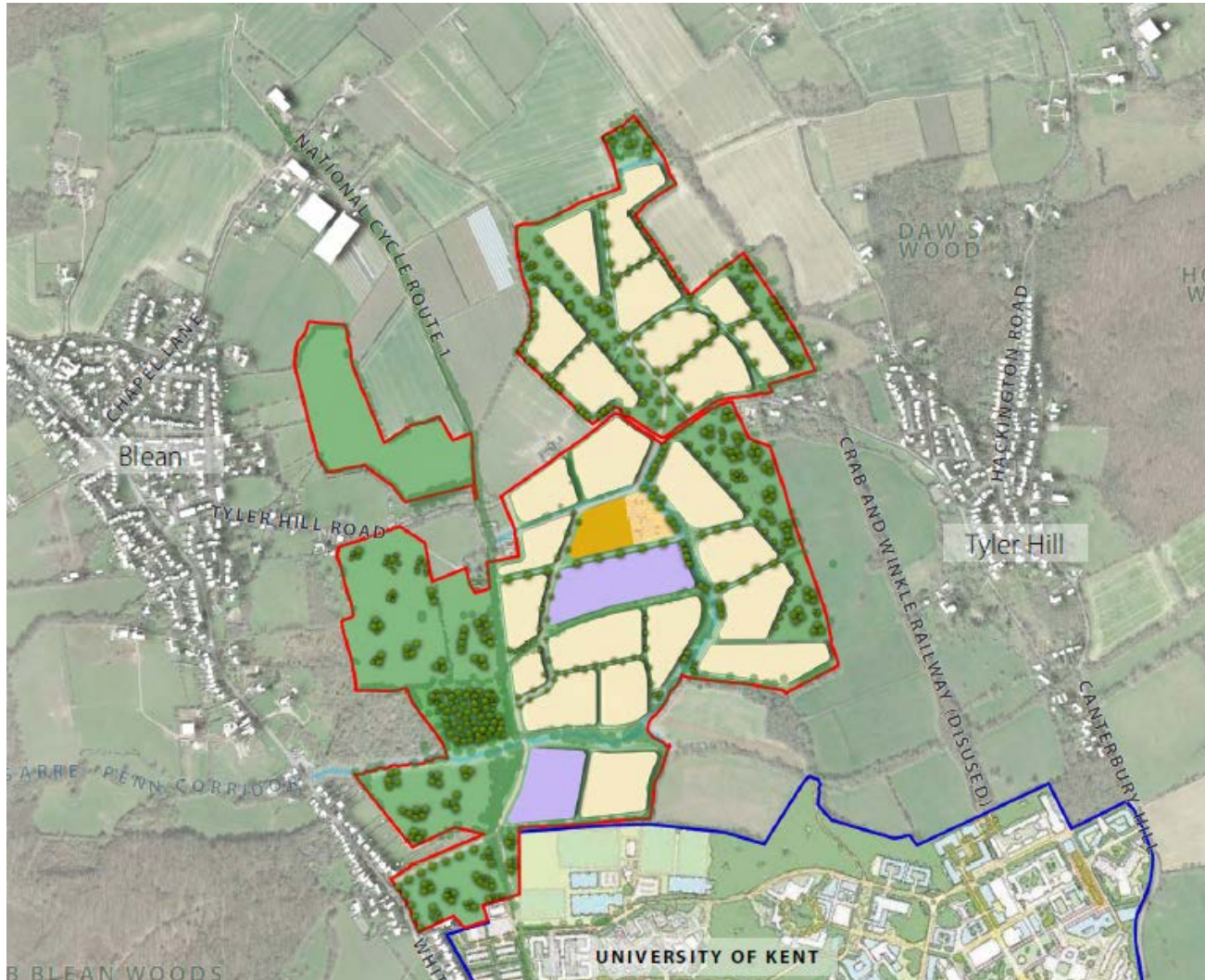




Canterbury Local Plan Consultation (Reg. 18)

Supplementary Representations on behalf of the University of Kent – Site Deliverability

3 June 2024

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Report title: Land north of the University of Kent - Site Deliverability

Prepared by: Avison Young

Status: Final

Date: 3 June 2024

For and on behalf of Avison Young (UK) Limited

1. Introduction

- 1.1 This representation has been prepared by Avison Young on behalf of the University of Kent ("the University") in relation to the Land north of the University of Kent ("the Site"). The Site is referred to under Policy C12 in the Draft Canterbury District Local Plan 2040.
- 1.2 The purpose of this representation is to provide the Local Planning Authority (LPA) with evidence of the deliverability of the proposed site allocation.
- 1.3 This report is structured as follows:
- **Section 2** sets out the site ownership/availability matters;
 - **Section 3** summarises the feedback from the soft market testing;
 - **Section 4** provides details of the proposed delivery strategy;
 - **Section 5** provides details of the planning application strategy;
 - **Section 6** sets out anticipated delivery programme;
 - **Section 7** sets out Avison Young's delivery record;
 - **Section 6** summarises the latest position on the site assessment work undertaken to date;
 - **Section 8** summarises the viability position;
 - **Section 6** concludes the report.
- 1.4 The report should be read in conjunction with the following appendices:
- **Appendix I** – Availability note;
 - **Appendix II** – Soft Market Testing Questionnaire Template;
 - **Appendix III** – Indicative delivery programme;
 - **Appendix IV** – Viability assessment;
 - **Appendix V** – Residential market report.

2. Land Ownership/Availability

- 2.1 All of the land that forms part of the Site is owned by the University or Kent County Council who have confirmed they are agreeable in principle to the disposal of Blean Primary School and the land east of the Primary School to provide a secondary access to the development. A letter is included at Appendix I from Kent County Council confirming this position. We can therefore confirm that the Site is available for development.
- 2.2 In summary, the Site comprises the following titles:
- K968605 - Blean Primary School – Kent County Council
 - K239332 - Land east of Primary School – Kent County Council
 - K903818 – University of Kent
- 2.3 There are no restrictive covenants (or similar constraints) on the land that prevents it being brought forward for development.
- 2.4 The University confirm that the land is available for development now.
- 2.5 Please see Appendix I for full details of the Availability Note.

3. Soft Market Testing

- 3.1 We have undertaken a soft market testing (SMT) exercise to gauge initial interest from a range of developers, all of whom operate within Kent, and to capture their feedback on the opportunity, the scheme and the various disposal options available.
- 3.2 We received feedback from the following residential developers:
- Cala
 - Stonebond
 - Taylor Wimpey
 - Barratt
 - Redrow
 - Hill
 - Urban & Civic
- 3.3 We sent emails to the parties above summarising the background and opportunity. We also prepared and issued a Soft Market Testing Questionnaire (see Appendix II) covering the key areas we were seeking feedback on.
- 3.4 We invited all parties to attend a SMT session with AY throughout May 2024 where we outlined the opportunity and ran through in detail the SMT Questionnaire. We discussed at length the various questions posed on the questionnaire to explore fully the requirements of the responses.
- 3.5 These initial meetings indicated that the opportunity would be well received by the market. We have summarised the feedback below:
- All parties expressed an initial interest in the opportunity and would welcome the opportunity to receive further information about the Site as it progresses through the planning process.
 - All parties considered Canterbury to be an attractive location that they would be interested in. It was also noted that the Site is well located, in terms of its proximity to Canterbury city centre. A number of parties noted similar projects they've worked on or are currently working on in Kent and also Canterbury itself and are therefore familiar with the market.
 - Canterbury is a good market and parties would expect demand from a range of purchaser types, including local families, first time buyers, professionals, downsizers and investors.
 - All parties expressed an interest in delivering a predominantly housing led scheme which will be attractive to the local market. Most parties would seek to limit the number of flats as there is generally less demand for these unit types.
 - We asked parties to comment on the site's key constraints and challenges posed by the masterplan. Transport infrastructure and nutrient neutrality were the key concerns, comments were also raised around the areas of ancient woodland, conservation areas & listed buildings and biodiversity net gain.
 - We received varying levels of interest at the different stages of the planning process i.e. with a draft allocation, adopted allocation and outline planning consent. Some parties had a higher

risk appetite and would prefer to get involved early, whereas others were interested in acquiring the site once there is more planning certainty. Options were discussed for a subject to planning sale or option agreement to provide parties with greater assurance.

- Some parties were interested in acquiring the whole site, delivering a variety of product types across multiple outlets over several years. This could involve disposal of smaller parcels, such as at the outset to assist with initial returns on capital.
- Some of the traditional housebuilders we engaged with would ideally be interested in acquiring a serviced land parcel with outline planning consent. In this scenario they might acquire a smaller parcel of c. 100-500 units. Although this was their preference they also had experience of other delivery options and would be open to discussions to purchase the whole site.
- We engaged with some parties who would be interested in promoting the Site through the planning process and getting involved early to have greater control over the planning application.
- From a master developer perspective, the scale of the opportunity is towards the lower end of what they'd usually get involved in. This route requires a certain scale of development to recoup the high levels of upfront infrastructure costs. In this scenario there is a preference to get involved early as the more mature a project is from a planning perspective, the harder it is to compete with housebuilders.

3.6 Please see Appendix II for the SMT Questionnaire template, which sets out the questions we asked parties as part of the SMT sessions.

4. Delivery Strategy

- 4.1 There are a wide range of potential routes available to the University to bring forward for the Site development. These range from a simple disposal for delivery by the private sector, through to participating in a partnership option to deliver the Site.
- 4.2 There are three main disposal options that the University are considering, which include varying levels of planning certainty and market involvement:
1. Disposal of the Site with the benefit of a site allocation within the new Local Plan.
 2. The University progress with the planning process through to an outline planning application and disposes of the Site with the benefit of outline planning consent.
 3. Procurement of a developer partner once the Site is allocated within the new Local Plan, whereby the university and developer partner will jointly progress though planning.
- 4.3 We have explored each of these delivery options in greater detail below.

Option 1 – Unconditional sale with adopted site allocation

- 4.4 Unconditional disposal is simply the disposal of the land, mostly likely using a brief marketing exercise and inviting offers by informal tender. Terms would be agreed with the highest bidder, subject to any other considerations and the land sold.
- 4.5 The Site would be sold with the benefit of an adopted site allocation within the new Local Plan, which is currently anticipated by summer 2026.
- 4.6 In terms of timescales, marketing and selection process an unconditional sale offers the most straight forward disposal method. The opportunity would be offered 'as is' to the marketplace seeking unconditional offers. We could prepare the Site for marketing in advance and launch the Site following formal adoption in the new Local Plan.
- 4.7 Once the Site is sold, the developer would progress through the planning process and deliver the Site.

Option 2 – Unconditional sale with outline planning consent

- 4.8 The disposal process would be the same as above, however the University would progress with an outline planning application and dispose of the Site with the benefit of outline planning consent. This option would provide parties with greater planning certainty and is therefore likely to encourage higher financial offers.
- 4.9 The University would seek to apply for planning consent following formal allocation in the Local Plan. It may take c. 12 months to prepare a planning application and a further 12 months before a decision is provided.
- 4.10 The Site could be prepared for marketing in advance of receiving planning consent, with a launch date set to coincide with planning consent.
- 4.11 Once the Site is sold, the developer would progress through the planning process and deliver the Site.

Option 3a – Procurement of a development partner (Development Agreement)

- 4.12 The University would seek to procure a developer partner once the Site is allocated within the new Local Plan, and enter into a contract with a developer to deliver a scheme.
- 4.13 A development agreement typically includes detail regarding objectives and parameters for the development of a site, either with reference to a planning permission or (more commonly) with the intention that the partner will secure planning permission in accordance with the defined parameters.
- 4.14 The imposition of these requirements engages the Procurement Act 2023 and the need to undertake public procurement. This can be fast-tracked through the use of the Homes England panel. If the contract requirements are fully known at the outset then this exercise can be accelerated within limited negotiation.
- 4.15 Once the development agreement has been signed the developer is responsible for delivering the Site in accordance with the agreement.

Option 3b – Procurement of a development partner (JV)

- 4.16 The University would procure a development partner to jointly deliver the scheme once the Site is allocated within the new Local Plan. It can be contractual but is more commonly corporate, i.e. a separate company is created in which both parties are shareholders. Typically ownership and control is shared 50/50.
- 4.17 This option allows the University to have direct participation in the development, meaning it jointly makes all decisions regarding delivery of the scheme with the developer partner. The JV will develop the scheme in accordance with a Business Plan which both parties will develop, which itself must accord with the JV objectives.
- 4.18 The University would participate by investing its land into the vehicle, and may be required to invest additional cash to meet the overall equity requirement sufficient to secure debt to meet all development costs. The partner would invest the same amount of equity to maintain the 50/50 participation. In this way the University does not receive any direct payment for its land. Instead it is invested, in order to receive its share of profits from the scheme.
- 4.19 To set up a JV it is necessary to procure the development partner and draft a number of legal documents to govern the relationship, the operation of the JV, the development process and the financial instruments.

Soft Market Testing

- 4.20 We have discussed these disposal options with a number of developers who have expressed an interest in the Site. The feedback received indicates that all three options would be attractive to the market.
- 4.21 Naturally different developers have varying appetites for risk which drives their preference for different levels of planning certainty. This will be balanced against the opportunity to get a better financial deal with less planning certainty. Some parties expressed an interest in the Site at the draft allocation stage, whereas others would prefer greater planning certainty in the form of an adopted site allocation in the Local Plan.
- 4.22 Parties also noted the benefits of purchasing the Site with an outline planning consent which would provide more planning certainty and allow them to bid on an unconditional basis. This option would

give developers less control over the scheme, therefore the University would need to ensure that the outline planning application is market facing and has sufficient flexibility.

- 4.23 We also received interest in partnering with the University to jointly deliver the scheme, however developers would need to weigh up the benefits against the time, cost and risk of both entering into a procurement process and delivering the Site.

Delivery Conclusions

- 4.24 While the preferred delivery option is yet to be determined, we consider the scheme to be deliverable under any of the three options currently being discussed with the University, which is supported by our discussions with the market.

5. Planning Application Strategy

The Applicant

- 5.1 The responsibility for preparing/submitting the planning application will be dependent on the selected delivery strategy. This would either be the current landowner or the selected developer (or a JV submission).

Planning application specification

- 5.2 The form of the planning application will be dependent on the selected delivery strategy. However, at this stage it is anticipated that a single outline planning application covering the whole site will be submitted, which will be followed up by a series of applications seeking approval for reserved matters on a phase-by-phase basis. Alternatively, a hybrid application (with full details for Phase 1) may be submitted.
- 5.3 We anticipate that the outline application will seek approval for access with all other matters reserved for future determination. We would expect this to include seeking approval for details set out in the following.

'Primary Control Documents':

- A **Development Specification** which will define the allowable quantum of development for each defined allowable land use on a site-wide and development zone basis;
 - A pack of **Outline Parameter Plans** which will set parameters for matters of layout and scale against allowable deviations/tolerances, including:
 - o The extent of development zones;
 - o The scale of buildings and associated density allowed within development zones;
 - o The extent of areas of open space (green/blue infrastructure), and the typology/characteristic of that open space; and
 - o 'Corridors' within which roads and other connections (pedestrian/cyclist only) will be laid out, including a hierarchy of streets;
 - A **Design Principles Document** (or Design Code) which will provide a further layer of detail on top of the parameter plans in respect to layout, scale, external appearance, and landscaping. It is anticipated that a more detailed Design Code will be prepared following the grant of the planning consent (secured by condition).
- 5.4 A comprehensive package of supporting plans and documents will be submitted with the application (the '**Secondary Control Documents**'). The purpose of these will be to assist in the understanding/evaluation of the details submitted for approval (the Primary Control Documents outlined above) and to establish commitments to control implementation where appropriate. The composition and scope of these documents will be discussed and agreed with the Local Planning Authority as part of pre-application discussions (including formal Scoping procedures), however our preliminary view is set out below. Note that those documents marked with an Asterix(*) are anticipated to include commitments which would be secured either via condition or s.106 obligation:

- **Illustrative Masterplan.** This will illustrate how the development proposed by the planning application could be delivered. It would be submitted for illustrative purpose only.
- **Other Drawings for Information.** Site Plan, Site Location Plan.
- **Design and Access Statement*.** Statement that sets out the design rationale underpinning the illustrative masterplan and parameter plans.
- **Planning Statement*.** This document will set out the planning justification for the proposed development including details of conditions and s.106 obligations considered necessary to make the development acceptable.
- **Outline Phasing and Delivery Strategy*.** This will set out an outline phasing and delivery strategy for the proposed development, including:
 - o Details of phasing/sequencing triggers that are necessary to define as part of the outline consent; and
 - o An indication of how the approved development could be implemented (in terms of the spatial extent and composition of phases, and the sequence in which these come forward).
- **Environmental Statement** (including non-technical summary)*. At the stage it is anticipated that the proposed development will constitute 'EIA' development therefore the application will be accompanied by an Environmental Statement (ES) setting out the outcome of an Environmental Impact Assessment (EIA) of the proposed development. The topics and scope of assessment work to be covered in the EIA will be agreed with the LPA via formal Scoping. At this stage, the following topics are expected to be scoped in: Air Quality; Noise and Vibration; Ecology and Nature Conservation; Landscape and Visual Impact; Traffic and Transportation; Archaeology and Cultural Heritage; Water Resources and Flood Risk; Socio-economics; and Ground Conditions'
- **Utilities Statement*.** This will provide an outline strategy for the delivery of power, gas, water, telecommunications, and other utility services.
- **Transport Assessment and Travel Plan*.** This will set out the proposed access arrangements and the outcomes of an assessment of the transport impacts of the outline proposals. It will include:
 - o An **Outline Travel Plan** (it is anticipated that a detailed Travel Plan will be prepared prior to implementation, and secured via condition)
 - o Details of mitigation measures to support the development in transport terms and detailed access works, which it is anticipated will be secured by condition/s.106 obligation.
- **Energy Strategy*.** This will set out the strategy to achieve the applicant's carbon efficiency objectives following Lean, Clean, Green principles.
- **Sustainability Statement*.** This will set out a package of broader development sustainability commitments.

- **Flood Risk Assessment and Surface Water Drainage Strategy***. This will set out an assessment of the flood risk impact of the proposed development and an outline surface water drainage strategy.
- **Statement of Community Involvement**. This will provide details of how the applicant will have informed, consulted, and involved the community in the preparation of the development proposals.

Timing

- 5.5 The site is available for development now and the preparation of a planning application could theoretically commence now.
- 5.6 However, in practice it is likely that this will commence after the Local Plan has reached the Regulation 19 stage as this will provide sufficient planning certainty for the applicant to commit the substantial funds necessary to progress this.
- 5.7 Preparation of the planning application is likely to take c. 12 months and determination is likely to take a further 12 months. This could progress in parallel with the examination and adoption of the new Local Plan. It is anticipated that a further 12 months will be required for discharge of pre-commencement conditions/planning obligations and for the approval of reserved matters for the first phase of development.

6. Delivery Programme

Delivery Projections

- 6.1 The programme provided at Appendix III illustrates the steps to delivery for the scheme. The exact timing of delivery will be dependent on the University's choice of delivery route, as this will ultimately impact when the planning application is submitted and when the chosen developer is able to start on Site. However, based on the current illustrative programme start on site is anticipated by 2028.
- 6.2 We anticipate the scheme will be delivered on a phased basis given the quantum of units being delivered, with three sales outlets at the peak of the development period. The scheme will be delivered from the south of the Site using the initial access point. Once the primary school is delivered, the second access will be delivered opening up the northern part of the Site. We would look to deliver the district centre following the delivery of circa 1000 residential units to provide critical mass.
- 6.3 We have based the rate of delivery on anticipated private sales rates, assuming an overall sales rate of c. 10 units per month. As we do not have a fixed masterplan with unit location and massing design we have had to make broad assumptions in terms of phasing.
- 6.4 The construction period is derived from this sales rate and represents a delivery rate of c. 174 units per annum.
- 6.5 The delivery profile assumed above is necessarily an estimation and in reality delivery rates may fluctuate away from the average in response to market forces or other factors. However overall we consider the delivery period shown is achievable.

Marketing

- 6.6 Details of how the new homes will be marketed are currently unknown. The marketing strategy will be agreed once a planning permission is granted and a developer is in place.
- 6.7 Whilst there may be competing schemes over the life of the plan, our delivery rate accounts for this. The concept masterplan focuses on delivering a comprehensive mixed use development with areas of open space and green corridors, which will differentiate the scheme from others. The scheme also benefits from its proximity to Canterbury Town centre and therefore its strong access links and amenities, which will be key selling points.

