bellway
Simmons Close	2 Bed Semi	£250,000	75.72	£3,302	£3,137	£2,971	Richmonds
Simmons Close	2 Bed Semi	£250,000	75.72	£3,302	£3,137	£2,971	Richmonds
Average		£475,462	120	£3,950	£3,752	£3,555	
Flats							
Pylands Lane	2 Bed Maisonette	£259,995	71.21	£3,651	£3,469	£3,286	Bellway
Pylands Lane	2 Bed Maisonette	£259,995	66.55	£3,907	£3,711	£3,516	Bellway
Pylands Lane	2 Bed Flat	£229,995	80.1	£2,871	£2,728	£2,584	Bellway
Pylands Lane	1 Bed Flat	£224,995	102.48	£2,196	£2,086	£1,976	Bellway
Hedge End	2 Bed Flat	£190,000	50.98	£3,727	£3,541	£3,354	Beals
Pylands Lane	1 Bed Flat	£174,995	n/a	n/a	n/a	n/a	Bellway
Average		£223,329	74.26	£3,270	£3,107	£2,943	
Botley							
Houses							
Winchester Road	4 Bed Detached	£559,950	110.71	£5,058	£4,805	£4,552	Bovis Homes

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Agent
Winchester Road	5 Bed Detached	£559,950	128.68	£4,351	£4,134	£3,916	Linden Homes
Winchester Road	4 Bed Detached	£550,000	119.36	£4,608	£4,378	£4,147	Bloor Homes
Winchester Road	4 Bed Detached	£540,000	132.24	£4,083	£3,879	£3,675	Linden Homes
Winchester Road	4 Bed Detached	£525,000	124.75	£4,208	£3,998	£3,788	Bovis Homes
Winchester Road	4 Bed Detached	£512,950	112.79	£4,548	£4,320	£4,093	Bloor Homes
Winchester Road	4 Bed Detached	£500,000	118.08	£4,234	£4,023	£3,811	Linden Homes
Winchester Road	4 Bed Detached	£500,000	118.08	£4,234	£4,023	£3,811	Linden Homes
Winchester Road	4 Bed Detached	£500,000	116.64	£4,287	£4,072	£3,858	Linden Homes
Winchester Road	4 Bed Detached	£495,000	117.96	£4,196	£3,987	£3,777	Linden Homes
Winchester Road	4 Bed Detached	£460,000	115.53	£3,982	£3,783	£3,583	Bloor Homes
Winchester Road	4 Bed Detached	£460,000	104.15	£4,417	£4,196	£3,975	Linden Homes
Winchester Road	4 Bed Detached	£460,000	112.23	£4,099	£3,894	£3,689	Bloor Homes
Winchester Road	4 Bed Detached	£455,000	112.23	£4,054	£3,851	£3,649	Bovis Homes
Winchester Road	5 Bed Detached	POA	128.68	n/a	n/a	n/a	Bovis Homes
Winchester Road	4 Bed Detached	£446,950	87.46	£5,110	£4,855	£4,599	Linden Homes
Winchester Road	3 Bed Terrace	£385,000	115.14	£3,344	£3,177	£3,009	Bovis Homes
Winchester Road	3 Bed Semi	£384,950	83.44	£4,613	£4,383	£4,152	Linden Homes
Winchester Road	3 Bed Terrace	£380,000	111.84	£3,398	£3,228	£3,058	Bovis Homes
Winchester Road	3 Bed Detached	£379,950	76.4	£4,973	£4,725	£4,476	Bloor Homes
Winchester Road	3 Bed Semi	£375,000	83.98	£4,465	£4,242	£4,019	Bloor Homes
Winchester Road	3 Bed Detached	£375,000	78.96	£4,749	£4,512	£4,274	Linden Homes
Winchester Road	3 Bed Semi	£375,000	100.69	£3,724	£3,538	£3,352	Bloor Homes
Winchester Road	3 Bed Semi	£375,000	82.3	£4,557	£4,329	£4,101	Linden Homes
Winchester Road	3 Bed Semi	£365,000	100.14	£3,645	£3,463	£3,280	Bovis Homes
Winchester Road	3 Bed Semi	£364,950	85.18	£4,284	£4,070	£3,856	Bloor Homes
Winchester Road	3 Bed Semi	£360,000	67.73	£5,315	£5,049	£4,784	Bovis Homes
Winchester Road	4 Bed Detached	POA	101.42	n/a	n/a	n/a	Linden Homes
Winchester Road	3 Bed Semi	£345,000	100.63	£3,428	£3,257	£3,086	Bloor Homes
Winchester Road	3 Bed Detached	£345,000	72.01	£4,791	£4,551	£4,312	Bloor Homes
Winchester Road	2 Bed Semi	£300,000	100.69	£2,979	£2,830	£2,681	Bloor Homes
Winchester Road	2 Bed Semi	£300,000	81.7	£3,672	£3,488	£3,305	Bovis Homes
Winchester Road	3 Bed Semi	POA	n/a	n/a	n/a	n/a	Bovis Homes
Average		£431,155	103.18	£4,247	£4,035	£3,822	
Bursledon							
Houses							
Bursledon	4 Bed Detached	£825,000	275.27	£2,997	£2,847	£2,697	Taylor Hill & Bond
Bridge Road	6 Bed Detached	£769,950	218.05	£3,531	£3,355	£3,178	Bovis Homes
Bridge Road	5 Bed Detached	£635,950	160.41	£3,965	£3,766	£3,568	Bovis Homes
Bridge Road	5 Bed Detached	£610,950	159.94	£3,820	£3,629	£3,438	Bovis Homes
Hamble-Le-Rice Lane	4 Bed Detached	£520,000	116.55	£4,462	£4,239	£4,015	Barratt Homes
Bridge Road	4 Bed Detached	£489,950	113.24	£4,327	£4,110	£3,894	Bovis Homes
Bridge Road	4 Bed Detached	£449,950	107.77	£4,175	£3,966	£3,758	Bovis Homes
Bridge Road	3 Bed Terrace	£409,950	89.02	£4,605	£4,375	£4,145	Bovis Homes
Hamble-Le-Rice Lane	3 Bed Semi	£369,995	77.44	£4,778	£4,539	£4,300	Barratt Homes

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Agent
Bridge Road	4 Bed Detached	POA	107.72	n/a	n/a	n/a	Bovis Homes
Hamble-Le-Rice Lane	3 Bed Semi	£359,000	77.44	£4,636	£4,404	£4,172	Barratt Homes
Hamble-Le-Rice Lane	3 Bed Semi	£358,000	81.74	£4,380	£4,161	£3,942	Barratt Homes
Bridge Road	3 Bed Detached	POA	83.88	n/a	n/a	n/a	Bovis Homes
Hamble-Le-Rice Lane	2 Bed Semi	£295,000	66.26	£4,452	£4,230	£4,007	Barratt Homes
Average		£507,808	123.9	£4,177	£3,968	£3,759	
Netley Abbey							
Flats							
Abbey Hill	2 Bed Flat	£300,000	n/a	n/a	n/a	n/a	Fox & Sons
Abbey Hill	2 Bed Flat	£275,000	n/a	n/a	n/a	n/a	Fox & Sons
Average		£287,500	n/a	n/a	n/a	n/a	
West End							
Houses							
Telegraph Road	3 Bed Detached	£375,000	91.35	£4,105	£3,900	£3,695	Connells
Telegraph Road	3 Bed Detached	£375,000	91.35	£4,105	£3,900	£3,695	Connells
Telegraph Road	3 Bed Detached	£375,000	91.35	£4,105	£3,900	£3,695	Connells
Botley Road	3 Bed Detached	£374,000	81.58	£4,584	£4,355	£4,126	Barratt Homes
Botley Road	3 Bed Detached	£359,000	80.1	£4,482	£4,258	£4,034	Barratt Homes
Chapel Close	3 Bed Detached	£350,000	n/a	n/a	n/a	n/a	Connells
Botley Road	3 Bed Semi	£349,000	n/a	n/a	n/a	n/a	Barratt Homes
Telegraph Road	3 Bed Detached	POA	80.58	n/a	n/a	n/a	Connells
Telegraph Road	3 Bed Detached	POA	80.58	n/a	n/a	n/a	Connells
Average		£365,286	85.3	£4,276	£3,900	£3,695	
Flats							
Chalk Hill	2 Bed Flat	£220,000	n/a	n/a	n/a	n/a	Fox & Sons
Chalk Hill	2 Bed Flat	£220,000	45.36	£4,850	£4,608	£4,365	Fox & Sons
Average		£220,000	45.4	£4,850	£4,608	£4,365	
Horton Heath							
Houses							
Botley Road	4 Bed Detached	£640,000	227.4	£2,814	£2,674	£2,533	Charters
Average		£640,000	227.4	£2,814	£2,674	£2,533	

No available data for Hamble-Le-Rice, Fair Oak, Bishopstoke, Chandler's Ford and Allbrook

Residential 'Value Levels' – collective assumption overview

- 3.12 Overall, for the purposes of this the strategic overview of development viability for this Local Plan Viability Assessment, we decided to focus our appraisals around the following values range - represented by what we refer to as Values Levels (VLs) '1 - 8+' (indicative by location) in accordance with the extensive research values analysis outlined above. See the following table below (note: table also included for ease of reference in Appendix I). Above all, this shows the scale of values as well as the variation of those values seen in different parts of the Borough. At the time of finalising the update assessment work in March 2018, we consider new build values in the Eastleigh Borough to fall within the overall VL range of £2,400 - £5,200/m² – i.e. approximately £223 to £483/sq. ft. Typical new build values are, however, found around the middle>lower end of this key range, usually around VL3/4. For the assessment purpose, therefore, it is also appropriate to review viability across the whole range of values within the Borough.

Table 4 – Eastleigh Borough – Assumed Residential Value Levels

Value Assumptions	<<EBC lowest-end typical re-sale		EBC typical new-build values			EBC highest end new build / re-sale values>>		
Open Market Value	VL1	VL2	VL3	VL4	VL5	VL6	VL7	VL8+
1 Bed Flat	£120,000	£140,000	£160,000	£180,000	£200,000	£220,000	£240,000	£260,000
2 Bed Flat	£168,000	£196,000	£224,000	£252,000	£280,000	£308,000	£336,000	£364,000
2 Bed House	£189,600	£221,200	£252,800	£284,400	£316,000	£347,600	£379,200	£410,800
3 Bed House	£240,000	£280,000	£320,000	£360,000	£400,000	£440,000	£480,000	£520,000
4 Bed House	£312,000	£364,000	£416,000	£468,000	£520,000	£572,000	£624,000	£676,000
Value House (£/m2)	£2,400	£2,800	£3,200	£3,600	£4,000	£4,400	£4,800	£5,200

3.13 As in all areas, values are always mixed to some extent - within particular localities and even within sites. The table above assumes the following dwelling gross internal floor areas (these are purely for the purpose of the above market dwelling price illustrations):

- 1-bed flat at 50 sq. m (543 sq. ft.)
- 2-bed flat at 70 sq. m (753 sq. ft.)
- 2-bed house at 79 sq. m (914 sq. ft.)
- 3-bed house at 100 sq. m (1076 sq. ft.)
- 4-bed house at 130 sq. m (1398 sq. ft.)

4.0 Sheltered Housing Values Research – February 2018

4.1 Research was also carried out on new build sheltered housing through using property search engines 'Rightmove and 'Retirement Homesearch'. At the date of research there was only a limited number of new build sheltered housing for sale within the Eastleigh Borough and as such we extended our research area to include some comparable adjoining areas as noted below:

- Portswood, Belmont Road (Churchill Retirement) – currently under construction, sales data not yet available.
- Apsley Lodge, Waterlooville (Churchill Retirement) – 1-bed flats priced at £233,950 equating a £4,253/m² and 2-bed flats priced at £314,950 equating to £4,199/m².
- Simmonds Lodge, Drayton - (Churchill Retirement) – 1-bed flats priced at £257,950 equating a £4,690/m² and 2-bed flats priced at £345,950 equating to £4,612/m².
- Walmsley Place, Saxby Road, Bishops Waltham (McCarthy & Stone – Lifestyle Living) – 2-bed flats priced at £445,450/m² equating to £5,939/m².

4.2 As above, although there is a lack of specific comparable Sheltered Housing development currently being marketed within the study area and alongside DSP's significant experience of carrying out site specific viability reviews on numerous sheltered housing schemes, the above has led us to test Sheltered Housing at the same overall values range of £4,000 - £5,200/m² (VLs 5-8). From wider experience, we would generally expect Sheltered Housing values to be representative of more towards the upper end of this overall range and this could even be found to be conservative. Information related to actual schemes within the area would be needed to verify these assumptions, which in the circumstances are considered reasonable for the purpose.

5.0 Commercial Market information, rents and yields

5.1 Example sources used:

- CoStar based on searches for retail (all types, including larger supermarkets and convenience stores), offices, industrial/warehousing, distribution warehousing together with hotel data where available. This information will comprise of both lease and sales comparables within the District. (www.costar.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

RICS Commercial Property Market Survey Q3 2017

5.2 Headline reads: *‘Industrial sector remains strong while retail struggles’*

- *Rent expectations firm for industrial space, neutral across offices and marginally negative for retail*
- *Pick-up in investment demand supporting modestly positive capital value expectations*
- *London continues to display more cautious sentiment relative to the national average*

5.3 *‘The Q3 2017 RICS UK Commercial Property Market Survey results, on balance, show a slight improvement relative to the previous quarter. Indicators capturing both investor and occupier demand edged up during Q3, while near term capital value and rental growth expectations were somewhat more positive. That said, there is still a*

significant divergence across sectors, with industrial clearly outperforming while the backdrop for the retail sector remains more challenging.