7. Delivery Record

- 7.1 The University as landowner does not have a track record or capability as a housing developer. Accordingly, it has appointed an experienced team of planning and development consultants (Avison Young) to advise on development delivery.
- 7.2 The Avison Young team has a strong track record acting as the lead advisor in numerous similar schemes including:
- **Cavalry Barracks, Hounslow** – AY assisted the DIO in the disposal of the Cavalry Barracks site for redevelopment, comprising c. 1,500 residential units and ancillary non-residential floorspace. AY initially produced a comprehensive initial report, which comprised recommended due diligence, planning potential, marketing strategy and a recommendation for the proposed route to market, deal structure and method of sale. We ensured that all opportunities were suitably identified, and by providing a joined up collaborative approach between our specialist teams, including Residential and Commercial, were able to identify the uses that would deliver the optimum site value. AY led a comprehensive marketing campaign and successfully completed the sale.
 - **Parcel 7, 8 & 9 Finchwood Park, Finchampstead, Wokingham** – AY was appointed by CALA Homes to provide advisory and agency services for Parcels 7, 8 & 9 at Finchwood Park in Berkshire. The site extended to a net developable area of c.16.2 acres split across three parcels with capacity for up to 200 homes including 35% affordable housing, which formed part of the wider site benefitting from outline planning permission for up to 1,500 dwellings. AY delivered a targeted marketing campaign completed a sale to a national house builder.
 - **Holloway Prison** – AY were appointed by the MoJ to advise and deliver consultancy and agency services at this high profile and sensitive site, with capacity for c.1,200 residential units and associated commercial uses. The key requirement of the disposal was to directly support the Prison Estate Transformation Programme, with a target for the release of land for developing residential units by the end of 2020. AY initially undertook an options appraisal report and the AY planning team also provided strategic advice to the client and met with both the LPA and GLA to ensure support for the principle of residential-led regeneration. AY marketed the site and appointed a preferred purchaser on an unconditional offer basis. AY led the legal negotiations and simultaneously exchanged and completed to a JV partnership (Peabody and London Square).
 - **Deepcut Barracks, Surrey** – AY assisted the MoD in achieving a hybrid planning consent for 1,200 homes, a new school and supporting infrastructure over 166 hectares (286 acres) in Surrey. This disposal is linked to the procurement of new training facilities for the MoD at Worthy Down near Winchester and a £275million build contract. AY procured Skanska as the MoD's development partner and have since been retained to provide development consultancy and agency advice. AY have assisted the MoD and Skanska in delivering 1200 residential units to the market as serviced plots, with last sale due to conclude this year. AY have also sold land for a new public house and foodstore. A new primary school has also been delivered on site.
 - **Arborfield Garrison** – AY achieved outline planning consent for the MoD for 2,500 new homes, a secondary school and supporting infrastructure. AY subsequently procured Crest Nicholson through an OJEU compliant competitive dialogue process and are currently providing development and agency support to the development partnership. AY have delivered over 1000 residential units to the market as serviced plots with Crest Nicholson

direct delivering another 750. A new school, foodstore and sports centre have also been delivered.

- **Peel Centre, Colindale, London** – AY advised the Metropolitan Police in appointing Redrow as development partner via the London Development Partner Panel for the redevelopment of the 27ha former police training college site in Hendon. AY have been retained to provide planning and development consultancy advice, including securing planning permission for 2,900 homes and associated development.
- **Thamesmead Waterfront, London** – Avison Young acted on behalf of Peabody to progress this project for 11,500 homes and 1m sq ft of commercial space. Starting with an outline masterplan, Avison Young undertook viability testing, soft market testing and internal workshops to shape the proposal for market. Avison Young then managed an OJEU Competitive Dialogue process to secure Lendlease as preferred joint venture partner to further progress what is one of London's biggest regeneration projects through planning and infrastructure stages.
- **Winstanley and York Road Estates, Battersea, London** – Avison Young worked with Wandsworth Council for a number of years to develop this estate regeneration project, from the very early feasibility studies and regeneration case making, through delivery option and viability analysis, to public procurement and selection of Taylor Wimpey as joint venture partner. Having been selected as preferred partner in February 2017, the project has progressed to legal completion of the JV, securing planning consent for up to 2,550 homes, a new library and leisure centre, and is now part-implemented.
- **Manydown, Basingstoke, Hampshire** – Avison Young were instructed by Basingstoke and Dean Borough Council to provide development advice with regards to the urban extension of Basingstoke. The proposals are for up to 3,400 new homes, which will create a new community of connected neighbourhoods. Avison Young are the lead consultant to the Council and have managed to successfully source a joint venture delivery partner (Urban & Civic) and are now retained to provide ongoing advice to the council on commercial issues around the JV.

8. Site Assessment Work

- 8.1 Significant site assessment work has been undertaken to test the feasibility of the proposed development. This has been submitted to the Council as part of the University's representations to the call-for-sites exercise and as part of this representation for the Regulation 18 consultation. This is of a sufficient level of detail to confirm the suitability of the site for mixed use development in principle (i.e. it is appropriate in its scope and depth to support the proposed local plan site allocation).
- 8.2 Further work will be undertaken at the planning application stage, which we anticipate including an Environmental Impact Assessment.
- 8.3 We have undertaken site assessment work to date covering the following key matters:
- Transport
 - Ancient Woodland
 - Nutrient neutrality
 - Ecology
 - Environmental
 - Air quality
 - Agricultural land
 - Heritage
 - Minerals
 - Noise
 - Flood Risk and Drainage
 - Ground Conditions
 - Technical Constraints
 - Landscape
 - Availability
 - Illustrative Masterplan
 - Viability / deliverability
 - Economic impact

9. Viability

- 9.1 This section of the report summarises the viability of the Site based on the proposed scheme (the Concept Masterplan). Please see Appendix IV for our full Viability Assessment report.
- 9.2 The viability assessment indicates that a land receipt of circa. **£25m** is likely to be achievable.
- 9.3 Viability in planning terms is typically expressed with reference to existing land value combined with a premium for the landowner (i.e. the minimum return at which a reasonable landowner would be willing to sell the land).
- 9.4 The Site extend to approximately 230 acres. Based on our experience, agricultural land typically achieves values ranging from £7,500 - £12,500 per acre. Based on these figures we are of the opinion that the existing use value of the Site is in the region of £2-3m. It is our view that a receipt of £25m would provide a sufficient premium for the landowner to be willing to sell the land.
- 9.5 Please note that the contents of this proposal do not constitute a Royal Institution of Chartered Surveyors (RICS) Valuation Standards (Red Book) Valuation and should not be treated as such.
- 9.6 It is important to note that appraisals are highly sensitive to changes in the assumptions, and due to the scale of development proposed, any small changes to the residential values and development costs can alter the viability significantly.

Abnormal Costs

- 9.7 We have made allowances for servicing and infrastructure in the viability analysis covering site clearance and preparation, earth works, on-site highways, paths and cycle ways, surface water and foul water drainage, utilities (including reinforcement), green infrastructure and ecology, nutrient neutrality. This figure also includes contractors' overheads and profit, prelims and contingency.
- 9.8 The above allowance will be sufficient to cover the cost of Natural England Nutrient Mitigation Scheme credits. Alternatively, if a waste water treatment is required, this may incur additional costs.
- 9.9 There may be a requirement to deliver new slip roads at Harbledown, which will either require a contribution or payment in full. It's possible that this could be delivered partially through CIL but it may also require additional planning and land acquisition costs. At this stage there is no explicit cost allowance for this item over and above CIL, however further work will be undertaken as the site allocation process progresses to establish the potential cost of the Harbledown Slips.
- 9.10 We are not aware of any additional abnormal constraints or costs that would impact on development or cause delays. In addition, there is likely to be significant headroom above the existing use value to accommodate increased costs in the event that abnormals are identified outside of our allowances.

10. Conclusions

- 10.1 On the basis of the information set out in this report, we consider the proposed allocation of the Site for residential-led mixed use redevelopment to be demonstrably deliverable over the period of the new local plan.

Appendix I

Availability Note

Canterbury Local Plan Consultation (Reg. 18)

Supplementary Representations of behalf of the University of Kent – Site Availability

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Appendices

Appendix I Title Documents – University of Kent

Appendix II Letter from Kent County Council

Report title: Land north of the University of Kent - Availability

Prepared by: Avison Young

Status: Final

Date: 3 June 2024

For and on behalf of Avison Young (UK) Limited

1. Introduction

This representation has been prepared by Avison Young on behalf of the University of Kent (“the University”) in relation to the Land north of the University of Kent (“the Site”). The Site is referred to under Policy C12 in the Draft Canterbury District Local Plan 2040.

The purpose of this representation is to provide the Local Planning Authority (LPA) with evidence of the availability of the proposed site allocation.

2. Title

The University own a majority of the land that forms part of the Site, with the exception of Blean Primary School which falls under Kent County Councils (“KCC”) ownership. The University land has been identified as surplus to the University’s operational requirements and is therefore available for development.

We have summarised the title information in the table below:

Land	Title Number	Freehold interest
Sites B, C & D	K903818	University of Kent
Blean Primary School	K968605	Kent County Council
Land east of Primary School	K239332	Kent County Council

There are no restrictive covenants (or similar constraints) on the land that prevents it being brought forward for development.

Please refer to Appendix I for copies of the title register and plan for the University land above.

3. Kent County Council Land

The University has been in discussion with KCC regarding the proposed development of the Site and the potential to acquire Blean Primary School to provide a secondary access to the development.

KCC has confirmed they are agreeable in principle to the disposal of Blean Primary School to support the development. KCC has set out their requirements in order to proceed with a disposal, which includes re-provision of the existing school. The development proposals are in accordance with these requirements and allow for a 2.05ha plot for re-provision of the school.

A letter is included at Appendix III from Kent County Council confirming this position.

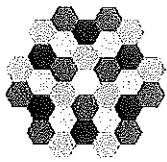
4. Availability Conclusions

All of the land that forms part of the Site is owned by the University or KCC, who has confirmed they are agreeable in principle to the disposal of Blean Primary School and the land east of the Primary School to provide a secondary access to the development.

On the basis of the information set out within this report, the University can confirm that the Site is available for development now.

Appendix I

Title Documents – University of Kent



Official copy of register of title

Title number K903818

Edition date 19.12.2012

- This official copy shows the entries in the register of title on 1 June 2018 at 10:17:33.
- This date must be quoted as the "search from date" in any official search application based on this copy.
- The date at the beginning of an entry is the date on which the entry was made in the register.
- Issued on 7 June 2018.
- Under s.67 of the Land Registration Act 2002, this copy is admissible in evidence to the same extent as the original.
- For information about the register of title, see www.gov.uk/land-registry.
- This title is dealt with by HM Land Registry Durham Office.

A: Property register

This register describes the land and estate comprised in the title.

KENT : CANTERBURY

- 1 (13.06.2006) The Freehold land shown edged with red on the plan of the above title filed at the Registry and being three parcels of land on the north and south sides of Tyler Hill Road, Blean, Canterbury.
- 2 (13.06.2006) The land has the benefit of the rights granted by but is subject to the rights reserved by the Transfer dated 28 April 2006 referred to in the Charges Register.
- 3 (16.06.2009) By the Deed dated 27 May 2009 referred to in the Charges register the rights reserved by the Transfer dated 28 April 2006 referred to above were rectified.

B: Proprietorship register

This register specifies the class of title and identifies the owner. It contains any entries that affect the right of disposal.

Title absolute

- 1 (13.06.2006) PROPRIETOR: UNIVERSITY OF KENT AT CANTERBURY of The Registry, Canterbury, Kent CT2 7NN.
- 2 (13.06.2006) The price stated to have been paid on 28 April 2006 was £1,000,000.

C: Charges register

This register contains any charges and other matters that affect the land.

- 1 (13.06.2006) A Transfer of the land in this title dated 28 April 2006 made between (1) The Master Brothers And Sisters Of The Hospital Of St. Thomas The Maytre Eastbridge (Otherwise Eastbridge Hospital) (Transferor) and (2) University Of Kent At Canterbury (Transferee) contains restrictive covenants.

NOTE: Copy filed.

- 2 (16.06.2009) The land is subject to the rights granted by a Deed dated 27 May 2009 made between (1) The Master Brothers And Sisters Of The Hospital Of St Thomas The Martyr Eastbridge (2) The University Of Kent At Canterbury and (3) Alan David Martin.

NOTE: Copy filed.

- 3 (19.12.2012) The land is subject to the rights granted by a Deed dated 12 December 2012 made between (1) The University of London and (2) John Colin Caverhill.

NOTE: Copy filed under K823154.

End of register



AGREEMENT

(Incorporating the Standard Conditions of Sale (Fourth Edition))

Agreement Date	:	
Seller	:	THE MASTER BROTHERS AND SISTERS of the HOSPITAL OF ST THOMAS THE MARTYR EASTBRIDGE (otherwise EASTBRIDGE HOSPITAL) registered charity number 213319 of 25 High Street Canterbury Kent CT1 2BD by and with the consent of its Patron THE MOST REVEREND AND RIGHT HONOURABLE ROWAN LORD ARCHBISHOP OF CANTERBURY
Buyer	:	THE UNIVERSITY OF KENT AT CANTERBURY of The Registry The University Canterbury Kent CT2 7NZ an exempt charity pursuant to the provision of the Charities Act 1993
Property	:	ALL THAT the freehold land and premises situate at and known as HOTHE COURT FARM BLEAN CANTERBURY KENT as the same is more particularly shown edged red on the plan annexed hereto TOGETHER WITH the rights but SUBJECT TO the exceptions reservations covenants and other matters referred to in the Special Conditions of Sale following
Root of title	:	Whereas the property has been within the ownership of the Seller for upwards of six hundred years title shall consist solely of a Statutory Declaration sworn on the 9th day of May 2005 by Hazel Edna McCabe a copy of which having been produced to the Buyer on or before the date hereof the Buyer shall raise no objection thereto nor requisition thereon and shall not call for any further or better evidence of title to the Property
Title Guarantee	:	The Seller sells with Limited Title Guarantee
Completion Date	:	In accordance with clause 15
Contract rate	:	Law Society rate from time to time in force
Purchase price	:	£1,000,000.00
Deposit	:	£100,000.00
Balance	:	£900,000.0

Exclusive of VAT

See Special Conditions

The Seller will sell and the Buyer will buy the Property for the Purchase price.

This Agreement continues on the following pages.

WARNING This is a formal document, designed to create legal obligations. Take advice before using it.	Signed Buyer/Seller
--	---

Special Conditions

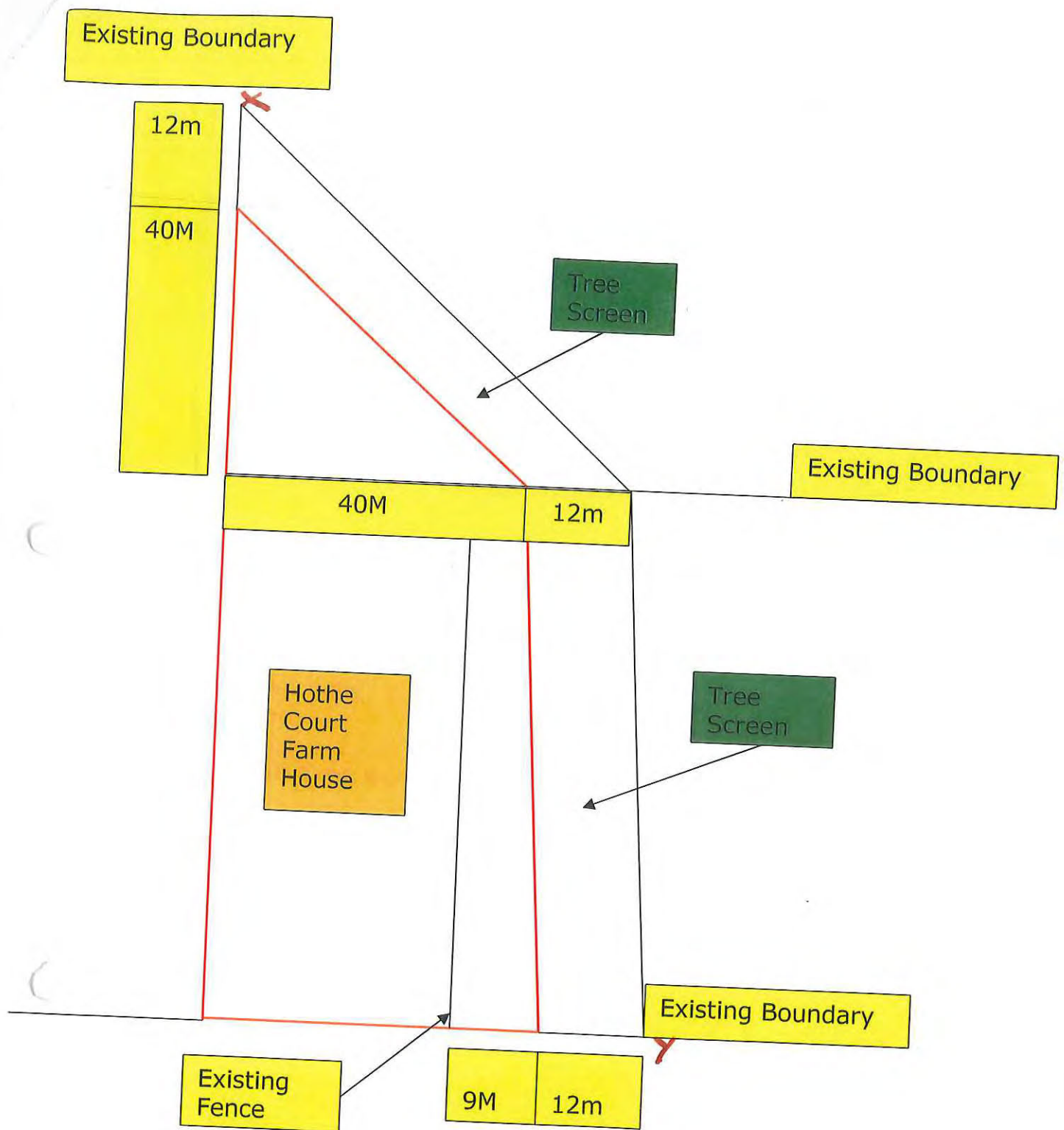
1. The assurance of the Property from the Seller to the Buyer shall be in the form of the Transfer annexed.
2. The Property is sold SUBJECT TO the following matters but otherwise with vacant possession on completion:-
 - (a) a Licence and an Agistment Agreement both dated the 29th April 2005 made between The Seller (1) and Donald Shilling and Jennifer Baxter t/a Shilling and Baxter. Whereas the period granted by the Licence and Agistment Agreement is said to expire on the 31st October 2005 the Seller reserves the right to extend the period until the 31st March 2006 (and otherwise in accordance with all existing terms and conditions of the Licence and the Agistment Agreement) on or before the date herein fixed for completion without reference to the Buyer but shall give written notice of any such extension to the Buyer within five working days of the same
 - (b) Tree Preservation Orders being TPO No. 4 1970 dated the 25th November 1970
 - (c) a Deed of Dedication dated the 7th July 1958 made between the Seller (1) and Kent County Council (2)
- 3.1
 - (a) The Seller covenants with the Buyer that it will as soon as reasonably practicable after the date of completion erect a stockproof fence between the points marked NOQI on the said plan (hereinafter called "the NOQI fence") and between the points marked ER, UW, LM, WX, YZ and ST on the plan annexed hereto
 - (b) A covenant by the Buyer that it will:-
 - (i) immediately the NOQI fence has been erected by the Seller forever thereafter maintain the same in good order and condition
- 3.2 The Buyer covenants with the Seller that it will in the first planting season following the completion date plant and maintain to the reasonable satisfaction of the Seller for five years a tree screen within the area edged green on the Plan such tree screen to be in accordance with the specification and sketch plan annexed hereto
4.
 - (a) This Agreement incorporates the Standard Conditions of Sale (Fourth Edition). Where there is a conflict between those Conditions and this Agreement, this Agreement prevails.
 - (b) Terms used or defined in this Agreement have the same meaning when used in the Conditions.
5.
 - (a) The property is for the purposes of insurance at the Buyer's risk as from the date of the contract.

- (b) If (i) the property suffers physical damage after the contract is made but before actual completion and (ii) the proceeds of any insurance policy taken out by or on behalf of the Buyer are reduced because of insurance taken out by or on behalf of the Seller the sum payable on completion is to be reduced by the amount of that reduction.
- (c) Condition 5.1.2 does not apply where the proceeds of the seller's policy are used to pay for reinstating the property as a result of any statutory or contractual obligation.
6. Completion shall take place by 2.00 pm on the day of completion.
7. The Buyer admits it has inspected the Property and that it enters into this Agreement solely as a result of its inspection of the Property and on the basis of the terms hereof and not in reliance on any warranty statement representation or otherwise whether written oral or implied and whether made by or on behalf of the Seller other than in any property information form and written replies by the Seller's solicitors to enquiries made by the Buyer's solicitors prior to the date hereof.
8. If completion of this Agreement is delayed the defaulting party shall be liable to pay in addition to interest:
- (a) the sum of £100 plus VAT to the other party's Solicitors in respect of its fees for the preparation and service of a Notice to Complete and
- (b) loss of rent or other income;
- and it is hereby agreed that this clause shall not operate to limit the Seller's common law rights in any way.
9. This Agreement is personal to the Buyer herein named and the Buyer shall not assign dispose or deal with or purport to assign dispose or deal with the Agreement or any interest therein and there shall be no obligation on the part of the Seller to carry out more than one transfer of the Property nor any transfer thereof to any person or company other than the Buyer herein named.
10. Whereas the Seller has previously opted to tax in respect of the Property and its VAT registration number is 661 9065 25 Value Added Tax at the rate of 17.5% shall be paid by the Buyer at completion on the whole amount of the Purchase Price
11. It is agreed the Buyer may enter into any field on the Property (where the Seller has completed harvest and removed the said growing crops) together with all necessary men and machinery to carry out cultivation hedge trimming and fencing work between the date of this Agreement and the completion date PROVIDED the Buyer gives not less than seven days notice to the Seller of its intention to do so. Such entry is at the risk of the Buyer.
12. There are specifically excluded from the sale all stock gates belonging to the Licensee mentioned in the Agistment Agreement and Licence in Special Condition 2(a) hereof but without obligation on the part of the Seller to further or otherwise define the same
13. For the avoidance of doubt all sporting and timber rights are included in the sale of the Property.
14. Single Farm Payment

- 14.1 In this clause the following words shall have the following meaning
- 14.1.1 "1782" means Council Regulation Number 1782/2003
14.1.2 "795" means Council Regulation Number 795/2004
- 14.2 The Seller has applied to the Rural Payments Agency to establish the payment entitlements created by 1782 and agrees to transfer the payment entitlements to the Buyer following the definitive establishment of those payment entitlements in accordance with Article 12(4) of 795.
- 14.3 The Seller agrees to notify the Rural Payments Agency of the transfer of the payment entitlements to the buyer as soon as reasonably practical and in any event if possible before 2 April 2006.
- 14.4 The parties hereto agree that the transfer of the entitlement is a transfer with land within the definition of Article 2 of 795.
- 14.5 The Seller warrants that it will be a farmer within the meaning of Regulation 2 of 1782 at the date of the Transfer.
- 14.6 In the event that DEFRA or the Rural Payments Agency confirm that the Seller does not need to be a farmer (as defined in 1782) then the parties may agree to complete the purchase of the property prior to the transfer of the payment entitlements
- 14.7 The Buyer agrees to pay to the Seller upon the Completion Date
- (i) the cost of establishment of the oil seed rape crop in Lots 2 and 4 as previously disclosed by the Seller to the Buyer
- (ii) costs incurred by the Seller in maintaining the crop (such costs to be first approved by the Buyer - who shall not unreasonably withhold or delay such approval).
15. Completion
- 15.1 The parties hereto agree that the Completion Date shall be five working days after the effective transfer of the payment entitlements as notified to the Seller by the Rural Payments Agency under article 25(3) of 795.
- 15.2 In the event that the payment entitlements have not been transferred to the Buyer by 1 December 2006 the Buyer may elect to complete the purchase of the property but this shall not relieve the Seller of the obligation to transfer payment entitlements.
16. Prior to the Completion Date the Seller agrees that it will carry out the removal of asbestos in accordance with the specification in the Report from Bureau Veritas Consultancy an extract of which is attached hereto to the reasonable satisfaction of the Buyer.

Seller's Solicitors: Furley Page of 39 St Margaret's Street Canterbury Kent CT1 2TX

Buyer's Solicitors: Farrer & Co of 66 Lincoln's Inn Fields London WC2A 3LH



Indicative Plan (Not to Scale) showing the proposed new boundaries to Hothe Court Farmhouse and the tree screen

University of Kent**1062****Proposed planting at Hoth Court Farm**

Two sections of planting (site dimensions taken from site plan supplied by others, not to scale).

SECTION 1 (NORTHERNMOST)

Block approx 85m long x 12m width

6 rows of planting; rows 2m apart.

Plants 2m apart within rows, staggered within grid.

42 plants per row x 6 = 252 (say 250 plants)

SECTION 2 (SOUTHERNMOST)

6 rows of planting; rows 2m apart.

Plants 2m apart within rows, staggered within grid.

32 plants per row x 6 = 192 plants (say 190 plants)

Total no. of plants = 440.

Planting blocks to be defined and protected with appropriate fencing, such as timber post and strained wire fencing, stock-proof as necessary. Fencing to be inspected on a monthly basis and repaired as necessary.

SPECIFICATION:

%	Botanic name	Common name	Spec.	No.
10	<i>Acer campestre</i>	Field maple	60-80cm br	44
10	<i>Carpinus betulus</i>	Hornbeam	60-80cm br	44
10	<i>Cornus sanguinea</i>	Dogwood	60-80cm br	44
5	<i>Corylus avellana</i>	Hazel	60-80cm br	22
30	<i>Crataegus monogyna</i>	Hawthorn	80-100 cm br	132
5	<i>Fraxinus excelsior</i>	Ash	60-80 cm br	22
5	<i>Ilex aquifolium</i>	Holly	40-60 cm pg 0.5L	22
5	<i>Ligustrum vulgare</i>	Common privet	60-80 cm br	22
10	<i>Prunus spinosa</i>	Blackthorn	60-80 cm br	44
5	<i>Quercus robur</i>	Oak	60-80 cm br	22
5	<i>Sambucus nigra</i>	Elder	60-80 cm br	22

NB planting distances relative to building foundations – engineer's advice to be sought with regard to soil type and foundation design.

November 2005



7. CONCLUSIONS AND RECOMMENDATIONS

The buildings surveyed appear to date from the 1960's with some small alterations and additions. They comprise a 'Tyler' brand 3 bay, multi-purpose farm barn, incorporating cattle pens, milking parlour, stores, tractor shed, grain store and newer farm office and rest room.

The asbestos (Chrysotile) identified during the survey consisted, mainly, of corrugated cement roof and wall sheeting with associated cement guttering and down pipes. This material was found to be in good condition, generally with only light damage to a few sheets. Some unused corrugated cement sheeting was also found stacked on the ground beside the barn. The resin toilet cistern in the Rest Room in Barn 3 was found to contain asbestos (Amosite) and is in good condition. All this material, with the exception of the pile of disused cement sheeting can be managed by: labelling, regular inspection and the provision of information to staff and others who may come into contact with it. The pile of unused asbestos cement sheeting should be removed as soon as is practicable and disposed of as Special Waste using licensed waste contractors. It should be noted that the use of all asbestos containing materials is now prohibited by law.

Other asbestos (Amosite) containing material was found in the form of a damaged, poorly sealed, insulating board ceiling and associated floor debris in the Workshop building adjacent to Barn 2. The damage to this ceiling consists of two holes, approximately 300m² in size, leaving exposed, unsealed edges. The sample of debris was found beneath one of these areas of damage, but it was difficult to assess the extent of the debris because of the large amount of straw, animal dung, disused equipment, tools and other stored items on the floor. The ceiling boards should be removed under controlled conditions and the whole area decontaminated by removal of all the contents of the room. In the interim, the building should be secured and access to it prohibited until remedial measures have taken place and the building declared safe to enter. A warning sign should be placed at the entrance to this effect and staff informed.

Other materials sampled were linoleum flooring, bitumen felt and another instance of ceiling board but none was found to contain asbestos. Detailed recommendations for all items surveyed can be found in Appendix 4: 'Material Assessment data Sheets'.

1. Stamp Duty

Place "X" in the appropriate box or boxes and complete the appropriate certificate.

- ☐ It is certified that this instrument falls within category ☐ in the Schedule to the Stamp Duty (Exempt Instruments) Regulations 1987
- ☐ It is certified that the transaction effected does not form part of a larger transaction or of a series of Transactions in respect of which the amount or value or the aggregate amount or value of the consideration exceeds the sum of £
- ☐ It is certified that this is an instrument on which stamp duty is not chargeable by virtue of the provisions of section 92 of the Finance Act 2001

2. Title Number(s) of the Property *Leave blank if not yet registered.*

3. Property

HOTHE COURT FARM BLEAN CANTERBURY KENT as shown edged red upon Plan and coloured pink on plan 2

4. Date

5. Transferor *Give full name(s) and company's registered number, if any.*

THE MASTER BROTHERS AND SISTERS of the HOSPITAL OF ST THOMAS THE MARTYR EASTBRIDGE (otherwise Eastbridge Hospital) registered charity number 213319 by and with the consent of THE RIGHT HONORABLE AND MOST REVEREND FATHER IN GOD ROWAN BY DIVINE PROVIDENCE LORD ARCHBISHOP OF CANTERBURY PRIMATE OF ALL ENGLAND AND METROPOLITAN as Patron of the said Hospital

6. Transferee for entry on the register *Give full name(s) and company's registered number, if any. For Scottish companies use an SC prefix and for limited liability partnerships use an OC prefix before the registered number, if any. For foreign companies give territory in which incorporated.*

UNIVERSITY OF KENT at CANTERBURY

Unless otherwise arranged with Land Registry headquarters, a certified copy of the Transferee's constitution (in English or Welsh) will be required if it is a body corporate but is not a company registered in England and Wales or Scotland under the Companies Acts.

7. Transferee's intended address(es) for service (including postcode) for entry on the register *You may give up to three addresses for service one of which must be a postal address but does not have to be within the UK. The other addresses can be any combination of a postal address, a box number at a UK document exchange or an electronic address.*

THE REGISTRY CANTERBURY KENT CT2 7NN

8. The Transferor transfers the Property to the Transferee

9. Consideration Place "X" in the appropriate box. State clearly the currency unit if other than sterling. If none of the boxes applies, insert an appropriate memorandum in the additional provisions panel.

- ☒ The Transferor has received from the Transferee for the Property the sum of *In words and figures.* ONE MILLION POUNDS PLUS VALUE ADDED TAX (£1,000,000.00)
- ☐ Insert other receipt as appropriate.
- ☐ The transfer is not for money or anything which has a monetary value

10. The Transferor transfers with Place "X" in the appropriate box and add any modifications.

- ☐ full title guarantee ☒ limited title guarantee

11. Declaration of trust Where there is more than one Transferee, place "X" in the appropriate box.

- ☐ The Transferees are to hold the Property on trust for themselves as joint tenants
- ☐ The Transferees are to hold the Property on trust for themselves as tenants in common in equal shares
- ☐ The Transferees are to hold the Property Complete as necessary.

12. Additional Provisions Insert here any required or permitted statements, certificates or applications and any agreed covenants, declarations, etc.

In this clause "Plan" means the Plan annexed to this Transfer

12.1 The Property is sold together with the benefit of the following:

- 12.1.1 a right of way in common with the Seller and all others entitled with and without vehicles at all times and for all purposes over and along the land coloured yellow on the plan between the points marked "A" and "B" "C - D" "E - F" and "AA - BB" and it is hereby agreed and declared that the right of way between points "E - F" is not less than 10 metres in width
- 12.1.2 a right of entry upon the Transferee's retained land adjacent to Hothe Court Farmhouse in order to maintain and repair the boundary fence between the Property and Hothe Court Farmhouse
- 12.1.3 the exceptions and reservations contained in a Transfer dated 26 January 2000 made between the Transferor and Jacqueline Elizabeth Pearce

12.2 The Property is sold subject to the following matters:

- 12.2.1 the right of way granted by a Transfer of the property known as Hothe Court Farmhouse dated 29th April 2005 made between the Transferor (1) and David John Keir (2)
- 12.2.2 a Wayleave dated 19th December 1962 in favour of the GPO
- 12.2.3 an Agreement dated 21st March 1969 in favour of Seeboard
- 12.2.4 A deed dated 10th October 1969 in favour of South Eastern Gas Board

12.3 The Transferor excepts and reserves the following rights for the Transferor's adjoining and retained land:

- 12.3.1 a right to pass and repass with or without vehicles at all times for agricultural purposes and field maintenance only along the accessways marked "B-G - H" "H - I" "H - J" and "X - C"

12.4. The Transferee covenants with the Transferor that it will maintain the following fences in good and stockproof condition "E - R" "U - W" "L - M" "W - X" "Y - Z" and "S - T"

12.5. The Transferee further covenants with the Transferor that it will not obstruct nor permit to be obstructed nor park or allow to be parked any vehicle on any part of the right of way hereinbefore granted between the points marked "AA" and "BB" on the Plan.

12.6. The Master Brothers and Sisters of the Hospital of St Thomas Eastbridge (otherwise Eastbridge Hospital) being the Transferor certify that they have power under the trusts of the Charity to effect this disposition and that they have complied with the provisions of Section 36 of the Charities Act 1993 so far as applicable to this disposition

12.7. The Property hereby transferred will be held by the University of Kent at Canterbury an exempt charity

13. It is hereby agreed and declared ^{acquire} between the parties hereto that neither the Transferor nor its successors in title shall (by virtue of this Transfer) ~~require~~ any right of light or air which would prejudice the free use and enjoyment of any of the Transferor's adjoining or retained land for building or for other purposes and that any enjoyment of light or air had by the Transferee or its successors in title from or over any such adjoining or retained land of the Transferor shall be deemed to be had by the consent of the Transferor.

14. Execution *The Transferor must execute this transfer as a deed using the space below. If there is more than one Transferor all must execute. Forms of execution are given in Schedule 9 to the Land Registration Rules 2003. If the Transfer contains Transferee's covenants or declarations or contains application by the Transferee (eg for a restriction) it must also be executed by the Transferee (all of them, if there is more than one)*

THE Common Seal of THE MASTER BROTHERS
AND SISTERS OF THE HOSPITAL OF ST THOMAS
EASTBRIDGE was affixed in the presence of:

*(Please leave at least half
a page between these executions
in order to accommodate the parties seals)*

Master

Executed as a Deed by THE MOST REVEREND
AND RIGHT HONOURABLE THE LORD
ARCHBISHOP OF CANTERBURY and sealed
With our Archiepiscopal Seal in the [third/fourth]
year of our translation

EXECUTED as a DEED by the UNIVERSITY
OF KENT AT CANTERBURY
acting by

Director

Director/Secretary

Plan 1

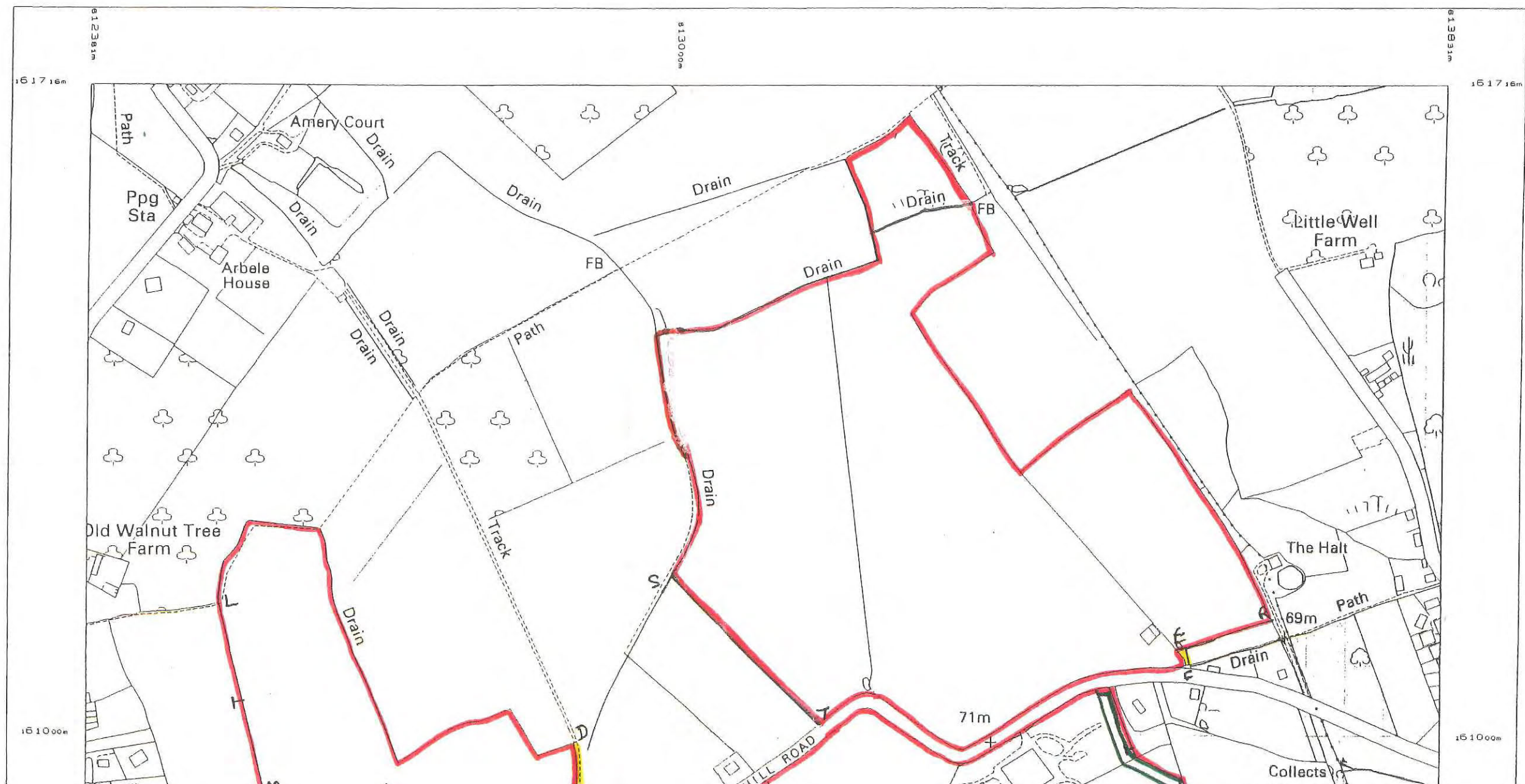
Revised 3. xi. 05

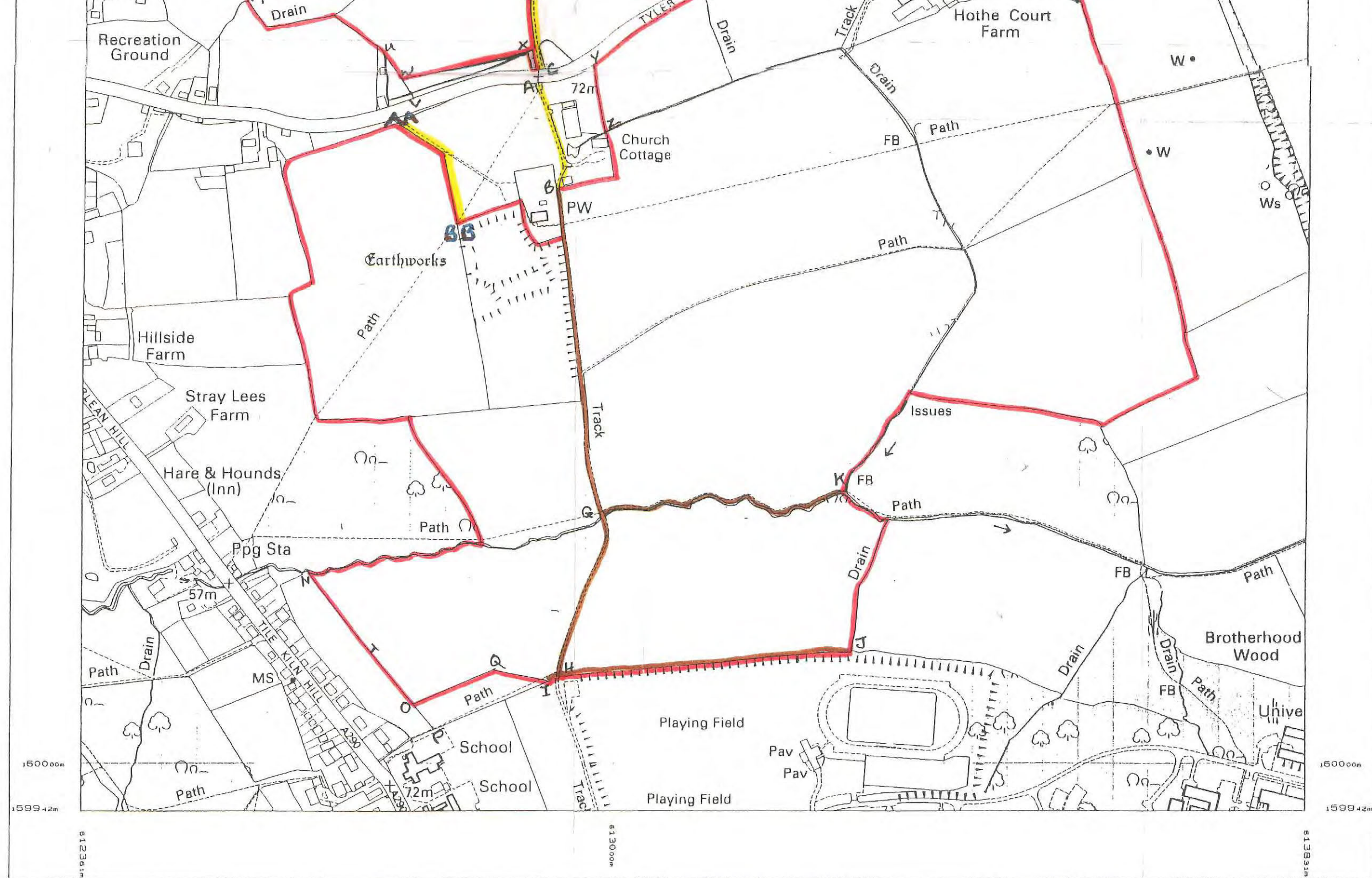
Further amended 22. xi. 0
to include right of way
between "AA - BB"

Boundary movement
above point S made from
the 1st W. Plan 6 30. xi. 05

OS Ordnance
Survey®

Landplan®





Plotted 28 Apr 2005 from Ordnance Survey
digitally derived data.