- 5.4 *At the national level, headline occupier demand held more or less steady, as a net balance of only +5% of respondents noted an increase over the quarter. That said, this does mark a modest improvement on the figure of -2% in Q2. When broken down, tenant demand increased strongly across the industrial sector, having fallen in Q2. Meanwhile, demand continued to fall for the second consecutive quarter in the retail sector, posting a reading of -16% (-15% previously). At the same time, availability of leasable space declined markedly in the industrial segment once again, and saw little change across both office and retail sectors.*
- 5.5 *Landlord incentives on offer to tenants in the office sector increased for a fifth successive period during Q3. Retail inducements also picked up, marking the second quarter running in which they have done so. By way of contrast, incentives continued to decline in the industrial sector.*
- 5.6 *Given this, near term rent expectations point to firm growth in the industrial sector, and a broadly flat outturn for office rental values. In the retail segment, projections remain marginally negative at the headline level. Over the year ahead, rental expectations are positive for both price and secondary industrial space. The same is true for prime offices and a lesser extent prime retail space. The outlook for secondary retail remains flat. Conversely, the result for secondary retail were firmly negative, with rents still anticipated to decline over the coming twelve months.*
- 5.7 *With regards to the regional breakdown, near term all-sector rent expectations are generally positive across most parts of the UK. London is again the exception, where negative projections in the office and retail sectors are cancelling out positive expectations for industrial rents. Over the next twelve months in the capital, it is secondary retail and office portions of the market in particular which are weighing down the headline figure. That said, the rental outlook is now flat for prime retail and only marginally positive for prime offices.*
- 5.8 *In the investment market, the headline demand series moved further into positive territory, with a net balance of +20% of respondents noting an increase in investment*

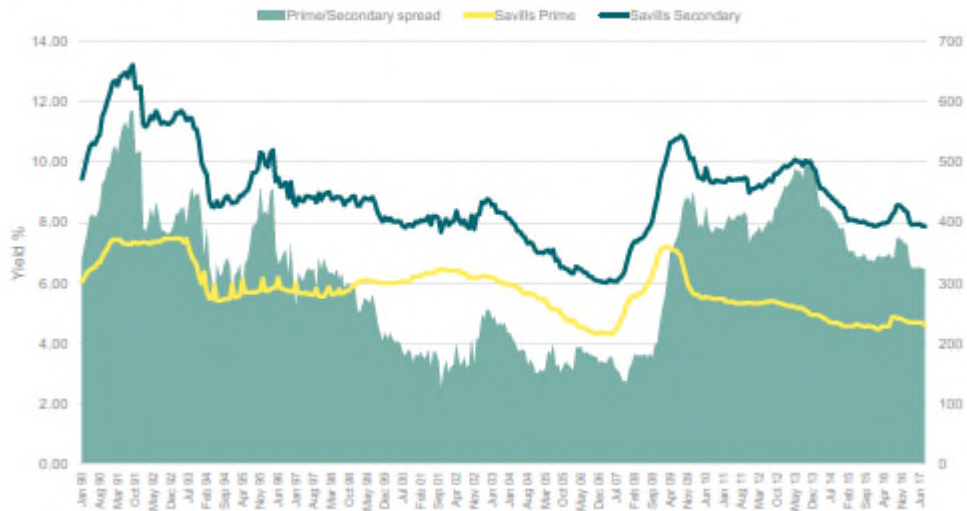
enquiries (+10% in Q2). Again, the industrial sector posted the strongest increase (in net balance terms). Following a flat reading in Q2, investment enquiries picked up in the office segment, but were little changed in the retail sector for a second consecutive quarter. Meanwhile, interest from overseas buyers reportedly increased across all areas of the market during Q3.

- 5.9 *The supply of property for investment purposes declined in both the office and industrial segments, while holding steady in the retail sector. Alongside this, near term capital value expectations point to strong growth across industrial assets, a modest rise in office prices, and little change for values across the retail sector. On a twelve-month view, secondary retail is the only sub sector in which capital value expectations are negative at the national level.*
- 5.10 *When disaggregated, London continues to display more cautious expectations than virtually all other parts of the UK. While headline expectations are now relatively flat in the capital, this is largely due to positive projections in the industrial segment. By way of contrast, secondary retail and office values are anticipated to come under downward pressure over the year ahead. Prime locations may prove resilient, but respondents still anticipate little in the way of positive momentum.*
- 5.11 *In terms of valuations, across the UK as a whole, a strong majority of contributors (65%) sense the market is fairly valued at present (unchanged from Q2). Central London continues to exhibit the highest proportion of respondents viewing the market to be overpriced to some extent (67%). Meanwhile, 37% of respondents from the South East are now of the opinion that values are stretched relative to fundamentals, a steady increase on 16% who were taking this view three quarters ago.*
- 5.12 *Finally, during Q3, although views remain mixed, the largest share of contributors nationally feel conditions are consistent with the middle stages of an upturn (30%). In Central London, 73% of respondents sense the market to be in some stage of a downturn.'*

Savills: Commercial Market in Minutes

- 5.13 Headline reads: *'Rising risk-aversion continues to drive prime yield hardening'*
- 5.14 ***'Yields fall despite rising occupational risks*** - *The recent downward trend in prime yields across all sectors in the UK seems to suggest that the softening that took place last summer was an over-reaction to Brexit. However, what is going on in the world of "prime" and "secure" is maybe not the most accurate bellwether of how risks are changing. September 2017 saw the all sector prime yield remain stable at 4.65%, which is 31bps lower than a year ago.*
- 5.15 *Furthermore, this month saw the yield moving downwards for M25 offices, and more than half of the sub sectors are now expected to see downward pressure on their yields over the next few months. These trends seem vaguely counterintuitive in a world where we have to accept that occupational risks have risen as a result of Brexit (though how and when the moment of peak risk will come remain impossible to predict).*
- 5.16 *If the hardening in prime yields that we have seen over the last 12 months is a reflection of a 'flight to safety', then logically yields on riskier assets should be rising. However, only shopping centres have seen their prime yields rise this year, and that probably has more to do with the rise of internet shopping and American investors' perceptions of retail than Brexit. Nor are we seeing a measurable rise in secondary property yields, as the chart below shows. Perhaps a rise in secondary yields is not merited, if investors are already correctly pricing the higher occupational risk in secondary over prime.*
- 5.17 *Certainly, the spread between secondary and prime yields, at 324bps, is wider than the long-run average, and this should give investors and regulators a degree of comfort that investors have not convinced themselves that secondary is prime (something that was prevalent in the run-up to the Global Financial Crisis).'*

Gap between prime and secondary yields shows a realistic pricing of occupational risk



Prime yields

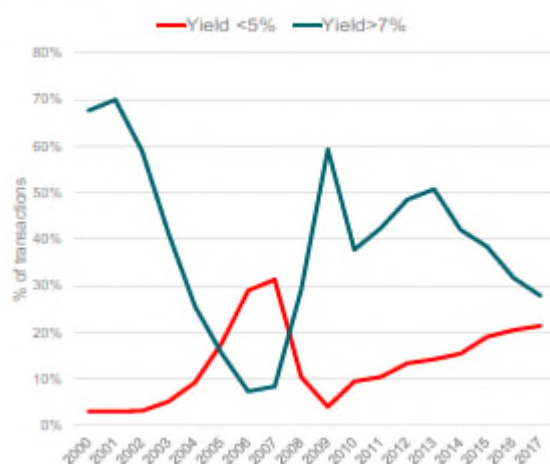
	Sep 16	Aug 17	Sep 17
West End Offices	3.50%	3.25%	3.25%
City Offices	4.25%	4.00%	4.00%
Offices M25	5.25%	5.25%↓	5.00%
Provincial Offices	5.25%	5.00%	5.00%
High Street Retail	4.25%	4.00%	4.00%
Shopping Centres	4.50%	4.50%	4.75%
Retail Warehouse (open A1)	5.25%	5.25%	5.25%↓
Retail Warehouse (restricted)	6.00%	5.50%	5.50%↓
Foodstores	5.50%	4.75%	4.75%↓
Industrial Distribution	5.00%	4.75%	4.75%↓
Industrial Multi-lets	5.00%	4.50%↓	4.50%↓
Leisure Parks	5.25%	5.00%↓	5.00%↓
Regional Hotels	5.50%	4.75%↓	4.75%↓

5.18 *‘Risk-aversion leading to falling appetite for secondary assets - While secondary yields appear to be broadly pricing in flat or falling rents, it is important to note that*

the actual number of investment deals taking place is 6% down year-on-year. This means that if any sub-segment of the market is particularly quiet, then it can take a while for enough evidence to be gathered to justify an adjustment in our or any other valuation-based yield.

- 5.19 *The global hunger for prime assets has meant that the secondary market in the UK has been comparatively quiet for several years (with a 27% year on year decline in the number of deals at 7% or above in 2017). Indeed, as Graph 2 shows, 2017 has seen almost as many deals at sub 5% yields as at 7% and above. In part, this is due to a steady reweighting of the yields of all types of property, but we also believe that it reflects a declining appetite for higher risk assets in the UK.*

Continuing fall in the proportion of deals at a yield of 7% or above



- 5.20 *While some sectors are already seeing some re-pricing of secondary assets, this is by no means the story across the board. However, any re-pricing that does occur is likely to be short-lived, because the driver of the rise in yields will be more about an imbalance between the number of buyers and sellers rather than any intrinsic change to the risk profile of the secondary assets themselves.*
- 5.21 *There are also an increasing number of investors looking for opportunistic deals in the UK. However, as last summer showed, bargains will not last long, but the well-*

prepared investor could do well in the less competitive secondary space over the next 12 months.'

- 5.22 ***'Statistics, savings and future interest rate rises*** - *The ONS has recently reviewed a variety of its sectoral accounts and one finding has been that household incomes have grown much more strongly than was previously thought. This certainly goes some way to explaining why retail sales have held up well during the recent periods of weaker consumer sentiment. In particular, the savings ratio (which was previously showing a record low of 2%) has been revived upwards to nearly 6%.*
- 5.23 *Not only do these revisions give us a better understanding of why consumers are spending and borrowing so strongly, it also supports a slightly more optimistic view of the likely impacts of future interest rate rises. This is particularly topical considering that Mark Carney has recently made his membership of the hawkish cohort clear, arguing that there is global pressure to raise rates.*
- 5.24 *While we are less convinced of the economic rationale for a rise in the UK base rate than some are, we suspect that a 25bps increase is now likely before the end of the year. This will have a negligible impact on either spenders or savers, let alone on property yields. However, it is clear from the recent data revisions that households are less financially stressed than we previously thought, and this will be a good thing as and when rates start to rise properly.*

Investment yields (driving the capitalisation of rents)

- 5.25 The table below provides the most up to date available extracts from the Knight Frank Yield Guide as at March 2018

Table 6 – Knight Frank Yield Guide (March 2018)

Sector	Nov-17	Market Sentiment
High Street Retail		
Prime Shops	4%	Stable
Regional Cities	4.5%	Stable
Good Secondary	6%	Positive
Secondary Tertiary	10%+	Negative
Shopping Centres		
Regionally Dominant (£200+ psf Zone A)	4.5%+	Negative
Dominant Prime	5.75%+	Negative
Town Dominant	7.75%	Negative
Secondary	9.50%	Negative
Out of Town Retail		
Open A1/Fashion Parks	4.5%+	Stable
Secondary Open A1 Parks	5.75%	Stable
Bulky Goods Parks	5.75%	Positive
Secondary Bulky Goods Parks	7.00%	Positive
Solus Open A1	4.75%	Stable
Solus Bulky (c.50,000 sq. ft. let to strong covenant)	5.75%	Positive
Leisure		
Leisure Parks	4.75%	Stable
Specialist Sectors		
Dept. Stores Prime (with fixed uplifts)	5.5%	Negative
Car Showrooms (20yrs with fixed uplifts & manufacturer covenant)	4.50%	Stable
Car Showrooms (20yrs with fixed uplifts & dealer covenant)	4.75%	Stable
Budget Hotels	4.25%	Stable
Student Accommodation (Prime London - direct let)	4.25%	Positive
Student Accommodation (Prime Regional - direct let)	5.25%	Positive
Student Accommodation (Prime London - 25yr lease Annual RPI)	3.50%	Positive

Sector	Nov-17	Market Sentiment
Student Accommodation (Prime Regional - 25yr lease Annual RPI)	4.00%	Positive
Healthcare (Elderly Care 30yrs indexed linked reviews)	4.00%	Positive
Foodstores		
Annual RPI increases	4.25%	Positive
Open market reviews	5.00%	Stable
Warehouse & Industrial Space		
Prime Distribution/Warehousing (20yr income)	4%	Positive
Prime Distribution/Warehousing (15yr income)	4.25%	Positive
Secondary Distribution	5.00%	Positive
SE Estate (exc London & Heathrow)	4.25%	Positive
Good Modern RoUK Estate	5%-	Positive
Secondary Estates	5.75%	Positive
Offices		
Major Regional Cities	4.75%	Positive
Towns (SE)	5%	Positive
Business Parks (SE)	5%	Positive

Source: Knight Frank – with their notes:
- based on rack rented properties and disregards bond type transactions
- this yield guide is for indicative purposes only and was prepared on the 6th March 2018 by Knight Frank

Commercial Property Values Research

5.26 The information as outlined in the following section is based on researching data as far as available reflecting property within the Eastleigh Borough, covering the following types: -

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

5.27 DSP subscribes to commercial property data resource 'CoStar' and here we include relevant extracts, again as far as available for the Council's area. Summary reporting analysis for both lease and sales comparables is provided; combined with the full data extract to be found at the end of this Appendix. CoStar is a market leading commercial property intelligence resource used and informed by a wide range of Agents and other property firms, to provide commercial real estate information and analytics. CoStar conducts extensive, ongoing research to provide and maintain a comprehensive database of commercial and real estate information where subscribers are able to analyse, interpret and gain insight into commercial property values and availability, as well as general commercial market conditions.

Commercial Values Data - CoStar

5.28 The CoStar sourced research below is based on available lease and sales comparables within Eastleigh Borough covering retail (all types), offices and industrial/warehousing. We have included the analysis summary for both lease and sales comparables only here (see below) with the full data set provided at the rear of this Appendix.

5.29 Figures 5a – 5c below provide the CoStar lease and sales comparable summary analysis for retail, office and industrial uses generally, covering the Eastleigh Borough submarket over the last 2yrs.

Figure 5a – CoStar Lease Comparables Analytics – Retail (generally) – Eastleigh Submarket

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
19	£18.49	£24.75	12

SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	17	£9.82	£18.49	£21.20	£45.77
Achieved Rent Per SF	10	£14.53	£24.75	£21.90	£52.82
Net Effective Rent Per SF	10	£13.85	£24.54	£21.25	£52.82
Asking Rent Discount	8	-15.4%	5.6%	2.3%	21.3%
TI Allowance	-	-	-	-	-
Rent Free Months	6	0	4	4	8

Figure 5b – CoStar Lease Comparables Analytics – Offices – Eastleigh Submarket

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
46	£15.66	£14.39	17

SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	40	£6.00	£15.66	£13.26	£21.00
Achieved Rent Per SF	27	£5.81	£14.39	£13.46	£21.50
Net Effective Rent Per SF	24	£4.83	£13.41	£13.61	£21.00
Asking Rent Discount	23	-56.0%	12.4%	0.0%	67.7%
TI Allowance	-	-	-	-	-
Rent Free Months	19	0	4	1	36

Figure 5c – CoStar Lease Comparables Analytics – Industrial – Eastleigh Submarket

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
57	£7.08	£7.35	22

SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	40	£2.74	£7.08	£7.63	£14.34
Achieved Rent Per SF	28	£4.71	£7.35	£7.83	£14.34
Net Effective Rent Per SF	26	£4.44	£7.20	£7.65	£14.34
Asking Rent Discount	22	-5.5%	-1.4%	0.0%	16.3%
TI Allowance	-	-	-	-	-
Rent Free Months	14	0	3	2	18

Further commercial property values data sources - VOA Rating List

5.30 In addition to the above we have also reviewed the VOA data contained in the tables below providing further analysis and summary of the rents for shops, retail warehouses, supermarkets, convenience stores and offices. Note: the full data set has not been included due to the size.

Table 7: VOA Data Summary – Shops, Offices, Retail Warehousing, Industrial, Supermarkets and Convenience Stores

Type	£/m2 Minimum Average Rental Indications	£/m2 1st Quartile Rental Indications	£/m2 Median Rental Indications	£/m2 3rd Quartile Rental Indications	£/m2 Maximum Average Rental Indications
Shops	£27.92	£98.27	£133.93	£178.57	£599.18
Offices	£23.19	£103.51	£119.12	£145.57	£324.37
Retail Warehousing	£59.30	£109.37	£128.08	£165.05	£190.55
Industrial	£11.66	£51.12	£68.04	£89.62	£167.30
Supermarkets	£77.18	£129.54	£233.50	£268.20	£293.15
Convenience Stores	£76.86	£100.82	£106.37	£163.51	£203.07

6.0 Stakeholder Consultation – Phase 1

- 6.1 As part of the information gathering process, DSP invited a number of local stakeholders to help contribute by providing local residential / commercial market indications / experiences and values information. This was in order to both invite engagement and to help inform our study assumptions, alongside our own research, with further experience and judgements. It was conducted by way of a survey / pro-forma (containing some suggested assumptions) supplied by email by DSP via the Council for comment. The covering email contained a short introduction about the project, and also explained the type of information we required as well as assuring participants that any information they may provide would be kept in confidence, respecting commercial sensitivities throughout the whole process.
- 6.2 The list of stakeholders contacted was as below: -

Table 8b: Stakeholder Consultation List

Adams Hendry
Bargate Homes
Barratt Homes
Barton Willmore
Barton Willmore
Dominic Clawson
Drew Smith
Foreman Homes
HBF
Highwood Group
Igim
JILL EMEA
Lukenbeck
McCarthy and Stone
Orchard Homes
Persimmon Homes
St Modwen
Taylor Wimpey
Tor Ltd
Turley
Turley
Vail Williams
WYG

- 6.3 Other stakeholders contacted as part of the information gathering process included the following locally active Affordable Housing Providers as well as liaising with key contacts within the Council.

Table 8b: Affordable Housing Providers Consultation List

Affinity Sutton
Aster Group
BCHA
Consultant Project Manager
First Wessex HG
Guinness Hermitage
Hanover Housing
Latimer Homes
Places for People Homes
Portsmouth Rotary Housing Association Ltd
Radian
Sanctuary Housing
Sentinal Housing
Stonewater
The Hyde Group
Vivid Homes

- 6.4 The response rate was relatively positive overall compared with other similar consultations. A limited response rate is however not unusual for this type of process in DSP's wide experience of undertaking strategic level viability testing. There are a range of sensitivities and aspects involved, which were acknowledged by DSP throughout the process.
- 6.5 However, any information / comments that were provided as a result of this consultation helped to inform and check / support our assumptions but due to commercial sensitivity and confidentiality they are not listed here.

7.0 Land Values Context

General context - Savills Market in Minutes: UK Residential Development Land – January 2018

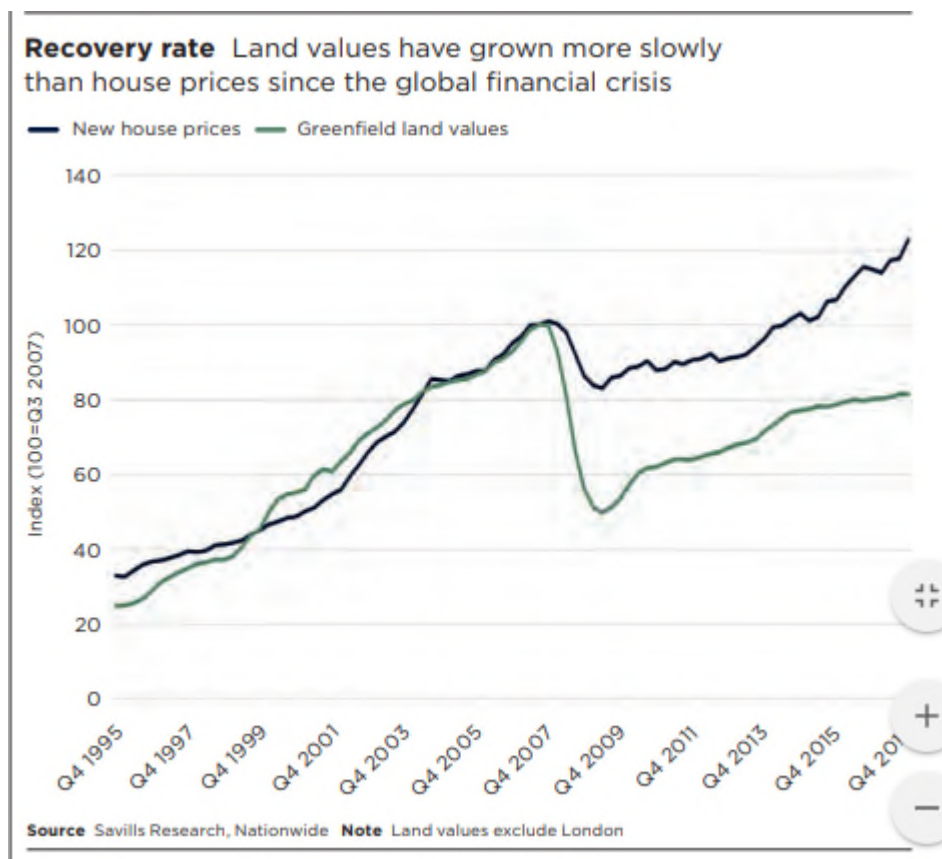
- 7.1 Summary reads: *'Land Values are growing faster than average in the North and Scotland, while housing associations are increasingly competitive in their land buying with strategic land becoming popular'*
- 7.2 *'Land values are growing faster than average in the North, where we forecast higher than average house prices in the next five years. Investment by Homes England is supporting development in this region, helping to increase the number of developers in the market to meet local housing need.*
- 7.3 *Housebuilders have enjoyed a relatively benign land market recently, thanks to limited competition and a growing number of consents being delivered. Unless land supply continues to grow, this is likely to change as more developers, including housing associations, are now competing for sites.*
- 7.4 *Major housebuilders are replacing land they have built out, sourcing more permissioned land from their own strategic pipelines, focusing on controlled growth. This has resulted in slow growth of greenfield land values (1.7% annual growth).*
- 7.5 *Medium-sized housebuilders are buying larger sites, increasing from an average of 72 plots per site in 2016 to 87 plots per site in 2017. Housing associations have become more competitive in the market, refining their payment options.*
- 7.6 *Strategic land is a focus for a range of developers and investors. In the last year, Savills was involved in the sale of several strategic land portfolios, totalling 60,000 plots. The major housebuilders are buying more of this longer-term land.*

Majors continue measured approach

- 7.7 *Major housebuilders are replacing land they have built out, sourcing more permissioned land from their own strategic pipelines while focusing on controlled growth of completions. More consents and relatively low numbers of developers*

compared with before the global financial crisis, means the land market remains relatively benign.

- 7.8 *In the year to June 2017, 16% more consents were granted in England compared with the previous year. However, there are fewer developers, with only 53% of the number of builders currently registered with the National House Building Council (NHBC) compared with the average between 1995 and 2007. As a result, greenfield land values remain relatively flat. Values rose 0.1% in the last quarter of 2017, taking annual growth to 1.7% – in line with 2016 growth of 1.8%. The land market therefore remains benign, with land value growth remaining below house price growth on average.*
- 7.9 *The major housebuilders have been able to buy land at or above their hurdle rates. In its annual report, Bellway stated: “We will continue to acquire land which meets or exceeds our acquisition criteria”. Meanwhile, in its latest trading update, Barratt said “The land market remains favourable and we have secured attractive land opportunities which exceed our minimum hurdle rates.”*
- 7.10 *Some 25% of Barratt’s completions in the last year have been on land from their strategic pipeline. Savills sold 8% more plots year on year to the major housebuilders between 2013 and 2017, reflecting the measured growth in land buying. Most of the major housebuilders are planning for controlled growth in completions. Completions by eight of the PLC housebuilders (those with published data for 2017) increased by 6.1% on average between 2016 and 2017, in line with growth over the previous two years.*

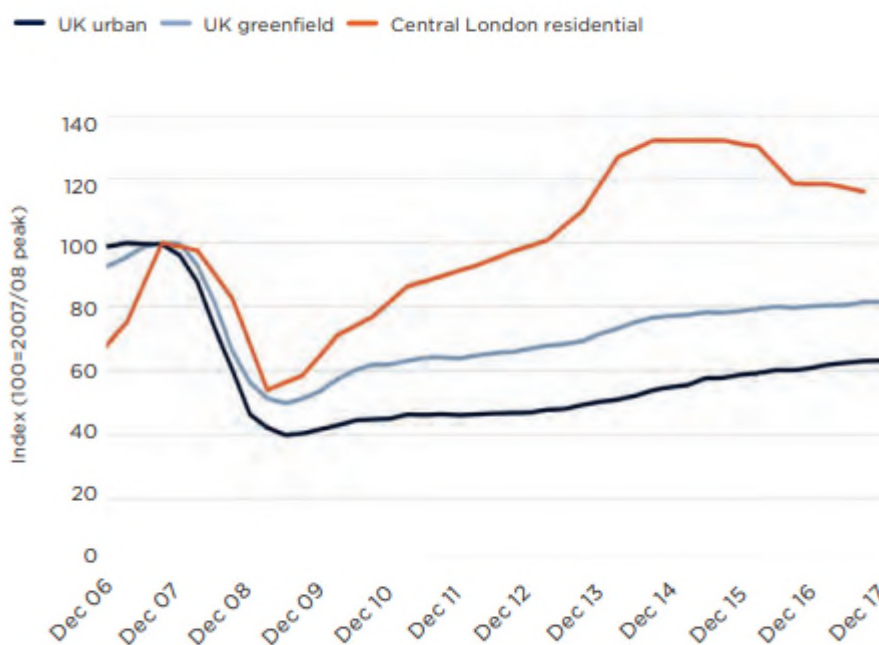


Diversity drives competition

- 7.11 *Savills agents are seeing more developers becoming active in the land market. There is competition for sites across the market from medium-sized housebuilders, developers and housing associations, supporting land values and pushing them up in some areas.*
- 7.12 *Medium-sized housebuilders bought 54% more plots through Savills in 2017 than in 2015 (10% more than 2016), mostly through larger than average site sizes. The median site size bought by medium-sized housebuilders through Savills increased from 72 plots in 2016 to 87 plots in 2017. This reflects their continued growth supported by better availability of finance.*
- 7.13 *London developers have been moving beyond the capital, supporting or pushing up urban land values in markets such as Woking, Guildford and Chelmsford. These developers tend to be building apartment blocks targeted at people working in London who are looking for more affordable homes outside the city.*

7.14 Across the UK, urban development land values increased by 0.5% in Q4 2017, with annual growth of 4.0%, more than double the growth in greenfield land values. Larger housing associations are becoming more active in the Oxfordshire, Buckinghamshire area, along with other SME housebuilders. This area is particularly attractive for several key reasons: its connectivity to London and other strong employment markets; its location beyond the London green belt; and government support for strategic development in the Oxford-Cambridge corridor. To maintain relatively benign land market conditions with additional developers, more consents will be needed.

Urban generation Urban land value growth continues to outperform greenfield land, albeit from a lower base



Source Savills Research

Strategic Focus

7.15 Strategic land is being sought by a range of developers and investors. In the last year, Savills was involved with the sale of several strategic land portfolios, totalling 60,000 plots. Among the major housebuilders, Bellway acquired 9.5% more strategic plots in 2017 than 2016, while the value of Crest’s strategic land increased by 16.5% between 2016 and 2017. Acquiring strategic land continues to be a key strategy. Barratt plans to continue to build 25% of its homes on land sourced from its strategic pipeline while Linden aims to get to similar levels by 2021. Relying more on strategic land allows the

major housebuilders to retain greater control over their land pipelines and maintain margins, albeit there is planning risk involved.

Government Support

- 7.16 *In the Autumn Budget, the Chancellor announced new measures for supporting housebuilding to reach delivery levels of 300,000 homes per year in England. A focus of the Government's plan is the Oxford-Milton Keynes-Cambridge corridor. If the area is to maximise its economic potential, up to one million homes will need to be built in the corridor by 2050.*
- 7.17 *It is likely that at least one of the new garden towns proposed in the Budget will be within this corridor to support such growth. The Government has also agreed a housing deal with Oxfordshire to target delivering 100,000 homes in the county by 2031 in return for a package of support for infrastructure and economic growth. Much of the land around Oxford is already being promoted, and landowners will be seeking development partners in due course.'*

Knight Frank: Residential Development Land Index Q4 2017

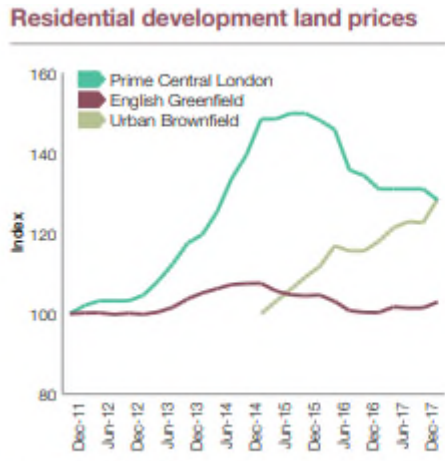
- 7.18 Headline reads: ‘Urban brownfield land outperforms in 2017’
- 7.19 *‘The value of urban brownfield land climbed 4.9% in Q4, amid strong rises in Birmingham. The average value of English greenfield land edged up by 1.4%, while land values in prime central London dipped by 2.1%.’*

Key Facts: -

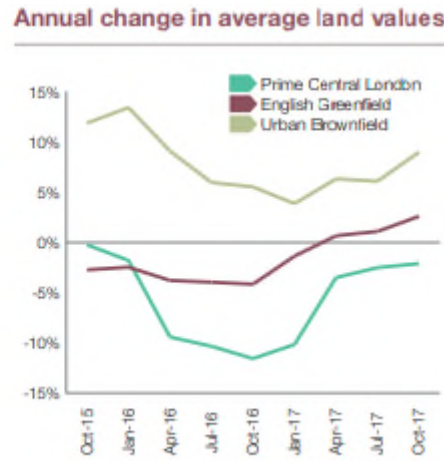
- *Urban brownfield land values rose 9% in 2017, the highest rate of annual growth since Q3 2014*
 - *Greenfield land values climbed 1.4% taking the annual change to +2.6%*
 - *Land values in prime central London declined 2.1% in Q4 after three flat quarters. The annual decline was also 2.1%.*
- 7.20 *‘Urban brownfield land values rose by an average of 9% in 2017, the strongest annual growth since Q3 2014, amid robust employment growth in the UK’s major cities. Gains were particularly strong in the centre of Birmingham, with demand from residential developers mirroring commercial demand as a number of large office occupiers have recently decided to move from elsewhere in the city, or relocated from other cities. HMRC, for example, announced in September it had signed a 25-year lease in central Birmingham, where it will move 3,600 staff into a single location.’*
- 7.21 *Average greenfield land values in England climbed 1.4% during the quarter, taking the annual rise to 2.6%. Competition among housebuilders is notably strong for large sites close to transport links and within reach of major employment centres. Demand for housing is being underpinned by ultra-low mortgage rates and the Government’s Help to Buy Equity Loan.*
- 7.22 *New policy measures to be outlined in Spring are likely to generate much attention. Housing secretary Sajid Javid has said landowners can expect the government to use a more “muscular” approach in an attempt to speed up housing delivery that may include greater use of compulsory purchase orders, “use it or lose it” planning permissions and a new land tax. “There are complex issues governing how and when*

housebuilders deliver new homes to the market, and the availability of land with consent is just one of them,” said Justin Gaze, Knight Frank’s head of residential development. “Development is risky, and housebuilders need to anticipate market demand over several years. They must also manage the construction process in a market where skilled workers are in short supply.”