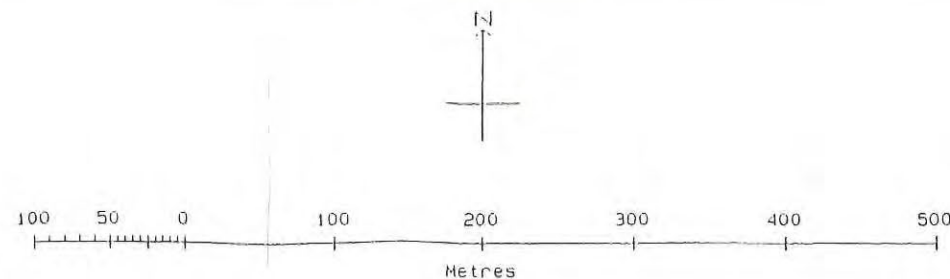
Produced using significant survey information
from Ordnance Survey basic-scales digital data,
and incorporated into Landplan Feb 2003.

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Administrative boundaries revised to Jan 2003

Additional boundaries information.



Scale 1: 5000

This Landplan plot is enlarged from derived
mapping produced at 1:10000 scale

Heights are given in metres above Newlyn Datum.
The representation of a road, track or
path is no evidence of a right of way.

The alignment of tunnels is approximate.

A Landplan symbols leaflet is available on
request from Ordnance Survey Options outlets.

Ordnance Survey, the OS Symbol, Landplan and
Superplan are registered trade marks of
Ordnance Survey, the national mapping agency
of Great Britain.

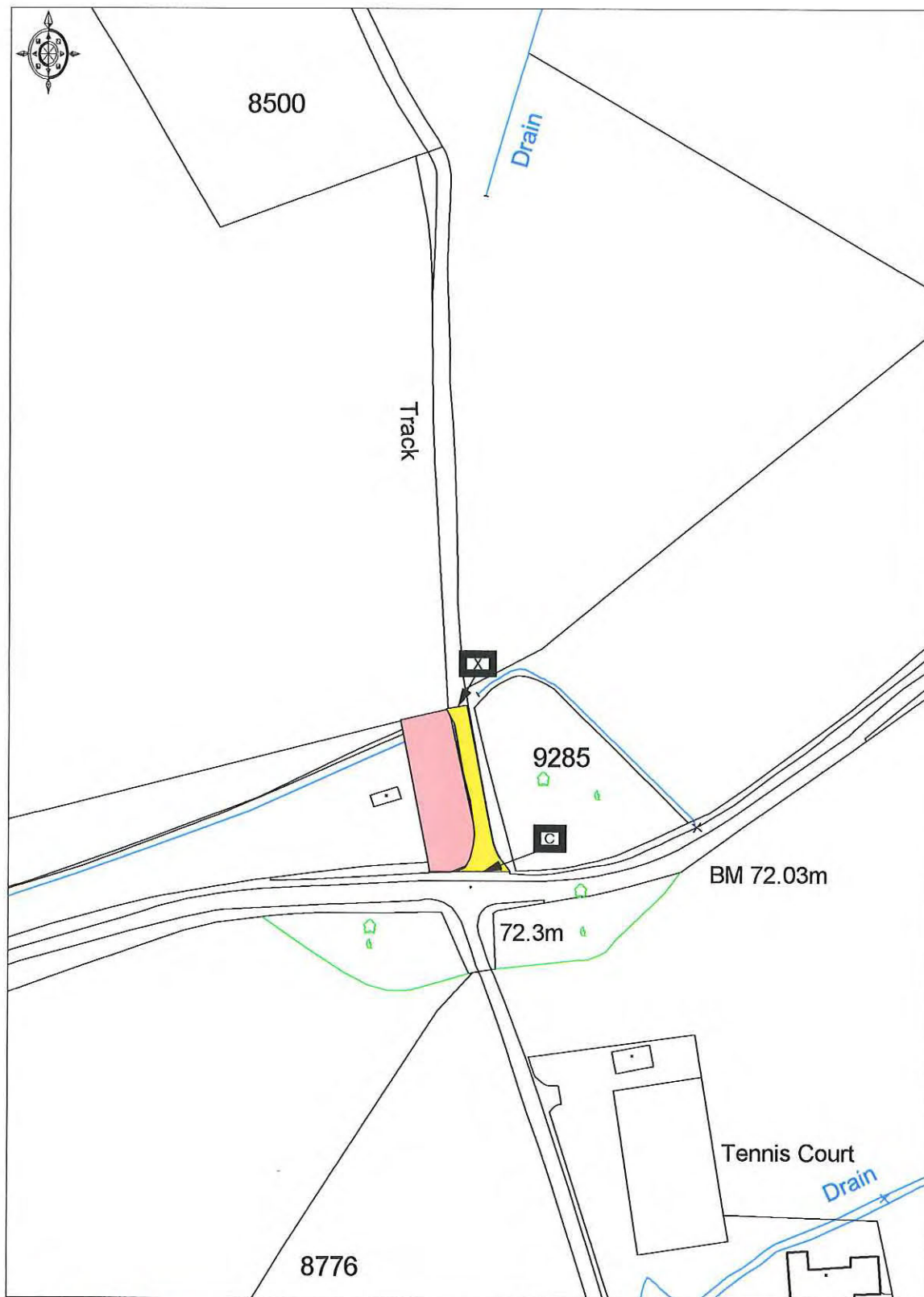
Plot centre coordinates: 613096 160829

Supplied by: KD Publications

Plot serial number: 00869500

Hothe Court Farm Sale
Pink land and points X and C

Plan 2



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This map was created with Promap

THIS DEED OF RECTIFICATION is made the _____ day of _____ 2009 between (i) **THE MASTER BROTHERS AND SISTERS OF THE HOSPITAL OF ST THOMAS THE MARTYR EASTBRIDGE (otherwise EASTBRIDGE HOSPITAL)** Registered Charity Number 213319 by and with the consent of the **RIGHT HONOURABLE AND MOST REVEREND FATHER IN GOD ROWAN BY DIVINE PROVIDENCE LORD ARCHBISHOP OF CANTERBURY PRIMATE OF ALL ENGLAND AND METROPOLITAN** as Patron of the said hospital ("Eastbridge") (ii) **THE UNIVERSITY OF KENT AT CANTERBURY** of the Registry at the University Canterbury Kent CT2 7NZ ("UKC") of the other part and (iii) **ALAN DAVID MARTIN** of 22 Station Road Whitstable Kent CT5 1LQ ("Mr Martin")

WHEREAS

1. By a Transfer dated the 28th April 2006 made between Eastbridge and UKC and in the same order (hereafter called the "UKC Transfer") certain land and premises situate at Hoath Court Farm Blean Canterbury Kent was transferred by Eastbridge to UKC together with the rights but subject to the exceptions reservations covenants and other matters more particularly referred to therein
2. Consequent upon registration at H M Land Registry of the UKC Transfer UKC is now the registered proprietor of the said land and premises (together with and subject as aforesaid) under title number K903818
3. By virtue of clause 12.3 to the UKC Transfer Eastbridge reserved unto itself for the benefit of its adjoining and retained land inter alia a right to pass with or without vehicles at all times for agricultural purposes and field maintenance only along the access way coloured yellow between the points X-C on the plan annexed hereto (hereinafter called "the Reservation")



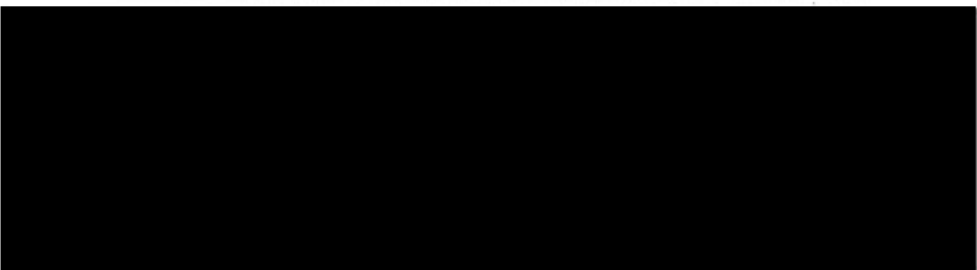
George Webb Finn

Tel: 01795 470556



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This map was created with Promap



4. By a Transfer dated the 2nd May 2006, made between Eastbridge and Mr Martin and in that order (hereinafter called "the Martin Transfer") the land and premises shown edged red on the said plan was transferred by Eastbridge to Mr Martin together with the benefit of a right of way for Mr Martin his successors in title and the owners and occupiers for the time being with or without vehicles at all times and for all purposes in connection with the use and enjoyment of the land thereby transferred over the land shown coloured yellow and coloured pink on the said plan
5. Eastbridge and UKC acknowledge that in order to facilitate the subsequent grant in the Martin Transfer hereinbefore mentioned the Reservation in the UKC Transfer should have extended to the land coloured pink on the said plan
6. To the extent that this error is recognised and acknowledged by the parties hereto and with the object and intent of enabling the grant of the right of way as envisaged by the Martin Transfer to be used and enjoyed by Mr Martin the parties hereto have agreed to enter into this Deed of Rectification

NOW THIS DEED WITNESSETH as follows:-

1. In consideration of the agreement Eastbridge and UKC hereby declare that clause 12.3 of the UKC Transfer shall be read and construed as if the same extended to all of the said land coloured yellow and coloured pink on the plan and they hereby together apply to the Chief Land Registrar to make the appropriate amendment in the registers of the said Title Number K
2. UKC and with Full Title Guarantee hereby grants unto Mr Martin his successors in title and the owners and occupiers for the time being a right of way with or without vehicles at all times and for all purposes in connection with the use and enjoyment of the land transferred in the Martin Transfer over the said land coloured pink on the plan and for

the avoidance of doubt it is hereby acknowledged by the parties hereto that Mr Martin already enjoys the benefit of a like right over the said land coloured yellow on the plan and by a virtue of the Martin Transfer

3. Insofar as he may have gained any tenancy under the Landlord & Tenant Act 1954 over the said land coloured pink on the plan and in consideration of the grant to him and his successors in title and the owners and occupiers for the time being contained in clause 2 hereof Mr Martin hereby and with full title guarantee surrenders unto UKC all or any such right to which he may be entitled
4. The Master Brothers and Sisters of The Hospital of St Thomas Eastbridge (otherwise Eastbridge Hospital) being the transferor of this deed certify that they have power under the trusts of the Charity to effect this disposition and that they have complied with the provisions of section 36 of the Charities Act 1993 so far as applicable to this disposition
5. IT IS HEREBY CERTIFIED that the land transferred is held by the Master Brothers and Sisters of the Hospital of St Thomas Eastbridge (otherwise Eastbridge Hospital) a non-exempt Charity and this Transfer is not one falling within paragraph (a)(b) or (c) of Section 36(9) of the Charities Act 1993 so that the restrictions on disposition imposed by Section 36 of that Act apply to the land
6. It is certified that the transaction effected by this document does not form part of a larger transaction or series of transactions in respect of which the amount or value or the aggregate amount or value of the consideration exceeds £125,000.00

Signed as a Deed by The Master Brothers and)
Sisters of the Hospital of St Thomas the Martyr)
Eastbridge in the presence of: -)

Witness Signature:

Witness Name:

Witness Address:

Signed as a Deed by The University of Kent at)
Canterbury in the presence of: -)

Witness Signature:

Witness Name:

Witness Address:

Signed as a Deed by Alan David Martin
in the presence of: -

Witness Signature:

Witness Name:

Witness Address:

Appendix II

Letter from Kent County Council

Kent County Council Requirements Regarding UKC Proposal for Blean Primary School Site

Kent County Council has been in discussion with the University of Kent's (UoK) agents regarding the proposed development of land to the north of the University (Canterbury Campus), which abuts the Blean Primary School (BPS). UoK is investigating the potential to purchase the Blean Primary School site to provide a secondary access to the development.

KCC's Assistant Director of Education (Marisa White) has discussed this proposal with the school's Head and Chair of Governors, who are agreeable in principle to the proposal.

Blean Primary School is a 420 place/2 Form Entry (FE) school and is currently a KCC Maintained School.

Discussions have taken place internally between Education, Estates, Disposals and Development Investment (s106). KCC would be agreeable to the disposal of the Blean Primary School site subject to the following requirements being met:

- Provision of a new school site within the development capable of re-providing Blean Primary School to meet all current standards. Site size is to be 2.05Ha (minimum) and provided according to KCC's [General Transfer Terms](#).
- Provision of a 2FE school build (either direct provision or full funding to enable KCC to build and open with nil cost exposure).
- Valuation - Section 123 of the Local Government Act – best consideration factoring in “Stokes v's Cambridge” principles, where appropriate, reflecting any wider scheme value share.
- No loss of education/sports time i.e., fully functioning 2FE school to be open prior to transfer of BPS site.
- Approvals:
 - Formal KCC approvals (Key Decision from relevant Cabinet Member & Director sign off on final terms & conditions to be agreed)
 - Section 77 of the Schools Standards and Framework Act 1998 – Self-certified consent to dispose of and replace playing fields – requires like-for-like or betterment of existing facilities.
 - Schedule 1 Consent Academies Act 2010 – to dispose of or change the use of school land & buildings (anticipated timeframe – 12 to 18 months)
 - BPS agreement to leases/disposal subject to their funding agreement.
 - Amendments to BPS Lease
 - The above approvals can be run in parallel.
- UoK to provide undertaking for KCC's reasonable Legal, Surveyor, Consultant, Valuation and Officer Fees.

Please note:

- The above does not take account of the requirement for additional primary education places necessary to meet the needs of the new development which

will be covered under a separate s.106 agreement. It deals solely with the re-provision of Blean Primary School.

- BPS's current land take is 2.43Ha.

Vicky Thistlewood

Kent County Council – Development Investment Team, Growth & Communities

[REDACTED]

2 October 2023

Appendix II

Soft Market Testing Questionnaire Template

Soft Market Testing Questionnaire

University of Kent

1. Reference Information

- 1.1 Developer
.....
- 1.2 Name of developer contact
.....
- 1.3 Date of conversation / completion of the questionnaire
.....

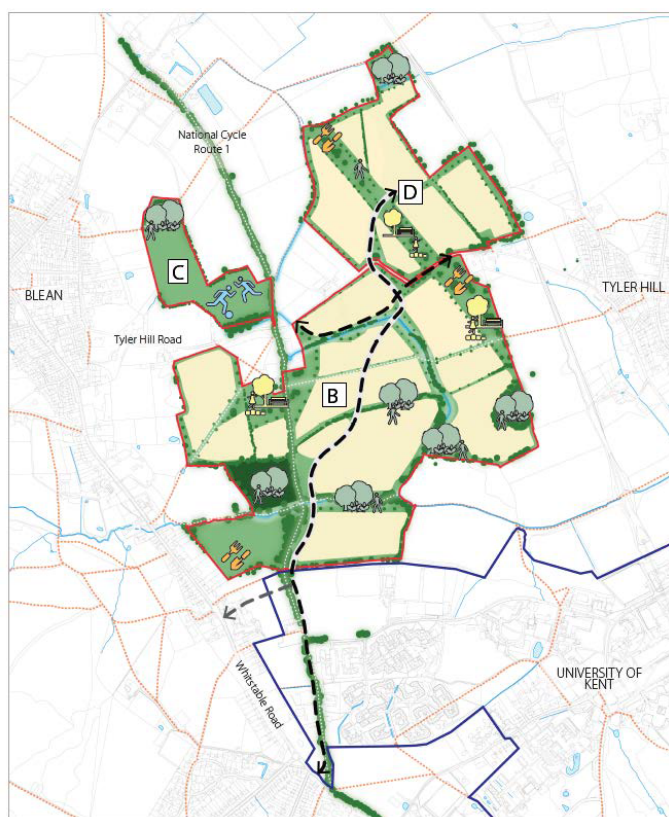
2. Interest Level

- 2.1 Were you aware of this site before this soft market testing exercise? If so, how did you find out about the site?
.....
.....
.....
.....
- 2.2 How does this opportunity compare to others that you may be considering – both positively and negatively?
.....
.....
.....
.....
- 2.3 Is your Organisation interested in the Site, and if not why?
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.....
.....
.....
- 2.4 Which uses would you be interested in delivering?
.....
.....
.....
.....

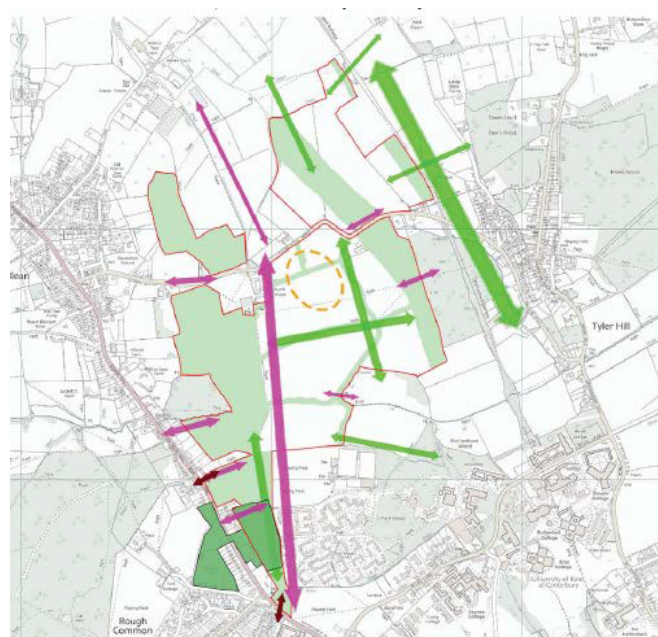
3. The Scheme

A concept masterplan has been produced and the architects are currently in the process of developing the illustrative masterplan to support the local plan allocation. The site has capacity for a comprehensive mixed use development comprising the following uses:

- Approximately 2,000 new dwellings.
- A local centre with commercial (min 1,250 sqm), local shopping & community (min 500sqm) and office space (min 4,000 sqm).
- A new 3FE primary school (3 ha).
- A new 2FE primary school (2.05 ha).
- A new high quality waste water treatment works.
- On-site open space.



Concept Masterplan



Key

- Site boundary
- Open space/ biodiversity opportunities- Indicative locations
- Green Gap
- Opportunities for green corridors
- Vehicle access- Indicative location
- Opportunities to improve cycling/walking access and safety
- Community hub- Indicative location

Draft Site Allocation

3.1 What do you consider to be the key challenges and opportunities this site presents?

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3.2 What are your initial observations and views on the masterplan as set out within the draft site allocation?

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3.3 What are your views on specific challenges to delivering the masterplan?

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.....

3.4 The masterplan is in its early stages therefore the residential typologies and mix is flexible. From a market perspective, what are your thoughts on the ideal typologies and mix of units?

.....

.....

.....

.....

4. The Market

4.1 What are your thoughts on the local market and likely end sales values?

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.....

.....

4.2 What are the key market challenges you’re facing and in particular what are your thoughts on build costs for a scheme such as this?

.....

.....

.....

.....

5. Planning & Delivery

Avison Young are acting on behalf of the University of Kent to secure a site allocation within the new Local Plan. The Council published the revised Regulation 18 version of the Draft Local Plan for public consultation in March and we are currently in the process of preparing representation to the Regulation 18 consultation.