7.23 *Development land prices in prime central London dipped by 2.1% in the final three months of the year after remaining unchanged since January. This also took the annual decline to 2.1%, the most modest fall since March 2016. The headline number hides a patchwork of varying performance depending on perceived risk in specific areas. Declines in land prices in central locations appear to have levelled out, whereas some more fringe locations with large supply pipelines may still see some further, modest declines in 2018. Land transactions remain low as developers seek higher rates of return due to perceived risks in planning and construction. However, volumes of land purchases are likely to increase as the year progresses, along with some modest recovery in pricing, and pockets of outperformance.*



Source: Knight Frank Research



Source: Knight Frank Research

England Greenfield Development Land Index

Date	Index	12-month % change	6-month % change	3-month % change
Dec-15	104.64	-2.7%	-0.1%	0.2%
Mar-16	103.08	-2.5%	-1.3%	-1.5%
Jun-16	100.75	-3.8%	-3.7%	-2.3%
Sep-16	100.36	-3.9%	-2.6%	-0.4%
Dec-16	100.31	-4.1%	-0.4%	0.0%
Mar-17	101.69	-1.4%	1.3%	1.4%
Jun-17	101.42	0.7%	1.1%	-0.3%
Sep-17	101.46	1.1%	-0.2%	0.0%
Dec-17	102.92	2.6%	1.5%	1.4%

Urban Development Land Index

Date	Index	12-month % change	6-month % change	3-month % change
Dec-15	111.85	11.9%	5.5%	2.5%
Mar-16	116.91	13.4%	7.1%	4.5%
Jun-16	115.62	9.1%	3.4%	-1.1%
Sep-16	115.62	6.0%	-1.1%	0.0%
Dec-16	118.03	5.5%	2.1%	2.1%
Mar-17	121.41	3.9%	5.0%	2.9%
Jun-17	122.93	6.3%	4.1%	1.2%
Sep-17	122.66	6.1%	1.0%	-0.2%
Dec-17	128.64	9.0%	4.6%	4.9%

Source: Knight Frank Research

Benchmark Land Values

7.24 Land value in any given situation should reflect specific viability influencing factors, such as:

- the existing use scenario;
- planning potential and status / risk (as an indication and depending on circumstances, planning risk factors may equate to a reduction from a “with planning” land value by as much as 75%);
- development potential – scale, type, etc. (usually subject to planning) and;
- development constraints – including site conditions and necessary works, costs and obligations (including known abnormal factors);
- development plan policies

7.25 It follows that the planning policies and obligations will have a bearing on land value; as has been recognised by examiners and Planning Inspectors.

- 7.26 In order to consider the likely viability of local plan policies in relation to any development scheme relevant to the Local Plan, the outturn results of the development appraisals (the RLVs viewed in £/ha terms) need to be somehow measured against a comparative level of land value. This is a key part of the context for reviewing the strength of the results as those changes across the range of assumptions on sales values (GDVs) and crucially including the effect of local plan policies (including affordable housing), and other sensitivity tests.
- 7.27 This comparison process is, as with much of strategic level viability assessment, not an exact science. It involves judgements and the well-established acknowledgements that, as with other appraisal aspects, land values will in practice vary from scheme to scheme as well as being dependent to some extent on timing in relation to market conditions and other wider influences such as Government policy. The levels of land values selected for this comparison context are often known as ‘benchmark’ land values, ‘viability tests’ (as referred to in our results tables – Appendices IIa to IIb) or similar. They are not fixed in terms of creating definite cut-offs or steps in viability, but in our experience, they serve well in terms of adding a layer of filtering to the results, to help enable the review of those; they help to highlight the tone of the RLV results and therefore the changing strength of relationship between the values (GDVs) and development costs as the appraisal inputs (assumptions) change.
- 7.28 As suitable (appropriate and robust) context for a high-level review of this nature, DSP’s practice is to compare the wide range of appraisal RLV results with a variety of potential land value comparisons in this way. This allows us to consider a wide range of potential scenarios and outcomes and the viability trends across those.
- 7.29 The land value comparison levels are not fixed or even guides for use on scheme specifics; they are purely for this assessment purpose. In our experience, sites will come forward at alternative figures – including in some cases beneath the levels assumed for this purpose. We have considered land values in a way that supports an appropriately “buffered” type view.
- 7.30 To inform these land value comparisons or benchmarks we sought to find examples of recent land transactions locally. In this case, we received few indications from the

various soundings we took and sources we explored. In the usual and appropriate way for such a study, we also reviewed information sourced as far as possible from the VOA, previous research / local studies / advice provided by the Council, through seeking local soundings, CoStar; and from a range of property and land marketing web-sites. Details, so far as available and publishable, are provided in this Appendix – see below.

- 7.31 In terms of the VOA, data available for comparison has reduced significantly since the July 2009 publication of its Property Market Report (PMR), with data provided only on a limited regional basis in the later reporting. The VOA now no longer produces a PMR and suggests that caution should be used when viewing or using its data. Nevertheless, in areas where it is available, the data can provide useful indicators, certainly in terms of trends.
- 7.32 This consideration of land values assumes all deductions from the GDV covered by the development costs assumptions.
- 7.33 Agricultural land values reported by the VOA and a range of other sources are indicated to be circa £20,000/ha in existing use. The HCA issued a transparent assumptions document which referred to guide parameters of an uplift of 10 to 20 times agricultural land value. This sort of level of land value could also be relevant to a range of less attractive locations or land for improvement. This is not to say that land value expectations in such scenarios would not go beyond these levels – they could well do in a range of circumstances.
- 7.34 Land value judgements for the assessment purpose are based on seeking to ensure a competitive return to a willing landowner, as is recognised through the RICS guidance on ‘Financial viability in planning’ (RICS GN 94/2012 – as noted below), the NPPF requirements and other papers on viability assessment such as noted within Report Chapters 1 and 2.
- 7.35 The consideration of land value – whether in the RICS’ terms (see below) or more generally for this context, involves looking at any available examples (‘comparables’) to inform a view on market value and may well also involve considering land value relating to an existing or alternative use (‘EUV’ or ‘AUV’). Existing use value may also

be referred to as 'CUV' (i.e. current use value). In addition, there may be an element of premium (an over-bid or incentive) over 'EUUV' or similar required to enable the release of land for development.

- 7.36 The HCA's draft document 'Transparent Viability Assumptions' that accompanies its Area Wide Viability Model suggested that *'the rationale of the development appraisal process is to assess the residual land value that is likely to be generated by the proposed development and to compare it with a benchmark that represents the value required for the land to come forward for development'*. This benchmark is referred to as threshold land value in that example: *'Threshold land value is commonly described as existing use value plus a premium, but there is not an authoritative definition of that premium, largely because land market circumstances vary widely'*. Further it goes on to say that *'There is some practitioner convention on the required premium above EUUV, but this is some way short of consensus and the views of Planning Inspectors at Examination of Core Strategy have varied'*.
- 7.37 RICS Guidance¹ refers to site value in the following *'Site Value should equate to the market value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan... The residual land value (ignoring any planning obligations and assuming planning permission is in place) and current use value represent the parameters within which to assess the level of any planning obligations'*.
- 7.38 The Local Housing Delivery Group report² chaired by Sir John Harman, notes that: *'Consideration of an appropriate Threshold Land Value needs to take account of the fact that future plan policy requirements will have an impact on land values and landowner expectations. Therefore, using a market value approach as the starting point carries the risk of building-in assumptions of current policy costs rather than helping to inform the potential for future policy. Reference to market values can still provide a useful 'sense check' on the threshold values that are being used in the model (making use of cost-effective sources of local information), but it is not recommended that these are used as the basis for the input to a model.'*

¹ Financial viability in planning – RICS Guidance note (August 2012)

² Local Housing Delivery Group – Viability Testing Local Plans (June 2012)

- 7.39 *We recommend that the Threshold Land Value is based on a premium over current use values and credible alternative use values’.*
- 7.40 Any overbid level of land value (i.e. incentive or uplifted level of land value) would be dependent on a ready market for the existing or other use that could be continued or considered as an alternative to pursuing the redevelopment option being assumed. The influences of existing / alternative uses on site value need to be carefully considered. At a time of a low demand through depressed commercial property market circumstances, for example, we would not expect to see inappropriate levels of benchmarks or land price expectations being set for opportunities created from those sites. Just as other scheme specifics and appropriate appraisal inputs vary, so will landowner expectation.
- 7.41 In carrying out this study DSP have had regard to a range of sources of information as far as available (provided by sources such as Co-Star and other on-line property websites), previous information provided in tandem with earlier viability studies and generally available data from sources such as the VOA and Government bodies.
- 7.42 Table 10 on the following page provides a sample of available land for sale – examples noted in March/April 2018 sourced from RightMove Commercial and Co-Star – locations within and surrounding the Eastleigh Borough:-

See Table 10 on the following page.

Table 10 – Available Land for Sale

Address	Type	Greenfield or PDL	Price	Site Area Ha	Description / Notes
Land To The North Of Flexford Road, Chandlers Ford, Eastleigh, Hampshire, SO52	Development Opportunity	Greenfield	£400,000	3.48	Parcel of land measuring 8.595 acres (3.478 ha) Existing use as arable paddock seeded with grass 2 access points onto Flexford Road Benefitting from single farm payment (BPS 2017) Suitable for a variety of agricultural or equestrian uses. Ref No: NA
Workshop & Yard, Wangfield Lane, SO32	Building plot/ development opportunity	PDL	£405,000	0.044	4,745 sq ft (440 sq m) Use class orders: B1 Business and B8 Storage and Distribution; workshop/Office Total GIA 440.81 sq.m (4,745 Sq Ft) Secure yard Total site approx 0.571 acres Part concrete surface. Planning approval for part of the site for 'change of use of land from use as paddock to car parking, together with associated works'. Ref No. 12/02558/FUL.
Maddoxford Lane, SO32	Development Opportunity	Greenfield	£3,000,000	3.81	Approx 9.43 acres Residential Development Site Outline Planning Permission for up to 50 New Homes Including 35% Affordable. Plot value = £60,000
Thickets Farm, Botley Road, Bishop's Waltham, Hampshire, SO32 1DR	Agricultural	Greenfield	850, 000	22.9	The farm is a ring fenced holding with centrally located farm buildings which consist of a range of traditional and modern buildings set in approx 57 acres of pastureland.

7.43 In addition, we have reviewed neighbouring Local Authorities viability studies, relating to CIL and / or Local Plan Viability, which indicate the following adopted benchmark land values:-

Local Authority	Viability Study	Viability Consultant	Date	Adopted BLVs
Fareham Borough Council	Local Plan Viability Study	Dixon Searle Partnership	May-17	£370,000/ha £500,000/ha £1.25m/ha £1.75m/ha £2.5m/ha
Test Valley Borough Council	CIL Viability Study	BNP Paribas	Jul-14	£350,000/ha £500,000/ha £1.45m/ha £1.7m/ha
Winchester City Council	CIL Viability Study	Adams Integra	Nov-12	£450,000/ha £900,000/ha - £1.5m/ha £2.2m/ha
New Forest District Council and New Forest National Park Authority	CIL Viability Study	DTZ	Dec-11	£600,000/ha £800,000/ha £1m/ha £2m/ha £2.25m/ha £2.5m/ha
New Forest National Park Authority	Whole Plan, Affordable Housing and CIL Viability	Three Dragons with Rural Housing Solutions	Nov-17	£500,000/ha £1m/ha £1.5m/ha £2m/ha £2.5m/ha £3m/ha £3.5m/ha £4m/ha

7.44 The Government also publishes residential land value estimates for policy appraisal and includes data for Eastleigh Borough. This indicates a residential land value of £2,790,000 per hectare. However, this needs to be set in the context of the assumptions underpinning that value. Those include the assumption that there is nil affordable housing requirement (which can impact land value by around 50% on a 0.5 Ha site with 30% affordable housing); nil CIL; full planning consent being in place (risk associated with obtaining planning consent can equate to as much as 75% deduction when comparing consented with unconsented land); lower quartile build costs and a 17% developer's profit (compared to median build cost and 20% developer's profit

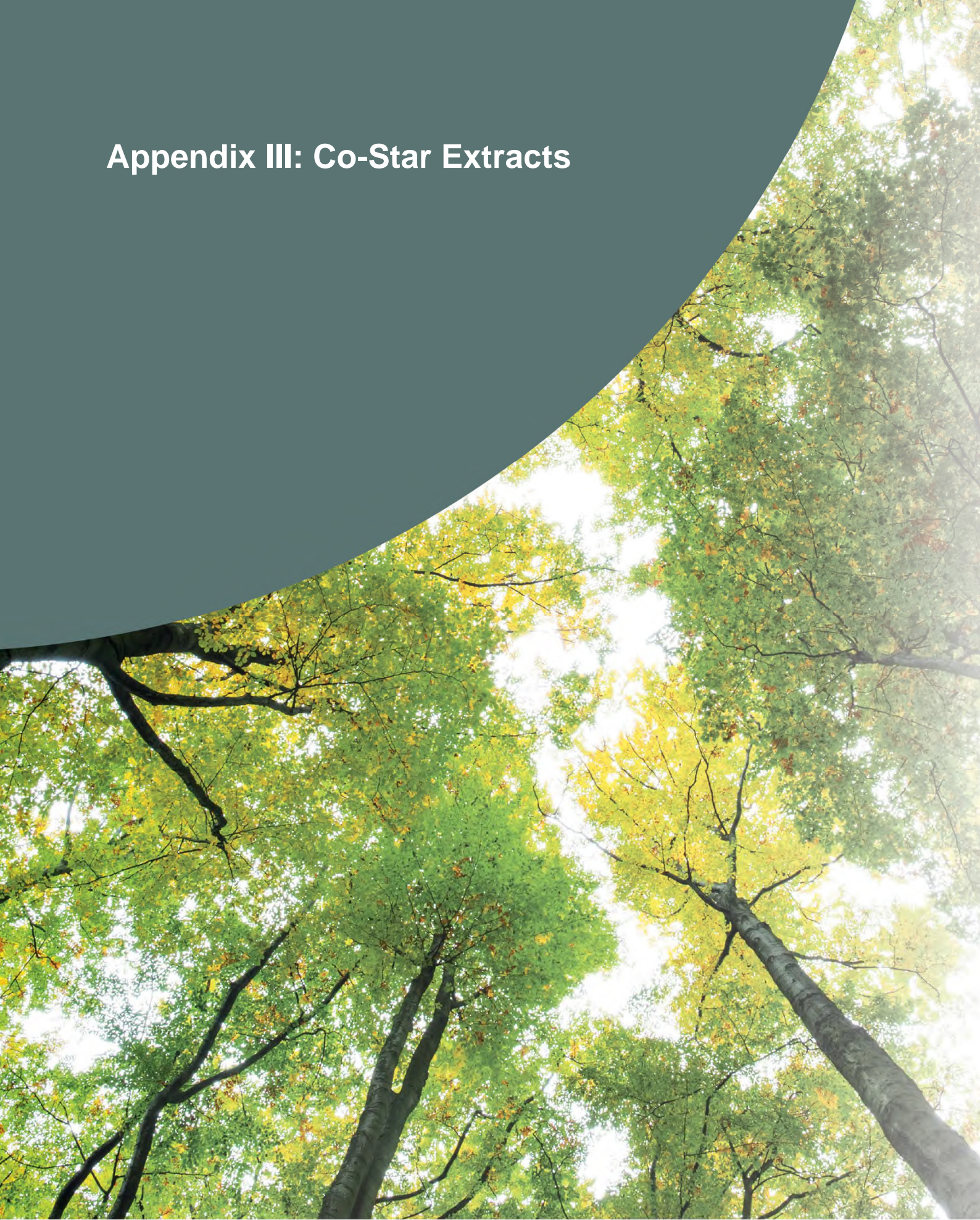
used in this study – leading to a further inflated value view compared to the approach typically used in viability studies). The same source provides an industrial land value estimate of £1,100,000 per hectare for the South East. Similarly, that is based on a number of assumptions relating to readiness for development and site characteristics. These include a typical urban brownfield location, services available to the edge of the site, full planning being in place, no abnormal site constraints or contamination / remediation issues and that CIL liability is excluded.

- 7.45 In summary, reference to the land value benchmarks range as outlined within the report and shown within the Appendices IIa and IIb results summary tables footnotes (range overall £250,000 to £2,500,000/ha), as informed by the information review, have been formulated with reference to the principles outlined above and are considered appropriate.

**DSP Eastleigh Borough Council: Local Plan Viability Assessment
Appendix III ends Final v3**

Extracts sourced from CoStar follow

Appendix III: Co-Star Extracts



Lease Comps Summary

Lease Comps Report

Deals

19

Asking Rent Per SF

£18.49

Achieved Rent Per SF

£24.75

Avg. Months On Market

12

LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	17	£9.82	£18.49	£21.20	£45.77
Achieved Rent Per SF	10	£14.53	£24.75	£21.90	£52.82
Net Effective Rent Per SF	10	£13.85	£24.54	£21.25	£52.82
Asking Rent Discount	8	-15.4%	5.6%	2.3%	21.3%
TI Allowance	-	-	-	-	-
Rent Free Months	6	0	4	4	8

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	16	2	12	11	21
Deal Size	19	142	2,046	996	14,000
Lease Deal in Years	13	5.0	9.6	10.0	15.0
Floor Number	19	GRND	GRND	GRND	2

Lease Comps Summary













Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 Stirling House 7 St Johns Rd	★★★★★	1,120	GRND	06/12/2017	New	£26.34/fri	Asking
2 13 Oakmount Rd	★★★★★	947	GRND	10/11/2017	New	£21.12/fri	Asking
3 Ketts House/The Central... Winchester Rd	★★★★★	654	GRND	20/10/2017	New	£16.15/fri	Asking
2 13 Oakmount Rd	★★★★★	2,055	GRND	15/09/2017	New	£17.45/fri	Effective
4 23 High St	★★★★★	1,273	GRND,1	19/07/2017	New	£13.85/fri	Effective
5 17 Bournemouth Rd	★★★★★	996	GRND,1	15/06/2017	New	£13.05	Asking
6 31 Market St	★★★★★	1,085	GRND	01/05/2017	New	£21.20/fri	Asking
7 Tollbar House Tollbar Way	★★★★★	8,000	2nd	01/05/2017	New	£17.00/fri	Asking
8 30 High St	★★★★★	453	GRND	27/04/2017	New	£26.49/fri	Asking
9 19 High St	★★★★★	518	GRND	06/02/2017	New	£28.96/fri	Effective
10 Tollbar Way	★★★★★	14,000	GRND,1	20/12/2016	New	£26.79	Effective
11 11 Lower Northam Rd	★★★★★	2,443	GRND,1	01/11/2016	New	£9.82/fri	Asking
12 52 Market St	★★★★★	1,104	GRND	01/11/2016	New	£23.55/fri	Effective
13 2 Pirelli Way	★★★★★	429	GRND	08/09/2016	New	£15.15/fri	Effective
14 Smith Bradbeer House 41-53 High St	★★★★★	142	GRND	30/08/2016	New	£52.82/fri	Effective
15 88 Market St	★★★★★	1,111	GRND	08/08/2016	New	£18.94/fri	Effective
16 52 High St	★★★★★	920	GRND,1	01/08/2016	New	£21.68/fri	Asking
17 Southampton Rd	★★★★★	653	1st	01/07/2016	New	£37.03	Effective
18 93A Winchester Rd	★★★★★	978	GRND	01/07/2016	New	£17.89/fri	Effective













Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	Stirling House St Johns Rd Southampton, SO30 4AA <i>Eastleigh Submarket</i>		1,120 New Sublease	Jan 2018 10 Years		£11,555 PA	
	13 Oakmount Rd Eastleigh, SO53 2LG <i>Eastleigh Submarket</i>	Charters Estate Agents	947 New Direct	Nov 2017			
	Ketts House/The Central Precinct Winchester Rd Eastleigh, SO53 2GE <i>Eastleigh Submarket</i>	Smith & Williamson Trust Corporati...	654 New Direct	Oct 2017			
	13 Oakmount Rd Eastleigh, SO53 2LG <i>Eastleigh Submarket</i>	Pets Corner UK Ltd	2,055 New Direct	Sep 2017 10 Years	£37,500 PA £35,867 PA	4 Mos at Start	Sep 2022
	23 High St Eastleigh, SO50 5LF <i>Eastleigh Submarket</i>		1,273 New Direct	Aug 2017 9 Years	£18,500 PA £17,636 PA	Spread Over £5,758 PA	Aug 2022 Aug 2022
	17 Bournemouth Rd Eastleigh, SO53 3DA <i>Eastleigh Submarket</i>		996 New Direct	Jun 2017		£4,572 PA	



Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	31 Market St Eastleigh, SO50 5RG <i>Eastleigh Submarket</i>	Mursell & Company	1,085 New Direct	May 2017 10 Years		£10,353 PA	
 	Tollbar House Tollbar Way Southampton, SO30 2ZP <i>Eastleigh Submarket</i>		8,000 New Direct	Jun 2017		£17.70/SF	
 	30 High St Southampton, SO30 3DR <i>Eastleigh Submarket</i>		453 New Direct	Apr 2017		£4,075 PA	
 	19 High St Eastleigh, SO50 5LF <i>Eastleigh Submarket</i>	Hays Travel Ltd	518 New Direct	Feb 2017 10 Years	£15,000 PA £15,000 PA	0 Mos £5,343 PA	Feb 2018 Feb 2022
 	Tollbar Way Southampton, SO30 2QY <i>Eastleigh Submarket</i>	Smyths Toys UK Ltd Ram Capital Partners LLP	14,000 New Direct	Dec 2016 15 Years	£375,000 PA £374,997 PA		
 	11-13 Lower Northam Rd Southampton, SO30 4FN <i>Eastleigh Submarket</i>	Browns Hair Lounge Eastleigh Borough Council	2,443 New Direct	Dec 2016		£10,934 PA	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	52 Market St Eastleigh, SO50 5RB <i>Eastleigh Submarket</i>	Sailors' Society Varde Partners, Inc.	1,104 New Direct	Nov 2016 10 Years	£26,000 PA £26,000 PA	£11,804 PA	Oct 2021
 	2 Pirelli Way Eastleigh, SO50 5GH <i>Eastleigh Submarket</i>	Bom Dia Therapies GHD Partnership Ltd	429 New Direct	Sep 2016 6 Years	£6,500 PA £6,500 PA	0 Mos £2,662 PA	Sep 2019 Sep 2019
 	Smith Bradbeer House 41-53 High St Eastleigh, SO50 5LG <i>Eastleigh Submarket</i>	Incell World UK Smith Bradbeer & Company Ltd	142 New Direct	Aug 2016 10 Years	£7,500 PA £7,500 PA	£3,205 PA	
 	88 Market St Eastleigh, SO50 5RE <i>Eastleigh Submarket</i>	I Love Vapes Ltd Mrs E C Fairweather	1,111 New Direct	Aug 2016 10 Years	£22,500 PA £21,037 PA	6 Mos at Start	Aug 2021 Aug 2021
 	52 High St Eastleigh, SO50 5LE <i>Eastleigh Submarket</i>	Caldo benvenuto Eastleigh Borough Council	920 New Direct	Aug 2016 10 Years		£7,833 PA	
 	Southampton Rd Eastleigh, SO50 5SF <i>Eastleigh Submarket</i>	Warren James Curzon Capital Partners III LP	653 New Direct	Jul 2016 10 Years	£25,000 PA £24,181 PA	3 Mos at Start	Jul 2019... Jul 2021

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	91-95 Winchester Rd Eastleigh, SO53 2GG <i>Eastleigh Submarket</i>	The Hampshire Kitchen Co Ms Fiona Bell	978 New Direct	Jul 2016 5 Years	£17,500 PA £17,500 PA	£8,194 PA	

Lease Comps Summary

Lease Comps Report

Deals

46

Asking Rent Per SF

£15.66

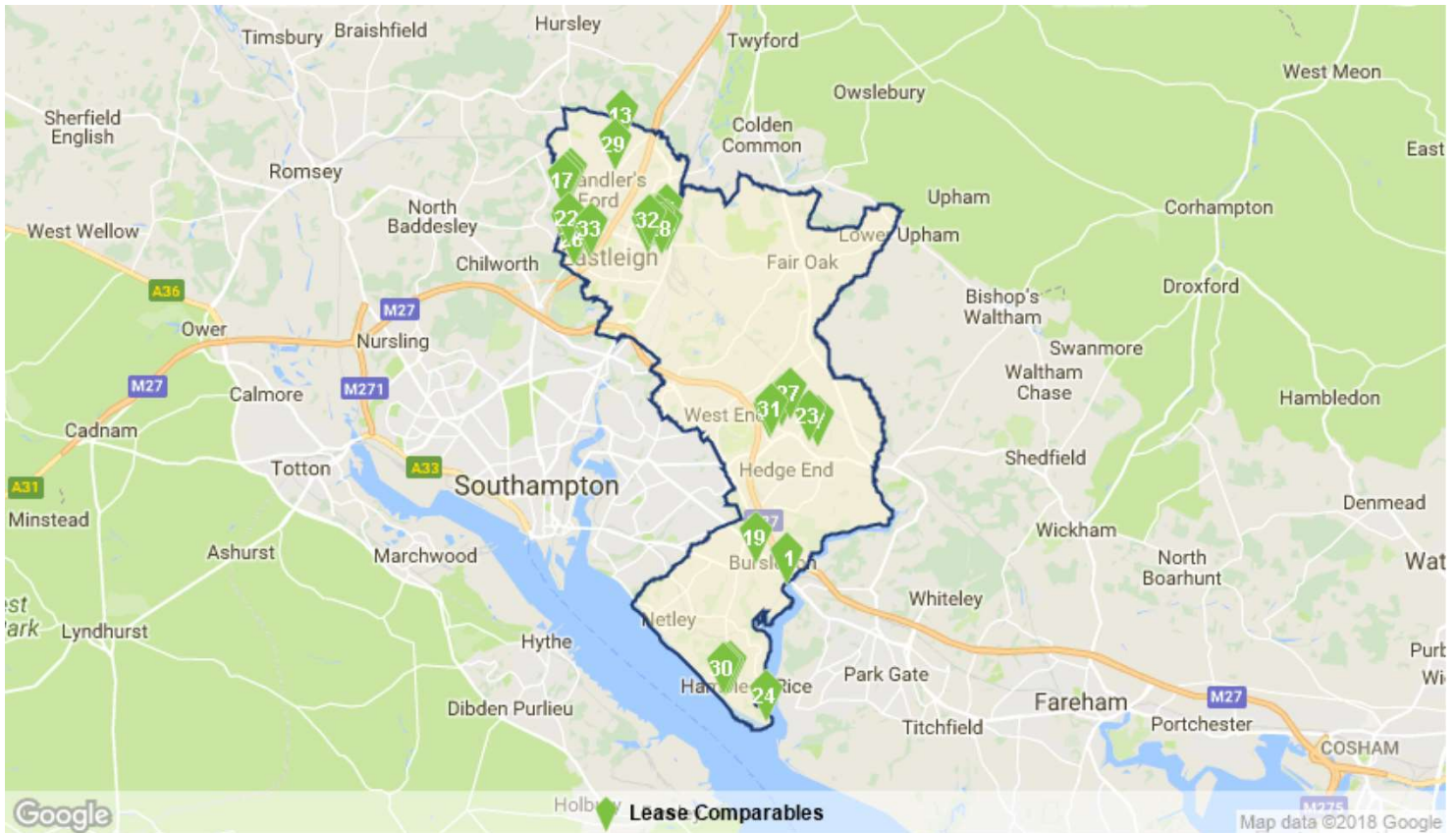
Achieved Rent Per SF

£14.39

Avg. Months On Market

17

LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	40	£6.00	£15.66	£13.26	£21.00
Achieved Rent Per SF	27	£5.81	£14.39	£13.46	£21.50
Net Effective Rent Per SF	24	£4.83	£13.41	£13.61	£21.00
Asking Rent Discount	23	-56.0%	12.4%	0.0%	67.7%
TI Allowance	-	-	-	-	-
Rent Free Months	19	0	4	1	36

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	40	1	17	11	83
Deal Size	46	267	3,729	1,508	19,601
Lease Deal in Years	30	2.0	5.9	5.0	10.0
Floor Number	46	GRND	1	1	3

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 Bridge Rd	★★★★★	267	1st	15/02/2018	New	£13.10/iri	Effective
2 Anchor House School Ln	★★★★★	781	2nd	22/11/2017	New	£11.54/fri	Effective
3 Botley Rd	★★★★★	457	GRND	17/11/2017	New	£16.41/fri	Asking
4 91 Leigh Rd	★★★★★	1,858	1st	29/09/2017	New	£11.30/fri	Asking
5 Crescent House Yonge Close	★★★★★	1,438	GRND	21/08/2017	New	£14.00/fri	Asking
6 19 Pirelli Way	★★★★★	605	GRND	10/08/2017	New	£11.64	Effective
3 Botley Rd	★★★★★	2,335	1st	02/08/2017	New	£11.00/fri	Asking
3 Botley Rd	★★★★★	1,543	1st	02/08/2017	New	£7.77/fri	Effective
7 Jellicoe House Grange Dr	★★★★★	2,992	GRND	16/07/2017	New	£21.00/fri	Effective
8 Ensign Way	★★★★★	734	GRND	06/07/2017	New	£13.62/fri	Asking
9 77 Leigh Rd	★★★★★	2,164	GRND,1	05/07/2017	New	£14.50/fri	Asking
10 York House School Ln	★★★★★	6,268	1st	13/06/2017	New	£8.00/fri	Asking
11 Ensign Way	★★★★★	11,283	GRND,1-2	27/05/2017	New	£10.41/fri	Achieved
12 Hampshire House Templars Way	★★★★★	10,199	2nd	25/05/2017	New	£19.50/fri	Effective
13 Office unit to the rear of 36-38 Hiltingbury Rd	★★★★★	485	GRND	21/05/2017	New	£15.98/fri	Effective
14 Tollbar House Tollbar Way	★★★★★	8,000	2nd	01/05/2017	New	£17.00/fri	Asking
14 Tollbar House Tollbar Way	★★★★★	3,866	2nd	21/04/2017	New	£17.30	Effective
7 Jellicoe House Grange Dr	★★★★★	2,335	GRND	30/03/2017	New	£17.73/fri	Effective
15 Hedge End Business Ce... Botley Rd	★★★★★	431	GRND,1	20/03/2017	New	£15.66/fri	Effective
2 Anchor House School Ln	★★★★★	1,179	1st	02/03/2017	New	£12.00/fri	Effective
16 Enterprise House 27-29 Market St	★★★★★	1,574	2nd	05/02/2017	New	£6.00	Asking