The Regulation 19 Draft Local Plan will be published in October 2024 and the consultation period will run through to May, with submission of the Draft Local Plan to the secretary of state in June 2025. We are currently anticipating adoption of the Local Plan by summer 2026.

We are advising the University of Kent of the delivery strategy for the site and we're currently exploring the following options for disposal, with varying levels of planning certainty and market involvement:

- 1. Disposal of the site with the benefit of a **site allocation** within the new Local Plan.
- 2. The University progress with the planning process through to an outline planning application and disposes of the site with the benefit of **outline planning consent**.
- 3. Procurement of a developer partner once the site is allocated within the new Local Plan, whereby the university and developer partner will **jointly progress through planning**.

5.1 What would your preference be in regard to the three potential disposal options outlined above?

.....

.....

.....

.....

5.2 Are there any other disposal options you would be interested in and what are your views on the optimal route to the market?

.....

.....

.....

.....

5.3 At what stage of the planning process would you be interested in acquiring the site, ranging from acquisition of the site with the benefit of a draft allocation through to full planning consent?

.....

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5.4 What is your preference for a disposal or partnership approach?

.....

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.....

5.5 Please outline your views on how you might deliver the site:

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.....

6. General

6.1 Please outline any likely conditions and information required to satisfy a proposal:

.....

.....

.....

.....

6.2 Do you have any further comments or observations about the site?

.....

.....

.....

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.....

.....

Appendix III

Indicative Delivery Programme

[illegible]

Appendix IV

Viability Assessment



Local Plan Viability Assessment

University of Kent – Northern Site

Prepared for University of Kent

3 June 2024

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7. Appraisal Results 8

Appendices

Appendix 1 – Market Commentary

Appendix 2 – Appraisal Summary

Appendix 3 – Stage 1 Cost Estimate Report

Appendix 4 – S106 Calculation

Prepared By: Charles Trustram Eve MRICS RICS Registered Valuer, Director &
Juliet Farrow, MRICS RICS Registered Valuer, Associate Director

Status: Final

Date: 3 June 2024

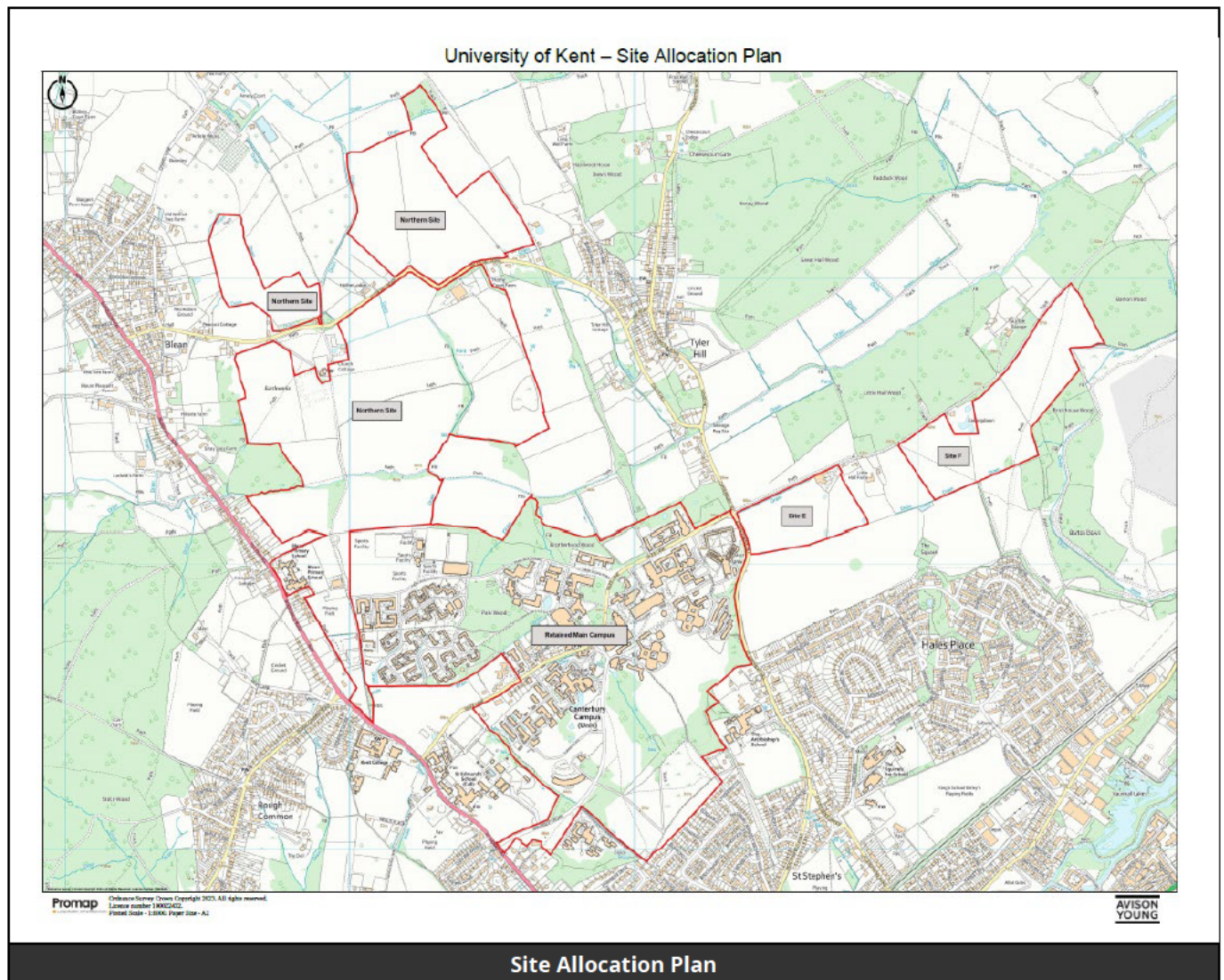
For and on behalf of Avison Young (UK) Limited

1. Introduction

- 1.1 Avison Young is instructed by the University of Kent (“the University”) to provide viability advice in relation to the Land North of University of Kent. The property is known as Northern Site. The land, c 93 ha (230 acres), is located to the north of the Main Retained Campus and comprises the main proposed redevelopment opportunity at this stage. The land is proposed for allocation in the Draft Canterbury District Local Plan 2020 to 2045 (the ‘Draft Local Plan’) and a viability assessment is required to demonstrate to the Canterbury City Council (“the Council”) that the proposed development of the Site is viable and deliverable.
- 1.2 The University’s team has undertaken an initial, high-level, masterplanning exercise in support of the draft local plan. The current masterplan indicates that the Northern Site could deliver circa 2,000 new homes together with a new local centre, primary schools and associated open space/play space/green infrastructure. The masterplan is an early-stage diagram, and it will require further refinement and testing before and at planning application stage to help ensure that the mix, location and quantum of land-uses is sustainable, viable and deliverable. The initial, high-level masterplan forms the basis of the viability assessment detailed in this Report.

2. Description

- 2.1 The Site extends to approximately 93 ha (230 acres) and is irregularly shaped. The Site is located directly to the north of The University’s main campus area and comprises several open fields largely separated by hedgerows, small tracts of woodland and drainage canals. The Site comprises three sites, B, C and D, but are to be treated as a single ‘Northern Site’.
- 2.2 The Site has agricultural land designation. The majority of Site B is classified as a mix of Grade 3a and 3b (Good to Moderate), alongside limited areas of Grade 2 (Very Good). Site B also includes some areas of non-agricultural land. The classification of the land in Site C is a mix of Grade 2 (Very Good) and subgrade 3a (Good). The classification of the land in Site D is part Grade 2 (Very Good), part subgrade 3a and part is classified as non-agricultural land.
- 2.3 The Site is predominantly surrounded by farmland to the North. The village of Blean is situated to the West which is comprised predominately low-rise terraced housing and local amenities including a doctor’s surgery, village hall, primary school and cafes. To the east it is bounded by the former Crab and Winkle railway corridor. Tyler Hill Road intersects the Site laterally and joins the A290 to the West.
- 2.4 The Site Allocation boundary is shown outlined in red below.



3. Tenure

- 3.1 We have not had sight of a Report on Title. The freehold of the Site is comprised in more than one title and includes land owned by Kent County Council ("County").
- 3.2 The majority of the Site, 97%, is owned by the University. The balance of the Site is owned by the County. The County has confirmed that it is agreeable in principle to a disposal of Blean Primary School and the land east of the school in order to provide a secondary access to the development.
- 3.3 In summary, the Site comprises the following titles:
- K968605 - Blean Primary School – Kent County Council
 - K239332 - Land east of Primary School – Kent County Council
 - K903818 – University of Kent
- 3.4 There are no restrictive covenants or restrictions on the land that prevent the land being developed.
- 3.5 The University confirms that the land is available for immediate development.

4. Masterplan

- 4.1 The University's team has undertaken an initial, high-level master planning exercise in support of the Representation. The current masterplan indicates that the Site could deliver circa 2,000 new homes together with a new local centre, primary schools and associated open space/play space/green infrastructure).
- 4.2 The masterplan will require further refinement and testing up to and at the planning application stage to help ensure that the mix, location and quantum of land-uses is sustainable, viable and deliverable.



5. Market Commentary

- 5.1 We have prepared a commentary on the market for housing in Canterbury and included comments on national market conditions. It is attached in Appendix 1.

6. Development Assumptions

Housing Mix

- 6.1 We have used the same unit mix as that applied in our previous viability advice. The housing mix is informed by a Market Demand Report that Avison Young produced in May 2021. This was based on an analysis of the local housing market, including a full review of new build development schemes in the surrounding Canterbury area. The mix used in our appraisal is:

Unit Type	Market Mix	Affordable Mix
1 Bed Flat	2%	10%
2 Bed Flat	10%	25%
2 Bed House	20%	25%
3 Bed House	41%	35%
4+ Bed House	27%	5%

Values

6.2 We have assessed the private market values using comparable evidence, as detailed in Appendix 1.

6.3 Our value assumptions are shown below. It generates a blended value of £387 per sq ft.

	Unit Size	Unit Size	Market Value	Per Sq Ft
1 Bed Flat	50 sqm	538 sqft	£210,000	£390
2 Bed Flat	70 sqm	753 sqft	£295,000	£392
2 Bed House	79 sqm	850 sqft	£330,000	£388
3 Bed House	102 sqm	1,098 sqft	£425,000	£387
4 Bed House	121 sqm	1,302 sqft	£500,000	£384

6.4 Emerging Policy DS1 requires that new development proposals should provide affordable housing at 30% of all the housing. Affordable housing should be provided at a ratio of 66% rented (affordable or social), 25% First Homes and 9% other affordable home ownership models. We have applied these provisions in our appraisal.

6.5 Our assessment of the value of housing for Affordable Rent is calculated using Canterbury BRMA rents, with a deduction for management, maintenance, voids, bad debts, service and estate charges. The net income has then been capitalised.

6.6 Our assessment of the value of housing for First Homes provides for a discount of at least 30% to eligible first-time buyers. The maximum discounted purchase price of a First Home at initial sale is £250,000. The values we have adopted are between 50% and 70% of the undiscounted market value.

6.7 Our assessment of the value of Shared Ownership is calculated assuming a sale of an initial tranche of equity of 30-50% of equity and an assumed rent of 2.5% is paid on the retained equity. The rent, which includes a deduction for bad debts and management, has been capitalised. There is also a deduction for the cost of sale of the initial equity.

6.8 We have applied the following affordable housing values.

	Per Sq Ft	% of Market Value
Affordable Rent	£221	57%
First Homes	£248	64%
Shared Ownership	£258	67%

6.9 Our assumptions give the following total GDV:

	2,000 Units
Private Sales	£572.5m
Affordable Housing	£125.3m
Total	£697.8m

6.10 The table below summaries the blended value per sq ft applied in our appraisal.

	AY June 2024
Private GDV	£387 per sqft
Affordable Rent	£221 per sqft
First Homes	£248 per sqft
Shared Ownership	£259 per sqft
Blended Affordable	£231 per sqft

Costs

6.11 We set out below our cost assumptions:

Assumption	AY June 2024
House Build Costs incl externals @ 15%	£176 per sqft
Comments	<i>Our Quantity Surveyors have prepared a Stage 1 Cost Estimate Report which is provided at Appendix 3. This provides a breakdown of how the build costs have been calculated.</i>
S106	£17,500 per unit
Comments	<i>'Summary of Contributions required by KCC 2022/23' applied incl £20m for 2 primary schools – See appendix 4</i>
CIL	£199 per sqm
Comments	<i>CIL Charging schedule 2020 indexed (6.29%)</i>
Infrastructure	£24.7m access road (Source: WSP) £48m (Source: AY) £2.2 million nutrient neutrality (Source: WSP) £74.9m
Comments	<i>Based on cost plan from WSP plus additional allowance per unit by Avison Young (high level assumptions) Appendix 3. WSP have advised on the nutrient neutrality sum.</i>
Biodiversity Net Gain	£602,268
Comments	<i>£6,476 per Ha as per HDH local plan viability test for 20% BNG Offset on Greenfield Sites</i>
Contingency	5% - housing build costs 10% - Infrastructure
Professional Fees	5% - housing build costs 10% - Infrastructure costs
Finance	6.5%

Assumption	AY June 2024
Agents and Marketing Fees	2.75%
Legal Fees	£800 per unit
Profit	Private - 20% on GDV Affordable - 6% on GDV Blended - 17.48%

6.12 The Infrastructure Costs include:

- site clearance and preparation,
- earth works,
- on-site highways,
- paths and cycle ways,
- surface water and foul water drainage,
- utilities (including reinforcement),
- green infrastructure and ecology.

6.13 Further information can be found within the Cost Plan attached at Appendix 3.

6.14 Nutrient Neutrality - We have been advised by WSP that there will be a cost of mitigation for nutrient neutrality for any housing completions prior to 2030. WSP has advised that a cost of £2.2m will still be required to purchase Natural England Nutrient Mitigation Scheme credits. This sum has been included within our appraisal.

6.15 Blean Primary School – We are advised that the cost of re-providing Blean Primary School on site is estimated to be £10.0m. Within our total S106 allowance, we have included £20 million for two primary schools.

Timings

6.16 We have adopted the following phasing:

	Duration	Start/End
Pre-Construction and Enabling	6 months	1 to 6
Housing Construction and Infrastructure	11.5 years	13 to 150
Sales	11 years	24 to 155

6.17 Our phasing assumes a housing build period of 138 months, with construction finishing in year 13. Our assumptions equate to 200 units sold per annum (including private and affordable) from year 5 onwards, with lower sales rates assumed in the first two years of sales.

7. Appraisal Results

7.1 We have summarised our appraisal results below, and the appraisal can be found in Appendix 2.

	AY June 2024
GDV	£697.8m
Construction Costs	£357.1m
Infrastructure	£74.9m
S106	£35m
CIL	£28m
BNG Off Set	£0.602m
Professional Fees	£17.85m
Disposal Fees	£17m
Finance	£18m
Residual Land Value	£25.2m
Per Dwelling	£12,600

Please note that the contents of this Report do not constitute a Royal Institution of Chartered Surveyors (RICS) Valuation Standards (Red Book) Valuation and should not be treated as such.

Appendix 1 – Market Commentary



Residential Market Report

University of Kent

3 June 2024

Contents

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3. Local Housing Market Commentary 13

Report title: Residential Market Report

Prepared by: Avison Young

Status: Final

Date: 3 June 2024

For and on behalf of Avison Young (UK) Limited

1. Economic Overview

Overview

- 1.1 Global financial markets have been volatile in the last few months, as expectations have seesawed on how soon central banks might start cutting interest rates.
- 1.2 The Q3 and Q4 2023 GDP figures showed the UK economy entered a technical recession in the second half of last year.
- 1.3 However, the monthly GDP figures for January and February 2024 suggest the economy has now emerged from recession. Month-on-month GDP increased by 0.3% in January and 0.1% in February.

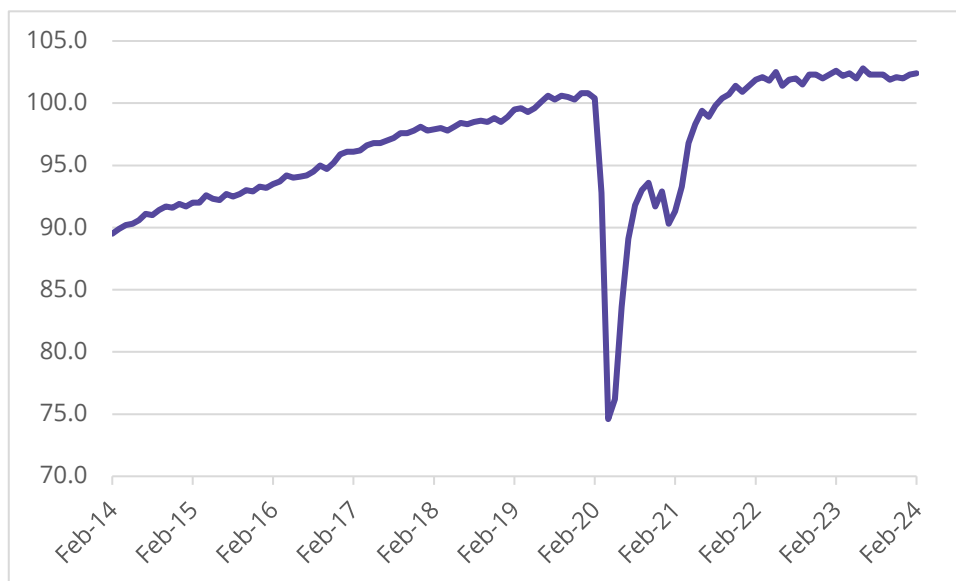


Chart 1 – Monthly UK GDP Index – 100 = 2019. Source: ONS

- 1.4 Services GDP grew by 0.1% m-on-m in February, up from 0.3% in January. The deceleration in part related to an output decline for the retail sector, following a strong January. The transport and storage sector reported robust figures, as did information and communication.
- 1.5 Production sector rebounded by 1.1% in February, following a figure of -0.3% in January. While output for the North Sea energy sector declined, the manufacturing sector saw an increase of 1.2%. There was a notable rise in vehicle production.
- 1.6 The Construction sector saw a contraction of -1.9% in February, marking a sharp reversal of the 1.1% increase recorded in January. This was attributed to poor weather, particularly heavy rainfall in southern England.
- 1.7 Public sector borrowing stood at £8.4 billion in February 2024, which was down by £3.4 billion on a year earlier. The national debt is currently the equivalent of 97.1% of GDP, and in recent months has shown signs of plateauing.
- 1.8 The UK composite Purchasing Managers' Index (PMI) edged down in March to 52.8, compared to 53.0 in February. A reading of above 50.0 suggests the economy is growing, and the headline PMI figure was in positive territory for a fifth consecutive month.

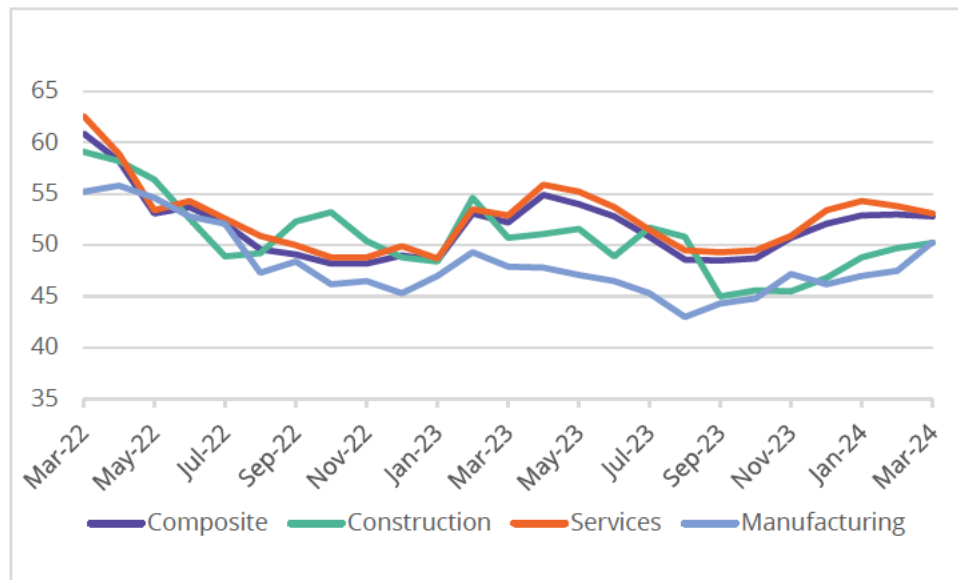


Chart 2 – UK PMI Indices. Source: Macrobond

- 1.9 The services sector PMI declined from 53.8 in February to 53.1 in March. Encouragingly, the manufacturing PMI rose from 47.5 in February to 50.3 in March, ending a 19-month run of readings below the 50 mark.
- 1.10 Bank of England data reported that credit card debt saw net growth of £510 million in February, compared to £775 million in January. Mortgage debt increased by £1.5 billion in February, following two months where repayments exceeded new lending.
- 1.11 GfK's UK consumer confidence index was unchanged at -21 in March. The reading is low by historic standards – the 10-year average prior to Covid was -12.8.
- 1.12 Retail sales volume flatlined on a m-on-m basis in February, following a strong increase of 3.6% in January. Growth for sales in clothing, department stores and online were counterbalanced by falls for food and fuel retailers. ONS said wet weather hit footfall.