Lease Comps Summary

Lease Comps Report

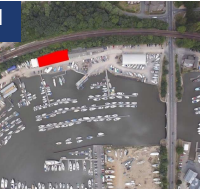

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
17 Trafalgar Close	★★★★★	703	1st	03/02/2017	New	£14.90/iri	Effective
17 Trafalgar Close	★★★★★	530	1st	03/02/2017	New	£20.85/iri	Effective
18 Building 3 - Link 414 Chestnut Ave @ Stoney C...	★★★★★	6,385	3rd	31/01/2017	New	£19.50/fri	Effective
19 Walker Cousins House Portsmouth Rd	★★★★★	529	1st	19/01/2017	New	£16.03	Asking
20 Link 414 - Concept House Chestnut Ave	★★★★★	6,383	3rd	15/01/2017	New	£14.30/fri	Effective
21 Ensign Way	★★★★★	1,465	GRND,1	02/01/2017	New	£12.29/fri	Asking
22 Templars House Templars Way	★★★★★	16,646	GRND,1	01/01/2017	New	£4.83/fri	Effective
23 Vanbrugh House Grange Dr	★★★★★	3,446	1st	18/12/2016	New	£19.00	Effective
15 Hedge End Business Ce... Botley Rd	★★★★★	781	GRND,1	25/11/2016	New	-	-
20 Link 414 - Concept House 6 Chestnut Ave	★★★★★	18,302	GRND,1-2	25/11/2016	Renewal	£17.59	Achieved
10 York House School Ln	★★★★★	1,380	1st	21/11/2016	New	£12.00/fri	Effective
24 2 Firefly Rd	★★★★★	629	GRND	01/11/2016	New	£14.03/iri	Asking
15 Hedge End Business Ce... Botley Rd	★★★★★	431	GRND,1	28/10/2016	New	£15.66/fri	Asking
25 Gateway House Tollgate	★★★★★	19,601	GRND,1	18/10/2016	New	£19.50/fri	Asking
26 67 Leigh Rd	★★★★★	613	GRND	13/10/2016	New	£13.46/fri	Effective
27 Goodlands House St Lukes Rd	★★★★★	1,473	1st	08/10/2016	New	£6.11/fri	Effective
2 Anchor House School Ln	★★★★★	1,315	1st	08/08/2016	New	£11.31/fri	Effective
28 Smith Bradbeer House 43 High St	★★★★★	722	1st	01/08/2016	New	£6.00/fri	Asking
29 132 Winchester Rd	★★★★★	1,997	2nd	29/07/2016	New	£9.01/fri	Effective
30 Ensign Way	★★★★★	3,034	GRND,1	01/07/2016	New	-	-
31 Royal London Park Flanders Rd	★★★★★	7,712	GRND,1	01/07/2016	New	£13.75/fri	Effective

Lease Comps Summary







Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
 115 Leigh Rd	★ ★ ★ ★ ★	1,102	GRND,1	01/07/2016	New	£13.00/fri	Achieved
 Gateway House Tollgate	★ ★ ★ ★ ★	12,446	2nd	01/07/2016	New	£19.50/fri	Asking
 Tollgate	★ ★ ★ ★ ★	1,827	GRND,1	20/06/2016	New	£11.49/fri	Effective
 Enterprise House 27-29 Market St	★ ★ ★ ★ ★	1,310	1st	18/03/2016	New	£6.00/fri	Asking







Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	1 Bridge Rd Southampton, SO31 8AW <i>Eastleigh Ind Submarket</i>	Technical Marine UK Ltd	267 New Direct	Feb 2018 2 Years 4 Months	£13.10/SF £13.10/SF	0 Mos	Feb 2020
	2 Anchor House School Ln Eastleigh, SO53 4DY <i>Eastleigh Submarket</i>	Temple Ford Design Ltd Southampton Builders Ltd	781 New Direct	Nov 2017 5 Years	£12.00/SF £11.54/SF	2 Mos at Start £4.35/SF	Nov 2021
	3 Botley Rd Southampton, SO30 2AU <i>Eastleigh Submarket</i>	Brookton 2000 Ltd	457 New Direct	Nov 2017		£6.39/SF	
	4 91-93 Leigh Rd Eastleigh, SO50 9DQ <i>Eastleigh Submarket</i>	Blaze Construction Ltd	1,858 New Direct	Oct 2017		£2.54/SF	
	5 Crescent House Yonge Close Eastleigh, SO50 9SX <i>Eastleigh Submarket</i>	Diamond Property Holdings Ltd	1,438 New Direct	Sep 2017		£4.06/SF	
	6 19 Pirelli Way Eastleigh, SO50 5GE <i>Eastleigh Submarket</i>		605 New Direct	Aug 2017 3 Years	£12.39/SF £11.64/SF	2 Mos at Start £3.88/SF	


Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	Botley Rd Southampton, SO30 2AU <i>Eastleigh Submarket</i>	David Ebert LLP Brookton 2000 Ltd	2,335 New Direct	Sep 2017 5 Years		1 Mo at Start £5.91/SF	
	Botley Rd Southampton, SO30 2AU <i>Eastleigh Submarket</i>	RTS Hampshire Ltd Brookton 2000 Ltd	1,543 New Direct	Sep 2017 3 Years	£7.77/SF £7.77/SF	£12.56/SF	
	Jellicoe House Grange Dr Southampton, SO30 2AF <i>Eastleigh Submarket</i>	Curry & Brown Northwood Limited	2,992 New Direct	Aug 2017 5 Years	£21.00/SF £21.00/SF	Spread Over	
	Ensign Way Southampton, SO31 4RF <i>Eastleigh Ind Submarket</i>	Ankers & Rawlings Developments ...	734 New Direct	Jul 2017		£3.36/SF	
	75-77 Leigh Rd Eastleigh, SO50 9DQ <i>Eastleigh Submarket</i>	Denton & Co Trustees Ltd	2,164 New Direct	Aug 2017		£6.14/SF	
	York House School Ln Eastleigh, SO53 4DG <i>Eastleigh Submarket</i>	Orchid Holdings Limited	6,268 New Direct	Aug 2017		£2.12/SF	







Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
13	 Ensign Way Southampton, SO31 4RA Eastleigh Submarket	Textron Systems	11,283 New Direct	May 2017 10 Years	£10.41/SF		May 2022
14	 Hampshire House Templars Way Eastleigh, SO53 3RY Eastleigh Submarket	Daisy Wholesale Ltd	10,199 New Direct	May 2017 5 Years	£19.50/SF £19.50/SF		
15	 Office unit to the rear of 36-38 Hiltingbury Rd Eastleigh, SO53 5SS Eastleigh Submarket	Firecare & Security Ltd	485 New Direct	May 2017 5 Years	£15.98/SF £15.98/SF	0 Mos	May 2020
16	 Tollbar House Tollbar Way Southampton, SO30 2ZP Eastleigh Submarket		8,000 New Direct	Jun 2017		£17.70/SF	
17	 Tollbar House Tollbar Way Southampton, SO30 2ZP Eastleigh Submarket	Solent Pizza Delivery Ltd	3,866 New Direct	Apr 2017 10 Years	£18.50/SF £17.30/SF	6 Mos at Start	Apr 2022
18	 Jellicoe House Grange Dr Southampton, SO30 2AF Eastleigh Submarket	Pure Gym Northwood Limited	2,335 New Direct	May 2017 6 Years	£20.00/SF £17.73/SF	7 Mos at Start	May 2020













Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	 Hedge End Business Centre Botley Rd Southampton, SO30 2AU Eastleigh Submarket	Mims Davies MP Brookton 2000 Ltd	431 New Direct	Mar 2017 3 Years	£15.66/SF £15.66/SF	0 Mos £5.77/SF	
20	 Anchor House School Ln Eastleigh, SO53 4DY Eastleigh Submarket	Help Intelligence Ltd Southampton Builders Ltd	1,179 New Direct	Apr 2017 4 Years	£12.00/SF £12.00/SF	0 Mos £5.16/SF	
21	 Enterprise House 27-29 Market St Eastleigh, SO50 5RG Eastleigh Submarket	Prudential plc	1,574 New Direct	Mar 2017		£3.71/SF	
22	 Trafalgar Close Eastleigh, SO53 4DG Eastleigh Ind Submarket	Mobile Beauty	703 New Direct	Feb 2017 3 Years	£15.36/SF £14.90/SF	1 Mo at Start	
23	 Trafalgar Close Eastleigh, SO53 4DG Eastleigh Ind Submarket	Dan Mitchell Fitness	530 New Direct	Feb 2017 3 Years	£21.50/SF £20.85/SF	1 Mo at Start	
24	 Building 3 - Link 414 Chestnut Ave @ Stoney Croft Rise Eastleigh, SO53 3LD Eastleigh Submarket	Dutton Gregory LLP	6,385 New Direct	Feb 2017 10 Years	£19.50/SF £19.50/SF		

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	Walker Cousins House Portsmouth Rd Southampton, SO31 8ES Eastleigh Submarket	Walker Cousins & Co	529 New Sublease	Jan 2017		£10.25/SF	
	Link 414 - Concept House 6 Chestnut Ave Eastleigh, SO53 3LE Eastleigh Submarket	Dutton Gregory LLP	6,383 New Direct	Apr 2017 10 Years	£19.50/SF £14.30/SF	Spread Over £8.57/SF	Apr 2022 Apr 2022
	Ensign Way Southampton, SO31 4RA Eastleigh Ind Submarket	Diverse Yachts	1,465 New Direct	Feb 2017		£6.11/SF	
	Templars House Templars Way Eastleigh, SO53 3TJ Eastleigh Submarket	Navico UK Ltd Fletcher King	16,646 New Direct	Apr 2017 5 Years	£5.81/SF £4.83/SF	9 Mos at Start	
	Vanbrugh House Grange Dr Southampton, SO30 2AF Eastleigh Submarket	Gleeds Advisory Ltd Northwood Limited	3,446 New Direct	Jan 2017 10 Years	£19.00/SF £19.00/SF	£7.50/SF	Jan 2017
	Hedge End Business Centre Botley Rd Southampton, SO30 2AU Eastleigh Submarket	Hedge End Heating & Electrical So... Brookton 2000 Ltd	781 New Direct	Nov 2016			

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Link 414 - Concept House 6 Chestnut Ave Eastleigh, SO53 3LE Eastleigh Submarket	Icon Clinical Research (Uk) Ltd	18,302 Renewal	Nov 2016 10 Years	£17.59/SF		
 	York House School Ln Eastleigh, SO53 4DG Eastleigh Submarket	Primer Design Ltd Orchid Holdings Limited	1,380 New Direct	Dec 2016 5 Years	£12.00/SF £12.00/SF	£4.91/SF	Nov 2020
 	2 Firefly Rd Southampton, SO31 4NB Eastleigh Submarket	Marina Developments Ltd	629 New Direct	Nov 2016		£5.98/SF	
 	Hedge End Business Centre Botley Rd Southampton, SO30 2AU Eastleigh Submarket	Cosmeta Ltd Brookton 2000 Ltd	431 New Direct	Oct 2016 5 Years		£5.77/SF	
 	Gateway House Tollgate Eastleigh, SO53 3TG Eastleigh Submarket	Moore Blatch LLP Troika Developments Ltd	19,601 New Direct	Oct 2016 10 Years			Oct 2021
 	67 Leigh Rd Eastleigh, SO50 9DF Eastleigh Submarket	Churchills Estate Agents	613 New Direct	Oct 2016 10 Years	£13.46/SF £13.46/SF	£5.71/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Goodlands House St Lukes Rd Southampton, SO30 2US Eastleigh Submarket	The Serendipity Centre Ltd	1,473 New Direct	Nov 2016 9 Years	£6.11/SF £6.11/SF	0 Mos	Oct 2019... Oct 2019...
 	Anchor House School Ln Eastleigh, SO53 4DY Eastleigh Submarket	SPS International Ltd Southampton Builders Ltd	1,315 New Direct	Aug 2016 5 Years	£12.00/SF £11.31/SF	3 Mos at Start £9.80/SF	Aug 2019
 	Smith Bradbeer House 41-53 High St Eastleigh, SO50 5LG Eastleigh Submarket	Junction Church Smith Bradbeer & Company Ltd	722 New Direct	Aug 2016		£10.73/SF	
 	132 Winchester Rd Eastleigh, SO53 2DS Eastleigh Submarket	Fivebars Mobile J.P.C Properties (Southampton) Ltd	1,997 New Direct	Jul 2016 5 Years	£9.01/SF £9.01/SF	0 Mos £3.58/SF	Jul 2019
 	Ensign Way Southampton, SO31 4RA Eastleigh Submarket	Detect Fire & Security Tenon Pension Trustees Ltd	3,034 New Direct	Jul 2016 2 Years			
 	Royal London Park Flanders Rd Southampton, SO30 2LG Eastleigh Submarket	Netpay Solutions Group Ltd Link Microtek Ltd UK	7,712 New Direct	Jul 2016 5 Years	£13.75/SF £13.75/SF	0 Mos £5.36/SF	Jun 2019

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	115 Leigh Rd Eastleigh, SO50 9DS Eastleigh Submarket	Westgate Dental Clinic	1,102 New Direct	Jul 2016	£13.00/SF	£8.97/SF	
 	Gateway House Tollgate Eastleigh, SO53 3TG Eastleigh Submarket	Troika Developments Ltd	12,446 New Direct	Jul 2016		£6.69/SF	
 	Tollgate Eastleigh, SO53 3TG Eastleigh Submarket	Acheson Construction Ltd James Ure & Co Ltd	1,827 New Direct	Jun 2016 5 Years	£11.49/SF £11.49/SF	0 Mos £6.20/SF	Jun 2019
 	Enterprise House 27-29 Market St Eastleigh, SO50 5RG Eastleigh Submarket	Prudential plc	1,310 New Direct	Apr 2016		£3.61/SF	

Lease Comps Summary

Lease Comps Report

Deals

57

Asking Rent Per SF

£7.08

Achieved Rent Per SF

£7.35

Avg. Months On Market

22

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	40	£2.74	£7.08	£7.63	£14.34
Achieved Rent Per SF	28	£4.71	£7.35	£7.83	£14.34
Net Effective Rent Per SF	26	£4.44	£7.20	£7.65	£14.34
Asking Rent Discount	22	-5.5%	-1.4%	0.0%	16.3%
TI Allowance	-	-	-	-	-
Rent Free Months	14	0	3	2	18

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	46	1	22	9	115
Deal Size	57	800	9,960	4,948	95,532
Lease Deal in Years	34	3.0	8.1	10.0	10.0
Floor Number	56	GRND	GRND	GRND	MEZZ