Labour Market

- 1.13 The employment rate stood at 75.0% in the three months to January 2024, which is below the 76.6% figure recorded in February 2020 before the pandemic. This is due to a higher inactivity rate today. The unemployment rate stood at 3.9%. This is low by historic standards and indicates a tight labour market.

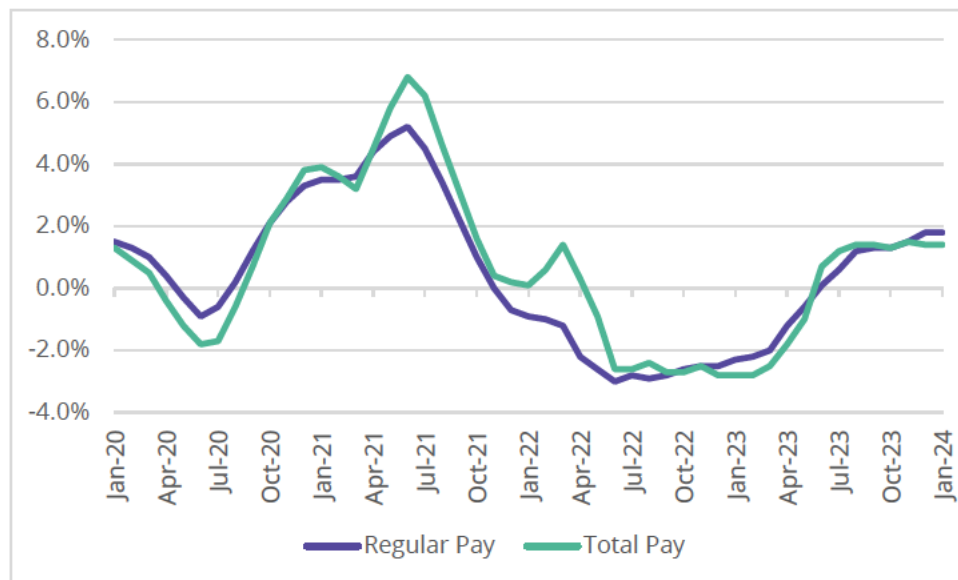


Chart 3 – Real-terms UK Pay Growth. Source: Macrobond

- 1.14 Recent indicators point to a moderate slowing in labour demand, such as the number of job vacancies gradually easing to 908,000 in February 2024, after peaking at 1.3 million in June 2022.
- 1.15 Regular pay growth stood at 6.1% in nominal terms in January, but was just 1.8% in real terms. Nominal pay growth has started to fall, while in real terms it has increased due to lower inflation.

Inflation

- 1.16 CPI inflation fell from 4.0% in January to 3.4% in February. We are expecting significant declines in UK inflation in the coming months.
- 1.17 Core inflation (which excludes volatile items like fuel and food) decelerated from 5.1% in January to 4.5% in February. That core inflation is dropping sharply increases the likelihood we may see a Base Rate cut in the coming months.
- 1.18 At the March meeting of the Bank of England's Monetary Policy Committee (MPC) the decision was taken to leave the UK base rate unchanged at 5.25%. The public comments coming from most (but not all) MPC members have become more dovish in recent months.

Outlook

- 1.19 Higher living costs in the UK, in part due to fourteen interest rate hikes since December 2021, have been weighing heavily on the consumer side of the economy.
- 1.20 Falling inflation would normally ease this pressure on incomes. However, because interest rates have increased in the last two years, consumers and firms are now spending more on debt repayments, counterbalancing much of the benefit from declining inflation.
- 1.21 The UK GDP figures show the economy has been either contracting or stagnant for some time now, although there have been tentative signs of a turning point this year. Oxford Economics is currently predicting 0.5% full year UK GDP growth in 2024, then 2.0% in 2025 and 2.0% in 2026.
- 1.22 Stronger than expected US inflation has prompted the financial markets to speculate the Federal Reserve will be slower to cut interest rates than was previously expected. Market expectations on when the Bank of England will still start to reduce rates have also moved back as a consequence.

-
- 1.23 However, many economists, such as Oxford Economics, are still predicting the Bank of England will cut the Base Rate in June. Our view is the drivers of inflation are very different in the UK compared to the US, and we believe upcoming data will justify a Bank of England cut in June.
- 1.24 The UK economy is facing significant headwinds such as weak growth, volatile financial markets and heightened geo-political risks. A sharp escalation of one or more of these factors might increase the risk of a double-dip recession.
- 1.25 Moreover, there are a number of risks that could dampen the pace of a future economic recovery, such as labour shortages in key industries and any future austerity measures introduced to bring down the government's debt burden. Also, the UK will face a general election at some point in the coming months, and there is a growing likelihood of a change of government, which will increase political uncertainty.
- 1.26 Consequently, we view the risks as being on the downside.

2. National Housing Market Commentary

The Housing Market

- 2.1 The Nationwide House Price Index UK saw 1.0% y/y growth over Q1 2024, up from -2.3% in Q4 2023 and the latest March figure was 1.6% ahead of the same time last year. Halifax's figures were more positive, showing a quarterly increase of 2.0%. Nationwide remains our preferred index until the Land Registry data becomes available (it lags significantly).
- 2.2 The market continues to be resilient and looks to be in recovery mode (albeit subdued). Overall, pricing has held up remarkably well over the last year given the extent of the headwinds; interest rates rising from 1.25% in June 22 to 5%, the short-term shock of the mini-budget, ongoing pressure on costs of living and lacklustre economic performance.

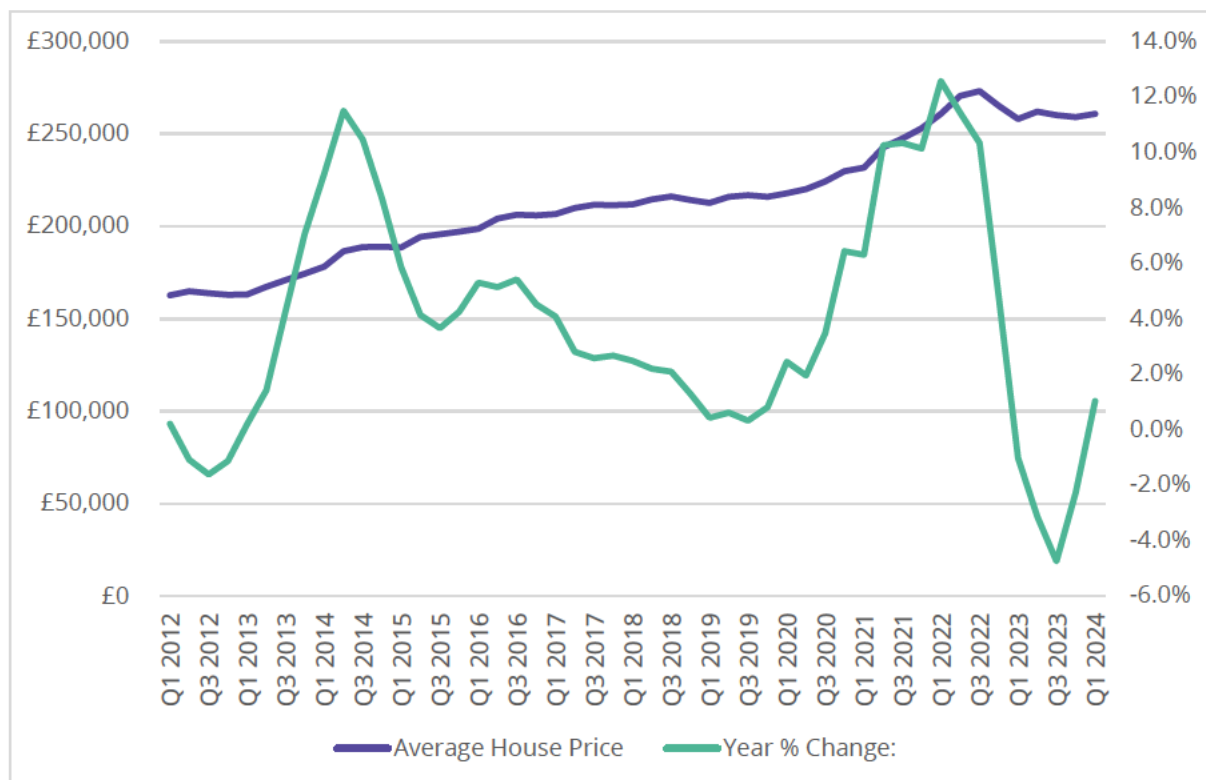


Chart 4 – UK house prices. Source: Nationwide

- 2.3 There is uncertainty around when the Bank Rate cuts will commence and this will be the key driver of housing market performance this year. Rate cuts will bring a recovery in demand from mortgaged buyers, as indicated by mortgage approval data starting to recover in October and November as mortgage rates improved.
- 2.4 However, while the outlook this year is more positive, currently affordability for mortgage reliant buyers is still significantly worse than it has been in recent years and near-term activity will remain relatively subdued with minimal movement in prices.
- 2.5 The economic outlook should be fairly supportive as it is broadly more stable than it was for a lot of last year which is good for households' willingness to undertake a new home purchase. The prospect of tax cuts ahead of an election could also help boost activity. The most recent transaction data is still weak though. HMRC data from March shows that transactions were down 6% y/y and 15% down on

the 2014-2019 average. Having said this, they have been improving and March's figure was 1.4% up on February's.

- 2.6 Mortgage approval data is a more forward-looking indicator of activity and began to pick up over the course of the last quarter. March's mortgage approvals for home purchase (latest data) were 1.4% higher than in February and 40% higher on the same time last year, suggesting transactions will pick up in coming months. Mortgage approvals are now only 7% below the 2014-19 average.
- 2.7 As a useful lead indicator, the most recent RICS Residential survey provided some of the most upbeat responses in a long time. The new buyer enquiries series posted an increase in every month of the quarter. As such, this is now consistent with a gradual recovery coming through for buyer demand. Although still relatively modest in a longer-term context, the latest reading was the most positive since February 2022.
- 2.8 Interest rates remain the main driver of the current housing market dynamic and the cost of mortgage finance is a key barometer for household affordability. It is therefore useful to look at the relationship between the cost of mortgage finance and the extent of house price corrections in previous cycles.
- 2.9 The chart below shows the monthly cost of a new 80% LTV mortgage on average-priced house purchase as a proportion of median full-time disposable income after tax.

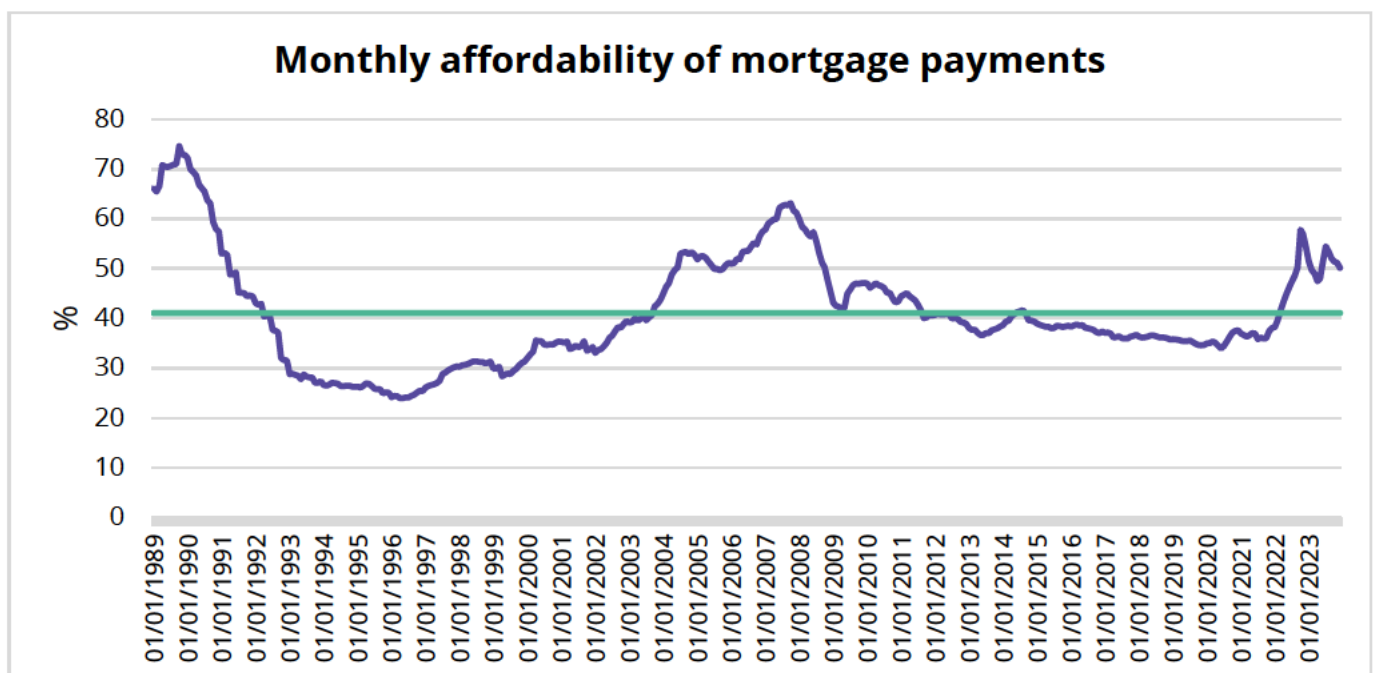


Chart 5 – Monthly affordability of mortgage payments. Source: AY, Capital Economics, Bank of England

- 2.10 Based on past housing market downturns, in January 2023 we thought the cost of monthly mortgage payments for a new home purchase would have to fall to around 45% of the median salary for demand to strengthen enough to stabilise house prices. But the resilience of the market and recovery in prices in the last quarter suggests that the affordability tipping point for house prices is instead more like 50% of median pay.
- 2.11 This is because multiple factors are serving to protect against repossessions and forced-sales (which bring significant downward price pressure) which were a big feature of previous recessions.

- 2.12 **Strength of the labour market** – the UK unemployment rate remains extremely low by historic standards, despite increasingly slightly recently. Oxford Economics are predicting unemployment to peak at 4.4% and Capital Economics 4.5%. In the GFC it hit 8.4% and in the early 1990's correction it was over 10%. Also, wage growth has (and continues to be) strong. Average weekly earnings have risen 20% since 2019 and the most recent data (February) was still 6%.
- 2.13 **Tenure trends** – there are significantly less mortgaged households than in the previous two corrections. In 1989, 40% of households had a mortgage and 38% at the start of the GFC. Currently, 30% of households have mortgages, with higher proportions owning outright or living in the rented sector. (Source: DLUHC)
- 2.14 **More prudent lending** – in 2014 the FPC introduced mortgage market regulation - including loan to income flow limit on lending to borrowers with LTI's at or above 4.5. The FCA also introduced responsible lending requirements. Accordingly, lenders now have far less high LTV lending on their books, at the time of the GFC around 25% of mortgages had LTVs over 75% compared to less than 10% now. (Source: Bank of England, ONS)
- 2.15 **Prevalence of fixed rate lending** – the proportion of borrowers with fixed rate mortgages is far higher than at the start of the GFC, when around 70% of mortgages were fixed rate compared to 96% at the start of the current hiking cycle. In the early 1990's only around 30% of mortgages were fixed rate.

- 2.15.1. The proportion of those with a five-year fix also increased in the run up to the start of the current cycle (see chart below). This suggests that borrowers were anticipating rising rates and acted to lock in more attractive terms.

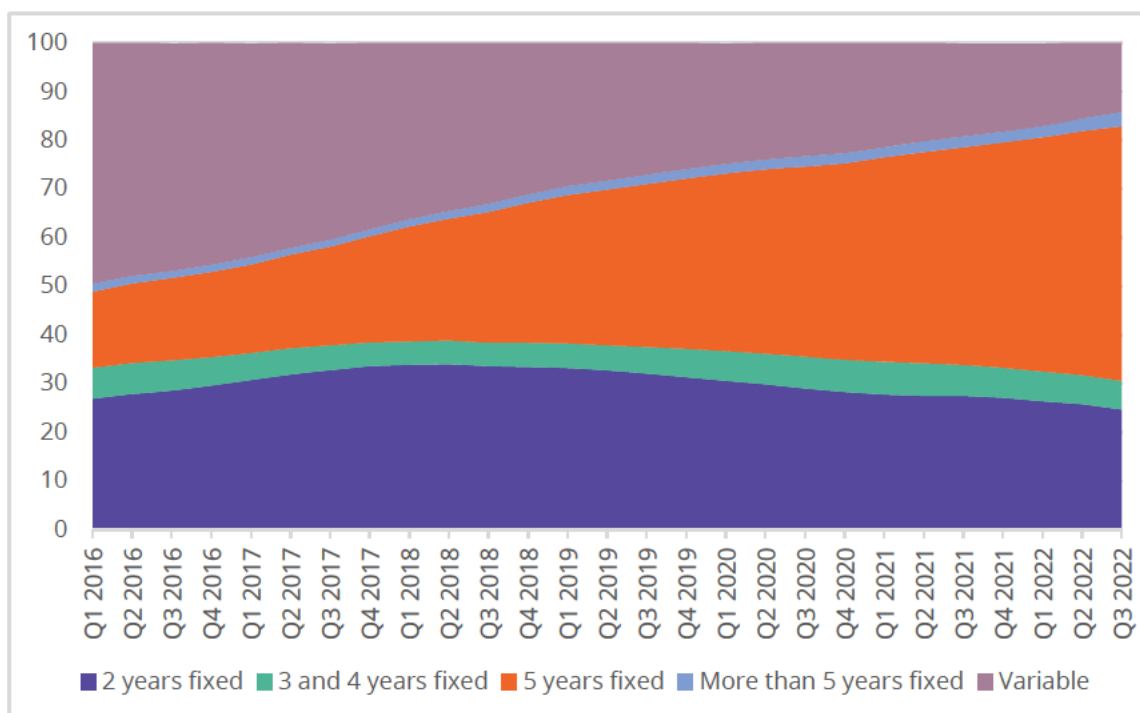


Chart 6 – Change in distribution of mortgage types. Source: Bank of England, ONS

- 2.15.2. While the extent of fixed rate mortgages will mitigate the fall-out from higher interest rates (particularly the increase in five-year fixes), monthly repayments significantly increase for those that need to re-mortgage. There are around 1.95m mortgages due to expire over the next twelve months of which 895,000 are on rates under 2%.

- 2.15.3. But – as part of the mortgage market measures introduced in 2014, borrowers were required to be stress tested to a 3% increase on the standard variable rate (SVR) at the end of their fixed term. So, looking at historic mortgage market data, a borrower taking out a two-year fix at 2% in 2019 would see a reversion to an SVR of 4.9% at the end of the term. They would need to be able to afford their repayments if the SVR rose to 7.9% within five years.
- 2.15.4. This implies that the majority of these households should be able to withstand the current levels of interest rates and even some further rises (although undoubtedly will experience significant pressure on finances). It is even likely that many of the 895,000 or so households that are currently on rates under 2% will have been stress tested to levels that are higher than the current average mortgage rates. Clearly these households are the most exposed but they make up less than 7% of the approx. 13.1million outstanding mortgages.
- 2.16 **Lower household debt levels** - overall household debt levels are far lower than pre GFC. It was 126% in Q3 last year, compared to almost 150% just before the last major correction. This means that households overall are better placed to absorb the squeeze from higher mortgage costs.
- 2.17 **Forbearance** – the banking sector is well capitalised, profitable and under a lot of political pressure to do as much as possible to support households with payment difficulties. There has been formal agreement between the UK's principal mortgage lenders and government that:
- 2.17.1. Allows for 12 months of missed payments before foreclosure can begin;
- 2.17.2. Can switch to an interest-only mortgage for six months, or extend their mortgage term to reduce their monthly payments and switch back to their original term within the first six months, if they choose to. Both options can be taken without a new affordability check or affecting their credit score;
- 2.17.3. Customers approaching the end of a fixed rate deal will be offered the chance to lock in a deal up to six months ahead. They will also be able to apply for a better deal right up until their new term starts, if one is available.
- 2.18 So, despite the sharp increase in the cost of servicing debt and other pressures on household finances, the counterbalances mean the housing market has been very resilient and crucially there is no reason to believe these factors will recede over the next twelve months. There are downside risks though, if the BoE needs to hold rates higher for longer, then we could see renewed house price falls.

The Regional Markets

- 2.19 All regions saw an improvement in their annual rate of growth in the Q1 2024 data. The Nationwide data showed that while we still saw declines in some regions, the rates of decline had slowed and there was positive growth in eight regions.
- 2.20 The RICS residential survey provides a more forward-looking indicator than measures of house price growth and paints an optimistic picture of the market. When disaggregated, all regions/ countries have seen their readings for the house price series either turn less negative or move into positive territory when compared to the start of the year. Respondents expect all parts of the UK to see a rise in house prices over the year to come, with sentiment particularly robust in Northern Ireland, London and Scotland.

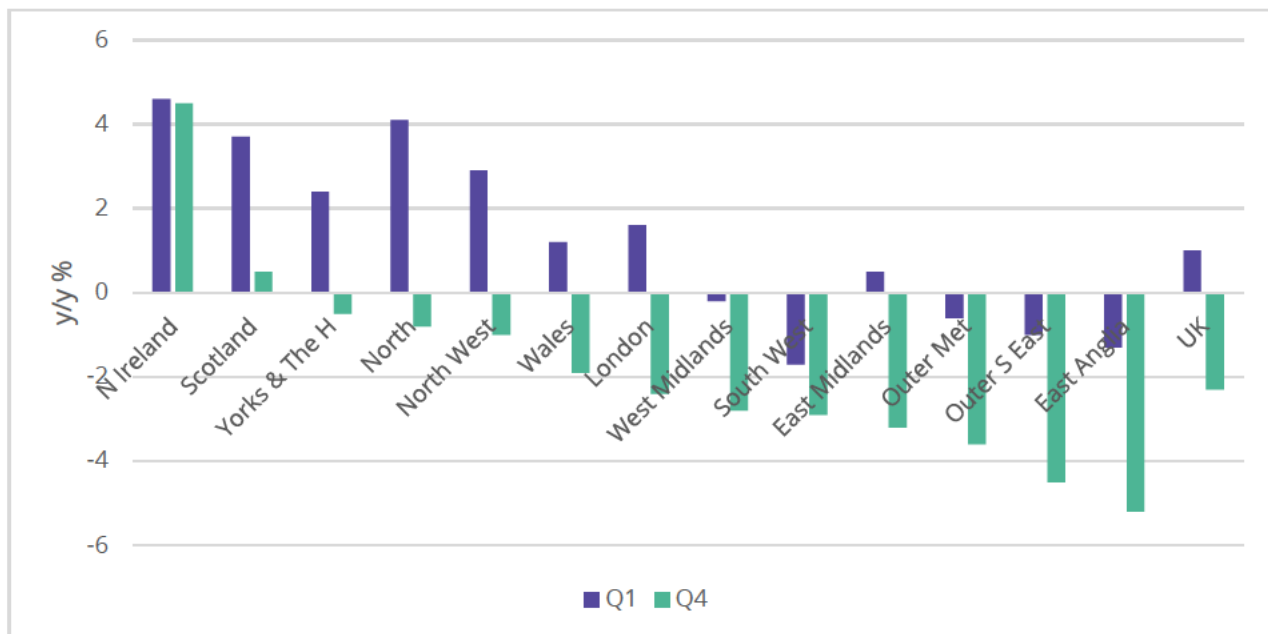


Chart 7 – Regional house price growth. Source: Nationwide

The Lettings Market

- 2.21 The performance in the rental market is a contrast to the sales market. All measures of rental growth have remained strong according to most recent data (some of which lags the sales data) although in some cases have slowed from the highs seen earlier last year. The ONS Price Index of Private Rents showed that average UK private rents increased 9.2% in Q1, an increase from 8.2% in Q4.
- 2.22 It is important to note that supply and demand pressures can take time to feed through to this index which reflects price changes for all private rental properties rather than only newly advertised rental properties, which may experience sharper movements.
- 2.23 The strength of rental growth illustrates the structural supply/demand imbalance in the rental market. Having said this, according to the latest RICS residential survey, the gap between the two is decreasing, at least in the near term. We expect this will widen again in the summer but we do think that growth over the remainder of the year is likely to cool from the level seen in 2023.

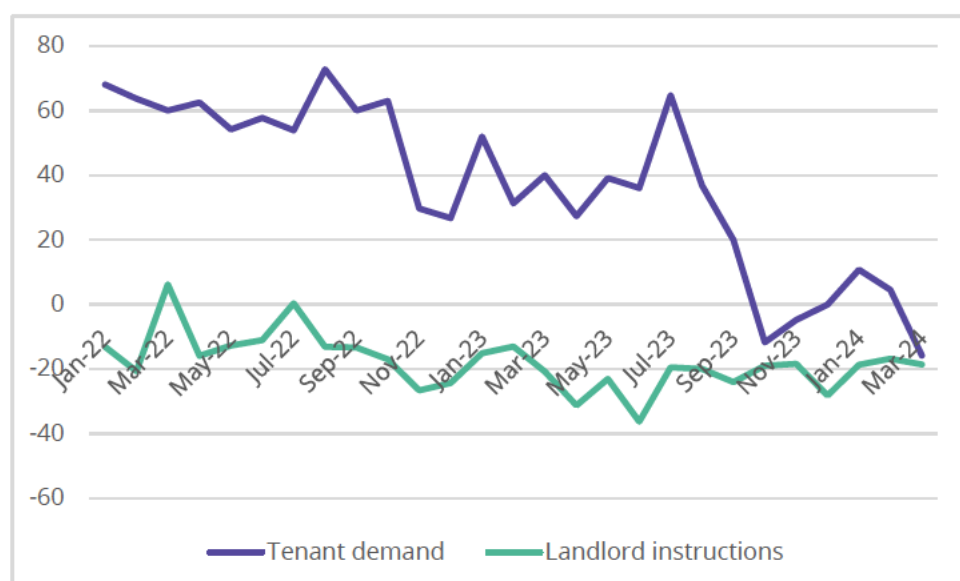


Chart 8 – Rental market supply and demand. Source: RICS

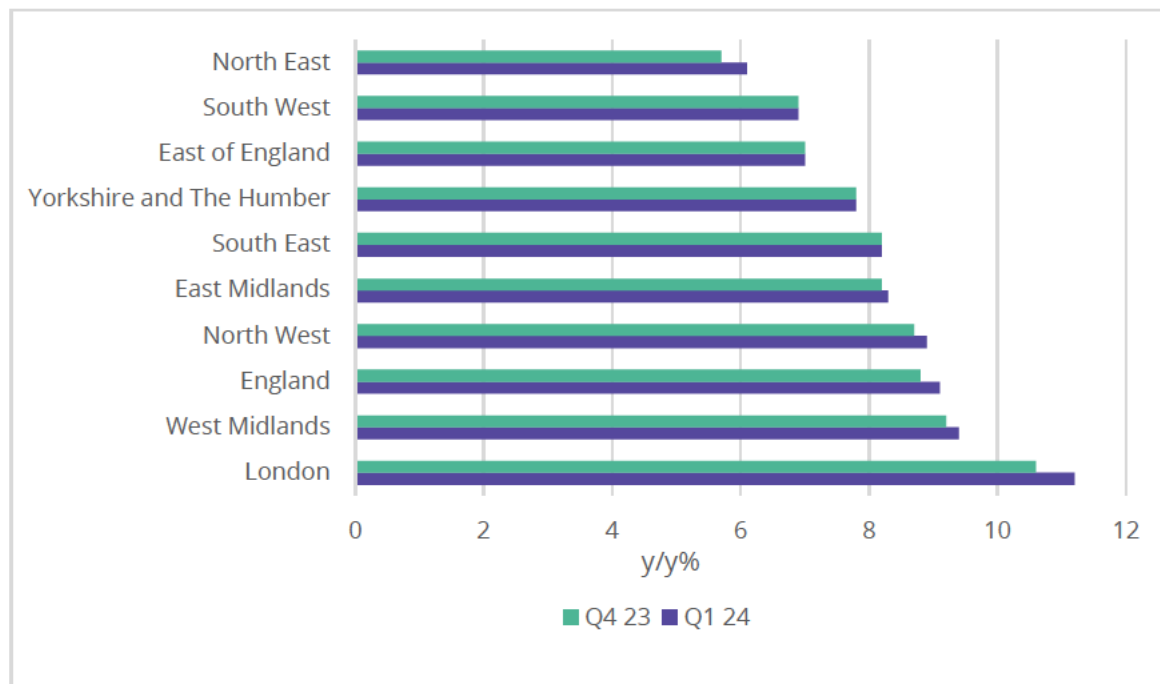


Chart 9 – Regional private rental growth. Source: ONS

Housing Delivery

- 2.24 The number of new homes delivered in 2023 was almost 10% lower than 2022 with 231,000 completions. Despite being well short of 300,000 homes it is relatively stable given the wider macro context over the last two years. However, the outlook is not encouraging with planning consents over 2023 reaching their lowest level in 10 years. With the recent introduction of new building regulations along, a slow housing market and a likely period of hesitancy while the election plays it is probable they will remain suppressed this year.

3. Kent and South-East Housing Market Commentary

Note: all house price data used within this section is Land Registry unless otherwise specified

House Prices

- 3.1 House price growth in Kent and the South-East slightly underperformed the UK over the last 12 months (year to end of Q1'24). The South-East saw house prices fall -1.35%, with Kent seeing a -2.87% fall compared the UK average house price seeing a 1.77% rise. This slight underperformance is likely to be largely explained by higher average house prices relative to incomes in Kent and the South-East compared to the UK. This means mortgaged buyers in Kent and the South-East are less able to absorb the higher cost of mortgage finance as affordability is already more stretched. The median house price to median income ratio is 9.97 in Kent and 10.15 in the South-East, compared to 8.14 in the UK.
- 3.2 However, the difference house price growth is pretty minimal and overall the housing market in the Kent, the South-East and the UK has held up very well given scale and speed of interest rate rises since the hiking cycle commenced just over two years ago (see national commentary for more detail).

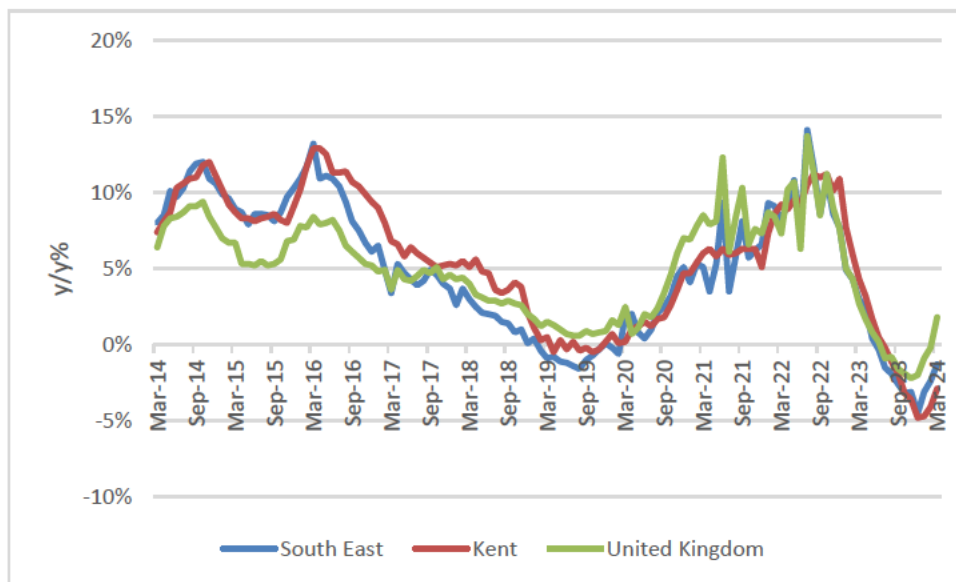


Chart 10 – House price growth year-on-year

- 3.3 Over a longer-term horizon, all the markets have seen strong house price growth. In ten years, Kent has seen house prices increase by 62.5%, ahead of the South-East at 53.4% and the UK at 57.5%. The average house price in Kent is now £341,804 compared to £373,223 in the South-East and £282,776 in the UK. This means the average house price in the South-East is 32% higher than the UK and in Kent it is 20% higher.

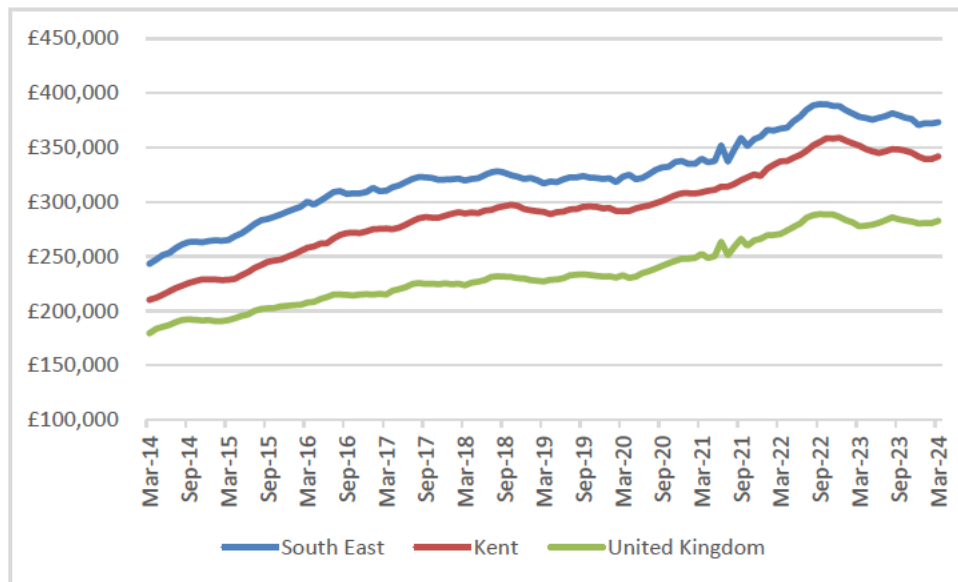


Chart 11 – Average house prices

- 3.4 The relative affordability of housing in Kent compared to the wider South-East means we think it will see stronger house price growth than the region over the next five years and is slightly better placed to withstand the current market pressures. With affordability being the key driver of the current correction, Kent should attract buyers who are no longer able to afford more expensive parts of the South-East (and London) because of the increased cost of mortgage finance.

Transaction Volumes

- 3.5 Transaction volume data lags slightly so the last full month available is January 2024. Kent, the South-East and the UK all saw transaction levels substantially down on the same period last year.

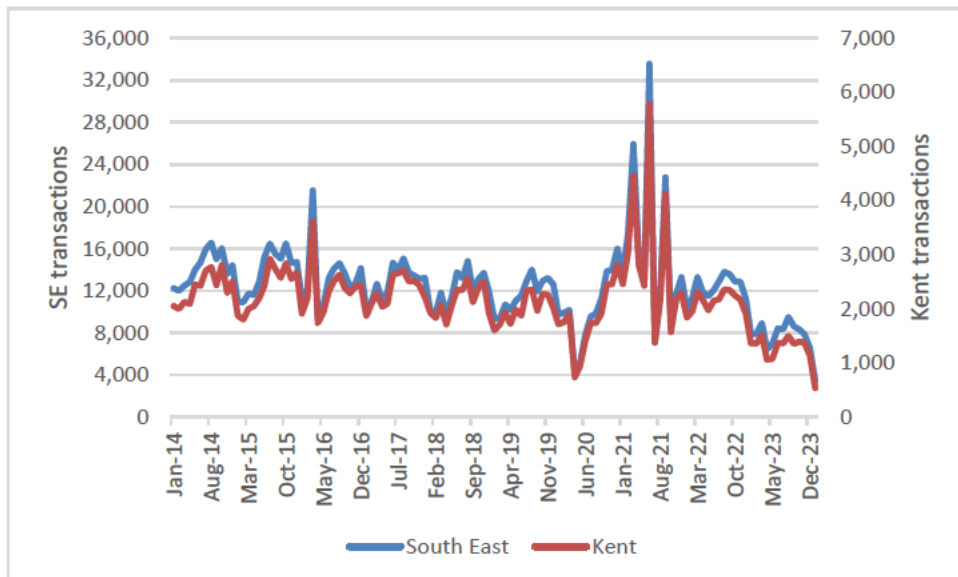


Chart 12 – Transaction volumes

- 3.6 Looking over a slightly longer period, transaction volumes over 2023 were significantly lower than the pre-pandemic (2014-19) average for all the geographies. Kent's figure for 2023 was 15,861, compared to a pre-pandemic average of 26,975 and the South-East was 95,823 compared to 152,982. These figures represent -41% and -37% decreases, slightly worse than the UK at -32%. The fall all over last

year is due to the rise in mortgage rates heavily dampening activity. Importantly, pricing stayed resilient despite the reduction in activity because there was not a big mismatch between buyer and seller numbers (both declined heavily). Had we seen substantial forced sales/repossessions then there would've been much more significant price falls.

- 3.7 Mortgage approval data is a more forward-looking indicator of activity and while it isn't published regionally, at the national level it began to pick up over the course of Q1'24. March's mortgage approvals for home purchase (latest UK Finance data) were 1.4% higher than in February and 40% higher on the same time last year, suggesting transactions will pick up in coming months. Mortgage approvals are now only 7% below the 2014-19 average.

Supply and Demand

- 3.8 The most recent 2023 Housing Delivery Test results show that Kent has been under delivering housing relative to targets which will worsen the existing structural imbalance between supply and demand, leading to upward pressure on house prices. Eight of Kent's thirteen local planning authorities failed the most recent housing delivery test with four of these scoring less than 75%. Across the authorities, 2223 fewer homes were delivered than needed in the three years to the most recent test. A combination of out of date local plans and substantial land constraints through Greenbelt, AONB and nutrient neutrality means that challenges to unlocking land for development will remain. This contributes to a supportive outlook for house prices in the medium-long term.
- 3.9 The RICS Residential Market Survey provides a more immediate (short-term) insight into supply and demand and is also a useful near-term indicator of activity levels and price dynamics. It provides data at regional level, so is not possible to separate Kent from the South-East. Both the new buyer enquiries series (demand) and seller instructions series (supply) have been trending strongly upward since the start of Q4 last year. As such, this is now consistent with a gradual recovery coming through for buyer demand, although levels are still relatively modest in a longer-term context.

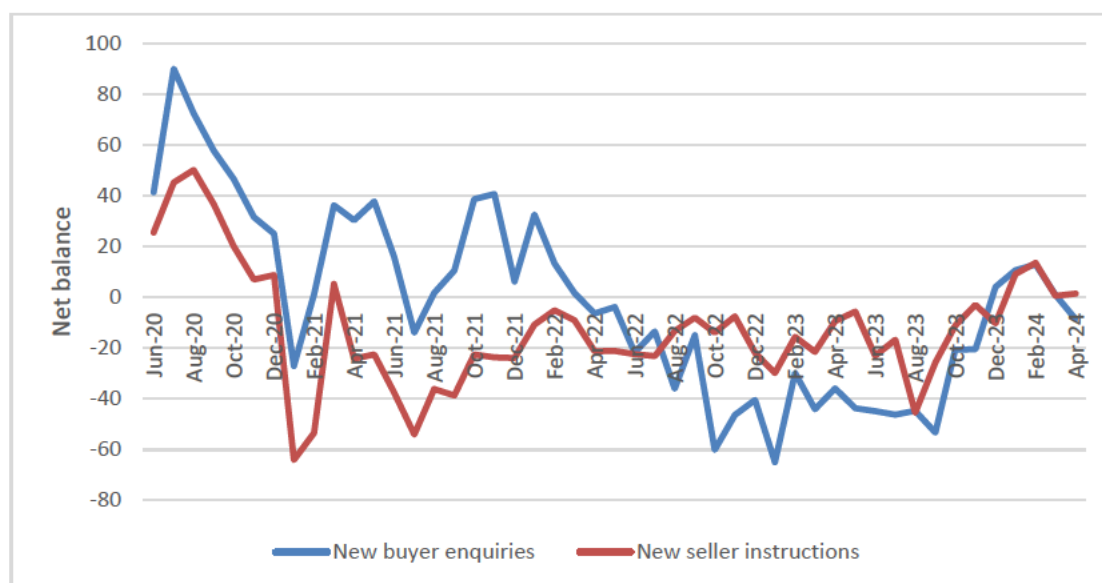


Chart 13 – Near-term supply and demand. Source: RICS

Outlook

- 3.10 As with the wider UK, interest rates remain the main driver of the housing market outlook in Kent and the South-East (see national commentary for more detail). We are generally optimistic for the remainder of the year as improving GDP and falling inflation paint an encouraging economic picture.