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 16 Brickfield Ln	★★★★★	2,855	GRND,1	06/02/2018	New	£9.81/fri	Asking
2 Warrior Park	★★★★★	5,384	GRND,...	10/12/2017	New	£6.29/fri	Effective
3 Unit 3/2-3/7 Avenger Close	★★★★★	3,771	GRND	20/11/2017	New	-	-
4 Custom House Brickfield Ln	★★★★★	5,307	GRND	02/10/2017	New	£8.48	Asking
5 Units 10-12 Parham Dr	★★★★★	3,117	GRND	29/09/2017	New	-	-
6 Stoke Park Tower Ln	★★★★★	27,166	GRND,1	16/08/2017	New	£7.91/fri	Effective
7 Chickenhall Ln	★★★★★	1,063	GRND	07/08/2017	New	£10.73/fri	Effective
8 Goodwood Rd	★★★★★	6,830	GRND	14/07/2017	New	£7.48/fri	Effective
9 Brickfield Ln	★★★★★	1,537	GRND,1	12/07/2017	New	£10.08	Asking
5 Units 10-12 Parham Dr	★★★★★	3,114	GRND	11/07/2017	New	£8.95/fri	Effective
10 Parham Dr	★★★★★	1,046	GRND	03/07/2017	New	£14.34/fri	Effective
9 Brickfield Ln	★★★★★	2,108	GRND	01/07/2017	New	-	-
11 Ensign Way	★★★★★	2,410	GRND,...	22/06/2017	New	£5.81	Asking
12 Herald Industrial Estate	★★★★★	955	GRND	15/06/2017	New	£9.00/fri	Asking
13 Shakespeare Business C... Unit 3 Hathaway Close	★★★★★	1,178	GRND	13/06/2017	New	£11.46/fri	Asking
14 Parham Dr	★★★★★	3,736	GRND,1	01/06/2017	New	£8.97/fri	Asking
15 Herald Rd	★★★★★	1,997	GRND	31/05/2017	New	£8.26/fri	Asking
15 Herald Rd	★★★★★	1,985	GRND	31/05/2017	New	£8.31/fri	Asking
16 Brickfield Ln	★★★★★	3,124	GRND,1	26/05/2017	New	-	-
7 Chickenhall Ln	★★★★★	1,120	GRND	04/05/2017	New	£9.00/fri	Asking
17 Tower Ln	★★★★★	7,513	GRND,1	02/05/2017	New	£6.85/fri	Asking

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
18 Eagle Close	★★★★★	20,168	Unkwn	30/04/2017	New	£7.25/fri	Effective
19 Chickenhall Ln	★★★★★	5,813	GRND	28/04/2017	New	-	-
20 Speedwell Close	★★★★★	5,872	GRND	28/04/2017	New	£7.75/fri	Effective
21 Chickenhall Ln	★★★★★	2,654	GRND,1	10/04/2017	New	£4.44/fri	Effective
22 School Ln	★★★★★	4,175	GRND	08/04/2017	New	£6.95/fri	Asking
23 Shamblehurst Ln	★★★★★	4,307	GRND,1	31/03/2017	New	£5.85/fri	Asking
24 Building 4 Satchell Ln	★★★★★	6,921	GRND	02/03/2017	New	£2.74	Asking
25 Herald Rd	★★★★★	8,041	GRND,1	01/02/2017	New	£8.00/fri	Effective
26 Chickenhall Ln	★★★★★	6,458	GRND	05/01/2017	New	£7.43/fri	Effective
27 Flanders Rd	★★★★★	11,514	GRND,1	19/12/2016	New	£8.00/fri	Effective
28 Campbell Rd	★★★★★	59,744	GRND	15/12/2016	Renewal	-	-
29 Easystands Ltd School Ln	★★★★★	9,947	GRND,1	25/11/2016	New	£8.04	Achieved
30 9 Chickenhall Ln	★★★★★	95,532	GRND	18/11/2016	New	-	-
15 Herald Rd	★★★★★	969	GRND	08/11/2016	New	-	-
31 Goodwood Rd	★★★★★	21,322	GRND,1	04/11/2016	New	£7.55/fri	Effective
32 Omega Enterprise Park Electron Way	★★★★★	18,205	GRND,1	17/10/2016	New	£7.25/fri	Asking
33 Hound Rd	★★★★★	800	GRND,1	03/10/2016	New	-	-
34 School Ln	★★★★★	22,295	GRND,1	01/10/2016	New	£8.97	Effective
35 Link House Tower Ln	★★★★★	52,613	GRND,1	01/10/2016	New	£5.70/fri	Effective
36 Chickenhall Ln	★★★★★	4,948	GRND,1	20/09/2016	New	£6.50/fri	Asking
36 Chickenhall Ln	★★★★★	7,338	GRND,1	15/09/2016	New	£5.04/fri	Effective

Lease Comps Summary













Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
37 Woodside Rd	★★★★★	5,250	GRND,1	02/09/2016	New	£7.50	Asking
38 Millbrook Close	★★★★★	6,125	GRND,1	01/09/2016	New	£9.00/fri	Effective
39 Hedge End	★★★★★	2,011	GRND	15/08/2016	New	-	-
38 Millbrook Close	★★★★★	6,125	GRND	01/08/2016	New	-	-
40 Aercon Buildings Woodside Rd	★★★★★	4,321	GRND	06/07/2016	New	£7.17/fri	Effective
41 Ensign Way	★★★★★	2,530	GRND,1	01/07/2016	New	£8.30/fri	Effective
42 Knowle Ln	★★★★★	2,219	GRND,1	01/07/2016	New	£5.41	Asking
43 Herald Industrial Estate	★★★★★	1,848	GRND,...	01/06/2016	New	£6.76/fri	Effective













Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	 Brickfield Ln Eastleigh, SO53 4DR <i>Eastleigh Ind Submarket</i>		2,855 New Direct	Mar 2018 3 Years		£3.83/SF	
	 Warrior Park Eastleigh, SO53 4NF <i>Eastleigh Ind Submarket</i>	Halo Accident Repair Centre Ltd Southampton Builders Ltd	5,384 New Direct	Dec 2017 10 Years	£6.50/SF £6.29/SF	3 Mos at Start £2.49/SF	Dec 2022 Dec 2022
	 Unit 3/2-3/7 Avenger Close Eastleigh, SO53 4DQ <i>Eastleigh Ind Submarket</i>	Store Property Investments Ltd	3,771 New Direct	Dec 2017			
	 Custom House Brickfield Ln Eastleigh, SO53 4DP <i>Eastleigh Ind Submarket</i>		5,307 New Direct	Nov 2017 5 Years		£3.65/SF	
	 Units 10-12 Parham Dr Eastleigh, SO50 4NU <i>Eastleigh Ind Submarket</i>	DTZ Investors Ltd	3,117 New Direct	Sep 2017 10 Years			
	 Stoke Park Tower Ln Eastleigh, SO50 6NZ <i>Eastleigh Ind Submarket</i>	Freightroute Ltd F&C Reit Asset Management	27,166 New Direct	Jan 2018 10 Years	£7.91/SF £7.91/SF	0 Mos	Jan 2023 Jan 2023

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Chickenhall Ln Eastleigh, SO50 6PQ <i>Eastleigh Ind Submarket</i>	Trifolds Ltd BST Factory Properties Ltd	1,063 New Direct	Aug 2017 5 Years	£10.94/SF £10.73/SF	Spread Over £4.25/SF	Aug 2020
 	Goodwood Rd Eastleigh, SO50 4NT <i>Eastleigh Ind Submarket</i>	GSF Car Parts	6,830 New Direct	Sep 2017 10 Years	£8.00/SF £7.48/SF	6 Mos at Start £3.37/SF	Sep 2023 Sep 2022
 	Brickfield Ln Eastleigh, SO53 4DP <i>Eastleigh Ind Submarket</i>	Unipart Group Ltd	1,537 New Direct	Aug 2017		£3.58/SF	
 	Units 10-12 Parham Dr Eastleigh, SO50 4NU <i>Eastleigh Ind Submarket</i>	Dorset Auto Spares Ltd DTZ Investors Ltd	3,114 New Direct	Aug 2017 10 Years	£6.93/SF £8.95/SF	0 Mos £3.09/SF	Aug 2022 Aug 2022
 	Parham Dr Eastleigh, SO50 4NU <i>Eastleigh Ind Submarket</i>	Heritage (UK) Service Ltd	1,046 New Direct	Aug 2017 5 Years	£14.34/SF £14.34/SF	0 Mos £6.89/SF	
 	Brickfield Ln Eastleigh, SO53 4DP <i>Eastleigh Ind Submarket</i>	PAT Testing Unipart Group Ltd	2,108 New Direct	Jul 2017			

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Ensign Way Southampton, SO31 4RF Eastleigh Ind Submarket	Coopervision Ltd	2,410 New Direct	Jun 2017			
 	Hedge End Southampton, SO30 2JW Eastleigh Ind Submarket	Lowery Engineering Eastleigh Borough Council	955 New Direct	Jun 2017		£4.39/SF	
 	Shakespeare Business Centre Unit 3 Hathaway Close Eastleigh, SO50 4SR Eastleigh Ind Submarket		1,178 New Direct	Jul 2017		£5.80/SF	
 	Parham Dr Eastleigh, SO50 4NU Eastleigh Ind Submarket	Kershaw Roofing Ltd	3,736 New Direct	Jul 2017		£3.06/SF	
 	Herald Rd Southampton, SO30 2JW Eastleigh Ind Submarket	A J Mason Flooring Ltd	1,997 New Direct	May 2017		£3.98/SF	
 	Herald Rd Southampton, SO30 2JW Eastleigh Ind Submarket	MonsterWraps	1,985 New Direct	May 2017		£3.82/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Brickfield Ln Eastleigh, SO53 4DR Eastleigh Ind Submarket	Paulton Property Services Ltd	3,124 New Direct	Jun 2017		£2.59/SF	
 	Chickenhall Ln Eastleigh, SO50 6PQ Eastleigh Ind Submarket	BST Factory Properties Ltd	1,120 New Direct	Jun 2017		£3.92/SF	
 	Tower Ln Eastleigh, SO50 6NZ Eastleigh Ind Submarket	Omaha Nominees (B) Ltd	7,513 New Direct	Jul 2017			
 	Eagle Close Eastleigh, SO53 4NF Eastleigh Ind Submarket	Southampton Builders Ltd	20,168 New Direct	Apr 2017 5 Years	£7.54/SF £7.25/SF	Spread Over	
 	Chickenhall Ln Eastleigh, SO50 6RR Eastleigh Ind Submarket	Industrial Property Investment Fund	5,813 New Direct	Apr 2017 10 Years			
 	Speedwell Close Eastleigh, SO53 4BT Eastleigh Ind Submarket		5,872 New Direct	Apr 2017 10 Years	£7.75/SF £7.75/SF	£3.05/SF	Apr 2022

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Chickenhall Ln Eastleigh, SO50 6RR Eastleigh Ind Submarket	Animal Gifts 4U Industrial Property Investment Fund	2,654 New Direct	May 2017 5 Years	£4.71/SF £4.44/SF	3 Mos at Start £2.59/SF	
 	School Ln Southampton, SO31 4NB Eastleigh Ind Submarket	Marina Developments Ltd	4,175 New Direct	May 2017		£1.96/SF	
 	Shamblehurst Ln S Southampton, SO30 2FQ Eastleigh Ind Submarket	Atlantic Contract Interiors Ltd	4,307 New Direct	Apr 2017 10 Years		£2.74/SF	
 	Building 4 Satchell Ln Southampton, SO31 4HQ Eastleigh Ind Submarket	Marina Developments Ltd	6,921 New Direct	May 2017		£0.96/SF	
 	Herald Rd Southampton, SO30 2JH Eastleigh Ind Submarket	Esso Controls Eastleigh Borough Council	8,041 New Direct	May 2017 10 Years	£8.00/SF £8.00/SF	0 Mos	May 2024 May 2022
 	Chickenhall Ln Eastleigh, SO50 6RR Eastleigh Ind Submarket	Blencowe Scaffolding Ltd Industrial Property Investment Fund	6,458 New Direct	Mar 2017 10 Years	£7.43/SF £7.43/SF	0 Mos	Jan 2022 Jan 2022













Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Flanders Rd Southampton, SO30 2FZ Eastleigh Ind Submarket	Belron UK Ltd Aberdeen Asset Management plc	11,514 New Direct	Dec 2016 10 Years	£8.00/SF £8.00/SF	£3.38/SF	Dec 2021 Dec 2021
 	Campbell Rd Eastleigh, SO50 5AD Eastleigh Ind Submarket	Arlington Fleet Services Ltd Salhia Real Estate Company K.S.C	59,744 Renewal Direct	Dec 2016			
 	Easystands Ltd School Ln Eastleigh, SO53 4DG Eastleigh Ind Submarket	Seymour Group Store Property Holdings Ltd	9,947 New Direct	Nov 2016 5 Years	£8.04/SF		
 	9 Chickenhall Ln Eastleigh, SO50 6RR Eastleigh Ind Submarket	Legal & General Group plc	95,532 New Direct	Apr 2017		£1.44/SF	
 	Herald Rd Southampton, SO30 2JW Eastleigh Ind Submarket	Love It Lawns	969 New Direct	Feb 2017		£4.51/SF	
 	Goodwood Rd Eastleigh, SO50 4NT Eastleigh Ind Submarket	Wolseley Aviva Investors Property Fund Ma...	21,322 New Direct	Feb 2017 10 Years	£8.34/SF £7.55/SF	Spread Over £8.54/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Omega Enterprise Park Electron Way Eastleigh, SO53 4SE Eastleigh Ind Submarket	Industrial Property Investment Fund	18,205 New Direct	Oct 2016		£0.92/SF	
 	Hound Rd Southampton, SO31 5QA Eastleigh Ind Submarket	The Pastry Corner Eastleigh Borough Council	800 New Direct	Oct 2016			
 	School Ln Eastleigh, SO53 4EZ Eastleigh Ind Submarket	Flip Out Ltd	22,295 New Direct	Oct 2016 10 Years	£8.97/SF £8.97/SF		
 	Link House Tower Ln Eastleigh, SO50 6NZ Eastleigh Ind Submarket	Biffa Waste Services Ltd	52,613 New Direct	Oct 2016 10 Years	£5.70/SF £5.70/SF	£1.29/SF	
 	Chickenhall Ln Eastleigh, SO50 6RS Eastleigh Ind Submarket	Union Mart Ltd Industrial Property Investment Fund	4,948 New Direct	Oct 2016			
 	Chickenhall Ln Eastleigh, SO50 6RS Eastleigh Ind Submarket	KCC Industrial Property Investment Fund	7,338 New Direct	Nov 2016 5 Years	£5.35/SF £5.04/SF	3 Mos at Start £2.56/SF	Nov 2019

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Woodside Rd Eastleigh, SO50 4ET Eastleigh Ind Submarket	Covers & Linnings Industrious Ltd	5,250 New Direct	Nov 2016		£3.10/SF	
 	Millbrook Close Eastleigh, SO53 4BZ Eastleigh Ind Submarket	Hire Station Ltd Store Property Holdings Ltd	6,125 New Direct	Sep 2016 10 Years	£9.00/SF £9.00/SF	£2.67/SF	
 	Hedge End Southampton, SO30 2JW Eastleigh Ind Submarket	Temporary Site Management Ltd Eastleigh Borough Council	2,011 New Direct	Aug 2016 5 Years			
 	Millbrook Close Eastleigh, SO53 4BZ Eastleigh Ind Submarket	VP Plc Store Property Holdings Ltd	6,125 New Direct	Aug 2016			
 	Aercon Buildings Woodside Rd Eastleigh, SO50 4ET Eastleigh Ind Submarket	UK Electrics Ltd First Alliance Properties Ltd	4,321 New Direct	Jul 2016 10 Years	£7.50/SF £7.17/SF	4 Mos at Start £4.56/SF	
 	Ensign Way Southampton, SO31 4RA Eastleigh Ind Submarket	Aesthetic Supplies Ltd	2,530 New Direct	Jul 2016 10 Years	£8.30/SF £8.30/SF	£4.97/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	1D Knowle Eastleigh, SO50 7DZ Eastleigh Ind Submarket		2,219 New Direct	Jul 2016		£2.29/SF	
 	Herald Industrial Estate Southampton, SO30 2JW Eastleigh Ind Submarket	FowlersFinance.com Ltd A C English Developments Ltd	1,848 New Direct	Jun 2016 3 Years	£6.76/SF £6.76/SF	£3.31/SF	
 	Flanders Rd Southampton, SO30 2QT Eastleigh Ind Submarket	Bishops Waltham Removals Ltd	14,994 New Direct	May 2016 10 Years	£7.95/SF £7.95/SF		May 2021
 	Manor Way Eastleigh, SO50 9YA Eastleigh Ind Submarket	Pipescenes Hendy Lennox (Cosham) Ltd	4,439 New Direct	May 2016 5 Years	£12.16/SF £12.16/SF		
 	Flanders Rd Southampton, SO30 2QT Eastleigh Ind Submarket	Appleton Signs	19,710 New Direct	Mar 2016 10 Years	£5.52/SF £5.52/SF		
 	Electron Way Eastleigh, SO53 4SE Eastleigh Ind Submarket	Millbrook Healthcare Ltd Industrial Property Investment Fund	9,740 New Direct	Mar 2016 10 Years	£8.75/SF £8.18/SF	6 Mos at Start £3.78/SF	Jun 2021 Mar 2021

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Flanders Rd Southampton, SO30 2FZ Eastleigh Ind Submarket	Peak Developments Ltd Aberdeen Asset Management plc	11,647 Renewal Direct	Mar 2016 10 Years	£7.75/SF		
 	1D Knowle Eastleigh, SO50 7DZ Eastleigh Ind Submarket		2,827 New Direct	Jun 2016 5 Years	£5.83/SF £5.83/SF	£2.67/SF	
 	Chickenhall Ln Eastleigh, SO50 6RS Eastleigh Ind Submarket	Clarkes Transport Ltd Industrial Property Investment Fund	17,003 New Direct	May 2016 10 Years	£6.18/SF £6.18/SF	£2.42/SF	

Lease Comps Summary

Lease Comps Report

Deals

23

Asking Rent Per SF

£16.90

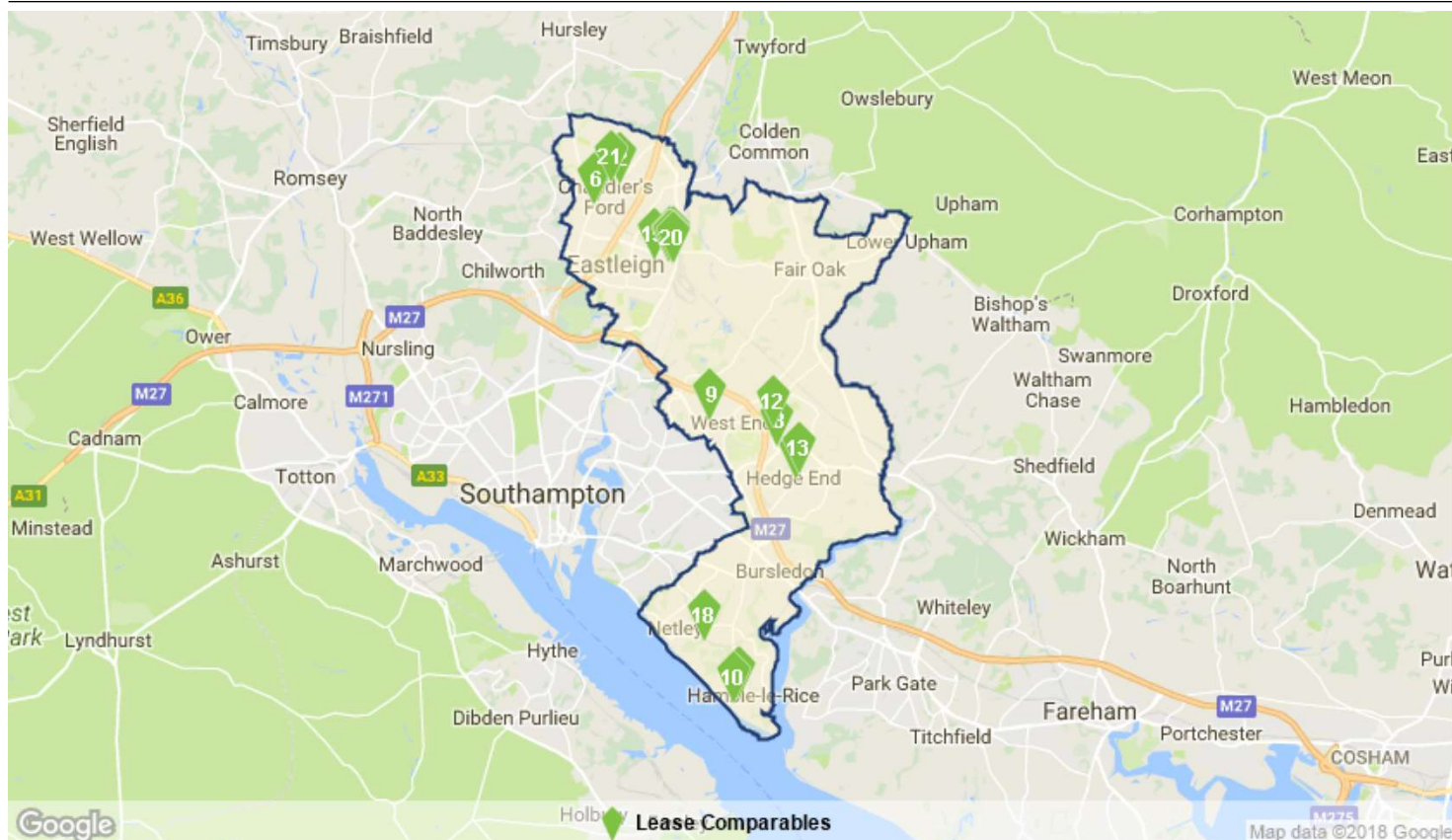
Achieved Rent Per SF

£24.24

Avg. Months On Market

11

LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	21	£8.08	£16.90	£19.22	£45.77
Achieved Rent Per SF	11	£10.00	£24.24	£20.25	£52.82
Net Effective Rent Per SF	11	£10.00	£24.03	£18.94	£52.82
Asking Rent Discount	9	-15.4%	5.3%	1.3%	21.3%
TI Allowance	-	-	-	-	-
Rent Free Months	6	0	4	4	8

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	20	2	11	8	21
Deal Size	23	142	1,901	996	14,000
Lease Deal in Years	15	3.0	9.0	10.0	15.0
Floor Number	23	GRND	GRND	GRND	2



Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 Stirling House 7 St Johns Rd	★★★★★	1,120	GRND	06/12/2017	New	£26.34/fri	Asking
2 13 Oakmount Rd	★★★★★	947	GRND	10/11/2017	New	£21.12/fri	Asking
3 Ketts House/The Central... Winchester Rd	★★★★★	654	GRND	20/10/2017	New	£16.15/fri	Asking
4 Ensign Way	★★★★★	2,042	GRND,1	16/10/2017	New	£8.08/fri	Asking
2 13 Oakmount Rd	★★★★★	2,055	GRND	15/09/2017	New	£17.45/fri	Effective
5 23 High St	★★★★★	1,273	GRND,1	19/07/2017	New	£13.85/fri	Effective
6 17 Bournemouth Rd	★★★★★	996	GRND,1	15/06/2017	New	£13.05	Asking
7 31 Market St	★★★★★	1,085	GRND	01/05/2017	New	£21.20/fri	Asking
8 Tollbar House Tollbar Way	★★★★★	8,000	2nd	01/05/2017	New	£17.00/fri	Asking
9 30 High St	★★★★★	453	GRND	27/04/2017	New	£26.49/fri	Asking
10 Ensign	★★★★★	1,018	GRND	27/02/2017	New	£9.46/fri	Asking
10 Ensign	★★★★★	990	1st	25/02/2017	New	£9.46/fri	Asking
11 19 High St	★★★★★	518	GRND	06/02/2017	New	£28.96/fri	Effective
12 Tollbar Way	★★★★★	14,000	GRND,1	20/12/2016	New	£26.79	Effective
13 11 Lower Northam Rd	★★★★★	2,443	GRND,1	01/11/2016	New	£9.82/fri	Asking
14 52 Market St	★★★★★	1,104	GRND	01/11/2016	New	£23.55/fri	Effective
15 2 Pirelli Way	★★★★★	429	GRND	08/09/2016	New	£15.15/fri	Effective
16 Smith Bradbeer House 41-53 High St	★★★★★	142	GRND	30/08/2016	New	£52.82/fri	Effective
17 88 Market St	★★★★★	1,111	GRND	08/08/2016	New	£18.94/fri	Effective
18 17 Hound Rd	★★★★★	800	GRND,1	04/08/2016	New	£10.00/fri	Effective
19 52 High St	★★★★★	920	GRND,1	01/08/2016	New	£21.68/fri	Asking

Lease Comps Summary







Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
 Southampton Rd	★★★★★	653	1st	01/07/2016	New	£37.03	Effective
 93A Winchester Rd	★★★☆☆	978	GRND	01/07/2016	New	£17.89/fri	Effective













Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Stirling House St Johns Rd Southampton, SO30 4AA <i>Eastleigh Submarket</i>		1,120 New Sublease	Jan 2018 10 Years		£11,555 PA	
 	13 Oakmount Rd Eastleigh, SO53 2LG <i>Eastleigh Submarket</i>	Charters Estate Agents	947 New Direct	Nov 2017			
 	Ketts House/The Central Precinct Winchester Rd Eastleigh, SO53 2GE <i>Eastleigh Submarket</i>	Smith & Williamson Trust Corporati...	654 New Direct	Oct 2017			
 	Ensign Way Southampton, SO31 4RF <i>Eastleigh Ind Submarket</i>		2,042 New Direct	Nov 2017		£4.73/SF	
 	13 Oakmount Rd Eastleigh, SO53 2LG <i>Eastleigh Submarket</i>	Pets Corner UK Ltd	2,055 New Direct	Sep 2017 10 Years	£37,500 PA £35,867 PA	4 Mos at Start	Sep 2022
 	23 High St Eastleigh, SO50 5LF <i>Eastleigh Submarket</i>		1,273 New Direct	Aug 2017 9 Years	£18,500 PA £17,636 PA	Spread Over £5,758 PA	Aug 2022 Aug 2022

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	17 Bournemouth Rd Eastleigh, SO53 3DA <i>Eastleigh Submarket</i>		996 New Direct	Jun 2017		£4,572 PA	
	31 Market St Eastleigh, SO50 5RG <i>Eastleigh Submarket</i>	Mursell & Company	1,085 New Direct	May 2017 10 Years		£10,353 PA	
	Tollbar House Tollbar Way Southampton, SO30 2ZP <i>Eastleigh Submarket</i>		8,000 New Direct	Jun 2017		£17.70/SF	
	30 High St Southampton, SO30 3DR <i>Eastleigh Submarket</i>		453 New Direct	Apr 2017		£4,075 PA	
	Ensign Way Southampton, SO31 4RA <i>Eastleigh Ind Submarket</i>	Marine Industrial LLP Diverse Yachts	1,018 New Direct	Mar 2017 7 Years		£4.08/SF	
	Ensign Way Southampton, SO31 4RA <i>Eastleigh Ind Submarket</i>	Diverse Yachts	990 New Direct	Feb 2017		£4.20/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	19 High St Eastleigh, SO50 5LF Eastleigh Submarket	Hays Travel Ltd	518 New Direct	Feb 2017 10 Years	£15,000 PA £15,000 PA	0 Mos £5,343 PA	Feb 2018 Feb 2022
 	Tollbar Way Southampton, SO30 2QY Eastleigh Submarket	Smyths Toys UK Ltd Ram Capital Partners LLP	14,000 New Direct	Dec 2016 15 Years	£375,000 PA £374,997 PA		
 	11-13 Lower Northam Rd Southampton, SO30 4FN Eastleigh Submarket	Browns Hair Lounge Eastleigh Borough Council	2,443 New Direct	Dec 2016		£10,934 PA	
 	52 Market St Eastleigh, SO50 5RB Eastleigh Submarket	Sailors' Society Varde Partners, Inc.	1,104 New Direct	Nov 2016 10 Years	£26,000 PA £26,000 PA	£11,804 PA	Oct 2021
 	2 Pirelli Way Eastleigh, SO50 5GH Eastleigh Submarket	Bom Dia Therapies GHD Partnership Ltd	429 New Direct	Sep 2016 6 Years	£6,500 PA £6,500 PA	0 Mos £2,662 PA	Sep 2019 Sep 2019
 	Smith Bradbeer House 41-53 High St Eastleigh, SO50 5LG Eastleigh Submarket	Incell World UK Smith Bradbeer & Company Ltd	142 New Direct	Aug 2016 10 Years	£7,500 PA £7,500 PA	£3,205 PA	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	 88 Market St Eastleigh, SO50 5RE Eastleigh Submarket	I Love Vapes Ltd Mrs E C Fairweather	1,111 New Direct	Aug 2016 10 Years	£22,500 PA £21,037 PA	6 Mos at Start	Aug 2021 Aug 2021
20	 Hound Rd Netley, SO31 5QA Eastleigh Ind Submarket	Stainless Steel Centre Eastleigh Borough Council	800 New Direct	Aug 2016 3 Years	£10.00/SF £10.00/SF	£4.23/SF	
21	 52 High St Eastleigh, SO50 5LE Eastleigh Submarket	Caldo benvenuto Eastleigh Borough Council	920 New Direct	Aug 2016 10 Years		£7,833 PA	
22	 Southampton Rd Eastleigh, SO50 5SF Eastleigh Submarket	Warren James Curzon Capital Partners III LP	653 New Direct	Jul 2016 10 Years	£25,000 PA £24,181 PA	3 Mos at Start	Jul 2019... Jul 2021
23	 91-95 Winchester Rd Eastleigh, SO53 2GG Eastleigh Submarket	The Hampshire Kitchen Co Ms Fiona Bell	978 New Direct	Jul 2016 5 Years	£17,500 PA £17,500 PA	£8,194 PA	