These factors, along with a slightly weakening labour market means conditions are looking positive for a rate cut at some point this summer. How far and fast the Bank of England cuts interest rates will be key for the housing market, as essentially it is the cost of mortgage finance that is weighing on demand at the moment. We expect this rate cut trajectory to be slow and therefore to see a gradual recovery in mortgage affordability and house prices, rather than anything more dramatic.

- 3.11 More locally, Kent and South-East both suffer from a long running undersupply of housing which will structurally support house prices for the foreseeable future. They are relatively high value markets however and stretched affordability will act as something of a limit on the level of house price increases. Having said this, Kent is relatively affordable in a South-East context and should benefit from buyers in the region looking for more affordable options, particularly in the high interest rate environment. Near-term lead indicators are showing an encouraging direction of travel and we expect activity to pick up over the remainder of the year.

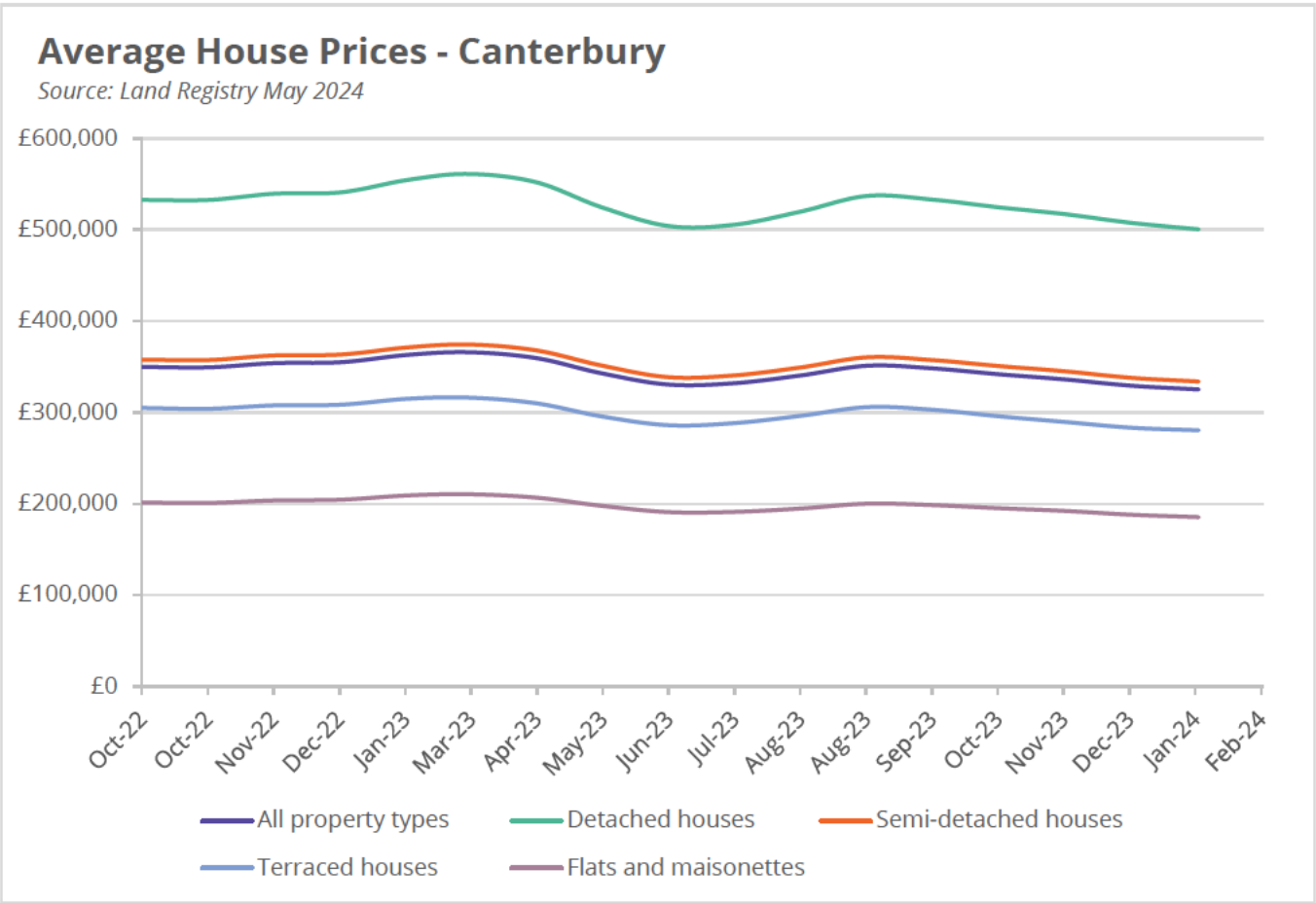
4. Local Housing Market Commentary

4.1 According to Zoopla, the average sold price for a property in CT2 in the last 12 months was £362,384. The table below provides a breakdown of average values by property type within CT2, as well as illustrating that average property prices within CT2 are higher than national values.

Property Type	CT2	CT (Canterbury)	National
Detached	£525,417	£565,609	£491,178
Semi-detached	£356,317	£353,918	£306,490
Terraced	£332,557	£300,563	£273,287
Flats	£209,984	£255,506	£262,473

(Zoopla, 2024)

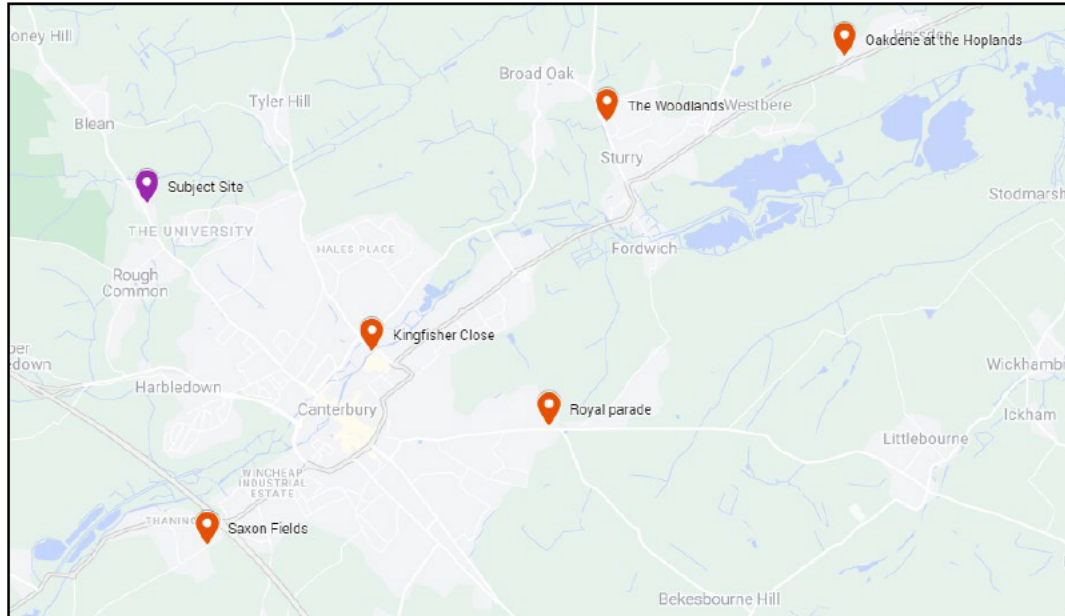
4.2 We have taken the average house prices from the Land Registry, showing the change in values between October 2022 and February 2024. All property types have seen price fluctuations, with values on average expiring a 7% decline over the period.



4.3 The table below shows the current average asking prices within Canterbury since September 2023. This includes both new build and secondary properties.

1 bed	2 bed	3 bed	4 bed	5 bed
£155,123 (£294 psf)	£249,811 (£317 psf)	£370,434 (£334 psf)	£399,444 (£298 psf)	£548,000 (£301 psf)

- 4.4 We note that there is a limited amount of new build development immediately around the site. Consequently, we have considered schemes in the surrounding areas, which we have identified on the map below:



Royal Parade, CT1 1TJ

- 4.5 This Taylor Wimpey development lies approximately 3.5 miles east of the subject site, just outside Canterbury on the former Howe Barracks site. The site features a 14-acre legacy park with paths and trails, natural play space, ponds, and woodland glades for residents. The development is also just a short distance from a host of transport links, including Canterbury West Railway Station.
- 4.6 Phase One of Royal Parade comprises 171 homes including a mix of 1- and 2-bedroom apartments and 2-, 3-, and 4-bedroom houses. This phase provides 45 units as affordable housing, equating to 26.5%. We note that all of the 4-bedroom houses are detached with the 3-bedroom houses comprising either detached or semi-detached typology. The 2-bedroom homes are either end-terrace or mid-terrace.
- 4.7 Royal Parade Phase Two comprises 200 units and is a collection of 2-bedroom apartments and 2-, 3-, 4-, and 5-bedroom houses. Construction commenced in early 2021. 53 units are affordable, equating to 26.5%. We note that each of these homes come with at least 1 ensuite bathroom, a rear garden, a garage, or 2 car parking spaces.
- 4.8 We have obtained the following achieved sales prices from the last 2 years:

Address	Price	Area (sq ft)	Bedrooms	Typology	Price psf	Date Sold
1, Tudor Dragon Close, Canterbury	£441,603	1,242	4	D	£356	23/12/2022
34, Cotter Way, Canterbury	£437,600	1,173	4	D	£373	22/12/2022
36, Cotter Way, Canterbury	£543,000	1,830	5	D	£297	22/12/2022
12, Maude Way, Canterbury	£336,495	1,173	4	SD	£287	09/12/2022
10, Maude Way, Canterbury	£394,500	1,173	4	SD	£336	07/12/2022
4, Maude Way, Canterbury	£381,500	980	3	D	£389	02/12/2022
6, Maude Way, Canterbury	£392,500	1,173	4	SD	£335	25/11/2022
8, Maude Way, Canterbury	£393,995	1,173	4	SD	£336	25/11/2022
2, Maude Way, Canterbury	£385,000	1,076	3	D	£358	18/11/2022
5, Buffs Road, Canterbury	£342,995	1,119	3	T	£306	11/11/2022
9, Connors Way, Canterbury	£289,995	911	2	SD	£318	07/11/2022
49, Buffs Road, Canterbury	£328,500	1,159	4	SD	£283	04/11/2022
51, Buffs Road, Canterbury	£339,000	1,159	4	SD	£292	31/10/2022
3, Maude Way, Canterbury	£379,995	1,076	3	D	£353	21/10/2022
9, Maude Way, Canterbury	£349,000	994	3	SD	£351	14/10/2022
13, Maude Way, Canterbury	£347,000	994	3	SD	£349	14/10/2022
7, Maude Way, Canterbury	£349,500	994	3	SD	£352	14/10/2022
11, Maude Way, Canterbury	£347,500	994	3	SD	£350	14/10/2022
15, Maude Way, Canterbury	£429,995	1,173	4	D	£366	14/10/2022
5, Maude Way, Canterbury	£433,500	1,173	4	D	£369	14/10/2022
1, Buffs Road, Canterbury	£244,000	777	2	F	£314	23/09/2022
7, Buffs Road, Canterbury	£344,995	1,159	4	T	£298	23/09/2022
3, Buffs Road, Canterbury	£340,950	1,159	4	T	£294	21/09/2022
22, Connors Way, Canterbury	£342,995	994	3	SD	£345	01/07/2022
20, Connors Way, Canterbury	£344,500	994	3	SD	£347	01/07/2022
24, Connors Way, Canterbury	£433,995	1,242	4	D	£349	01/07/2022
16, Connors Way, Canterbury	£345,000	994	3	SD	£347	24/06/2022
14, Connors Way, Canterbury	£369,995	1,076	3	D	£344	24/06/2022
12, Connors Way, Canterbury	£426,500	1,242	4	D	£343	24/06/2022
1, Maude Way, Canterbury	£349,995	1,000	3	D	£350	16/06/2022
7, Connors Way, Canterbury	£337,000	1,076	3	SD	£313	14/06/2022
10, Connors Way, Canterbury	£289,995	872	2	T	£333	10/06/2022
6, Connors Way, Canterbury	£290,500	872	2	T	£333	10/06/2022
8, Connors Way, Canterbury	£288,750	897	2	T	£322	10/06/2022
2, Connors Way, Canterbury	£354,995	1,076	3	D	£330	10/06/2022
4, Connors Way, Canterbury	£422,500	1,173	4	D	£360	10/06/2022
Average	£365,828	1,093			£335	

Oakdene at the Hoplands, CT3 4GD

- 4.9 This Redrow development lies approximately 5 miles east of the subject site. The development comprises a collection of 3- and 4-bedroom homes aimed at commuters to London and growing families looking to live within rural Kent.

4.10 The overall development comprises 250 new homes. Planning for the project was granted in April 2014 and construction commenced in 2015. The scheme has stalled various times from legal challenges and its not due to complete until 2025.

4.11 We have obtained the following achieved sale prices from the last 2 years:

Address	Price	Area (sq ft)	Typology	Price psf	Date Sold
2, Pond View Close, Canterbury	£514,995	1,399	D	£368	28/06/2023
10, Pond View Close, Canterbury	£619,995	1,822	D	£340	06/06/2023
3, Hewer Lane, Canterbury	£494,995	1,292	D	£383	21/10/2022
2, Hewer Lane, Canterbury	£437,495	1,076	D	£406	06/10/2022
6, Longwall Lane, Canterbury	£529,995	1,384	D	£383	30/09/2022
16, Judd Road, Canterbury	£384,995	1,242	T	£310	30/09/2022
1, Longwall Lane, Canterbury	£429,995	1,076	T	£399	29/09/2022
27, Longwall Lane, Canterbury	£493,495	1,206	D	£409	16/09/2022
29, Longwall Lane, Canterbury	£461,995	1,153	D	£401	16/09/2022
23, Longwall Lane, Canterbury	£469,995	1,230	D	£382	26/08/2022
25, Longwall Lane, Canterbury	£429,995	1,076	D	£399	26/08/2022
4, Longwall Lane, Canterbury	£589,995	1,573	D	£375	29/07/2022
19, Longwall Lane, Canterbury	£437,495	1,076	D	£406	15/07/2022
9, Longwall Lane, Canterbury	£524,995	1,292	D	£406	08/07/2022
4, Judd Road, Canterbury	£430,495	1,367	T	£315	01/07/2022
18, Judd Road, Canterbury	£404,995	1,367	T	£296	01/07/2022
2, Longwall Lane, Canterbury	£494,995	1,307	D	£379	01/07/2022
21, Longwall Lane, Canterbury	£479,995	1,292	D	£372	01/07/2022
20, Judd Road, Canterbury	£379,995	1,256	T	£303	01/07/2022
22, Judd Road, Canterbury	£389,995	1,242	SD	£314	01/07/2022
13, Longwall Lane, Canterbury	£437,495	1,076	D	£406	21/06/2022
15, Longwall Lane, Canterbury	£469,995	1,292	D	£364	17/06/2022
11, Longwall Lane, Canterbury	£459,995	1,230	D	£374	17/06/2022
17, Longwall Lane, Canterbury	£459,995	1,230	D	£374	15/06/2022
14, Judd Road, Canterbury	£459,995	1,230	D	£374	15/06/2022
12, Judd Road, Canterbury	£459,995	1,292	D	£356	27/05/2022
10, Judd Road, Canterbury	£414,995	1,076	D	£386	20/05/2022
6, Judd Road, Canterbury	£359,995	1,256	T	£287	13/05/2022
8, Judd Road, Canterbury	£374,995	1,242	T	£302	13/05/2022
Average	£458,564	1,242		£363	

Saxon Fields, CT1 3UJ

4.12 Saxon Fields is a development by David Wilson Homes that lies approximately 2 miles south west of the subject site. It is located just off the A2, within a 30 minute walk of Canterbury. It is a collection of 2-, 3- and 4-bedroom homes. Moat Homes provides shared-ownership units on the same site. The first homes were launched in July 2023, having initially launched off-plan. The first phase will comprise of 102 homes.

4.13 We understand that the asking prices are as follows:

Unit type	Typology	Price
Stevenson – 2 bed	T	From £299,995
Wilford – 2 bed	SD	From £349,995
Hollinwood – 3 bed	D	From £498,995
Ingleby – 4 bed	SD	From £492,995
Bradgate – 4 bed	D	From £527,995
Holden – 4 bed	D	From £569,995

The Woodlands, CT2

- 4.14 The Woodlands is located 3 miles from Canterbury city centre and currently offers a mix of 3 and 4 bed homes, developed by Barratt. The first phase will consist of 121 new 2-, 3- and 4-bedroom homes, 54 of which will be affordable. The scheme has construction measures in place such as energy efficient boilers and high levels of insulation to ensure the homes are up to 57% cheaper to run than same sized older homes with modern day improvements.
- 4.15 Once complete, The Woodlands will offer 456 new homes comprising 402 houses and 54 apartments, of which 123 homes will be affordable. There will be a number of on- site facilities including allotments, two schools, retail units and a rugby club with associated sports pitches.
- 4.16 We have obtained the current asking prices below:

Address	Price	Bedrooms	Typology
Herne Bay Road, CT2 0NJ	£536,995	4	D
Herne Bay Road, CT2 0NJ	£499,995	4	D
Herne Bay Road, CT2 0NJ	£499,995	4	D
Sweetgate, CN2 0QP	£480,995	4	D
Herne Bay Road, CT2 0NJ	£479,995	4	D
Sweetgate, CN2 0QP	£464,995	4	SD
Sweetgate, CT2 0QP	£444,995	4	D
Sweetgate, CT2 0QP	£439,995	4	D
Sweetgate, CT2 0QP	£395,995	3	D
Sweetgate, CT2 0QP	£395,995	3	S
Herne Bay Road, CT2 0NJ	£393,995	3	S
Sweetgate, CT2 0QP	£382,995	3	S
Herne Bay Road, CT2 0NJ	£379,995	3	D

Kingfisher Close, CT2 7PH

- 4.17 This Sanderson development lies 1.2 miles southeast of the subject site in Canterbury city centre. The development comprises a collection of 2-, 3-, and 4-bedroom homes. It is formed of 16 units, 5 of which are for social rent.

4.18 The homes have been designed to be highly energy efficient, with air source heat pumps, heavy insulation, high-quality windows and doors, and electric car charging points to all properties. Features to selected plots include ensuites, balconies, garages, driveways, and private parking. Construction completed in Q4 2022 and all plots have now been sold subject to contract.

4.19 We have obtained the following achieved sale prices:

Address	Price	Area (sq ft)	Bedrooms	Typology	Price psf	Date Sold
3 Kingfisher Close, Canterbury	£440,000	1,076	3	T	£409	08/02/2023
15, Kingfisher Close, Canterbury	£445,000	1,012	3	T	£440	03/02/2023
6, Kingfisher Close, Canterbury	£550,000	1,485	4	D	£370	17/01/2023
16, Kingfisher Close, Canterbury	£360,000	861	2	T	£418	21/12/2022
14, Kingfisher Close, Canterbury	£350,000	875	2	T	£400	21/12/2022
13, Kingfisher Close, Canterbury	£450,000	1,012	3	T	£445	21/12/2022
Average	£432,500	1,054			£411	

Secondary Evidence

4.20 We have also analysed units that have been recently sold in a radius of 1 mile from the subject site. This evidences highlights an average of £361 psf across a mix of 1-, 2-, 3-, and 4-bedroom houses and flats.

Address	Postcode	Sold Price	Sold Price Per Sqft	Property Type	Bedrooms	Size	Date Sold
43 Old Watling Street, Canterbury	CT1 2DX	£245,000	£308.18	F	2	795	12/03/2024
26 Ramsey Close, Canterbury	CT2 8DL	£375,000	£321.34	SD	3	1,167	09/02/2024
23 Tower Way, Canterbury	CT1 2DP	£168,250	£433.63	F	1	388	06/02/2024
60 Raymond Avenue, Canterbury	CT1 3JZ	£242,500	£337.74	F	2	718	20/12/2023
41 School Lane, Blean	CT2 9JA	£395,000	£398.51	SD	3	991	14/12/2023
1 Little Meadow, Upper Hardbledown	CT2 9BD	£425,000	£260.74	D	4	1,630	22/12/2023
23 Blean Common, Blean	CT2 9EX	£440,000	£277.25	SD	4	1,587	17/11/2023
38 Rough Common Road, Rough Common	CT2 9DJ	£542,000	£332.92	SD	3	1,628	16/11/2023
Flat 17, Viking Court, St Stephen's Close, Canterbury	CT2 7HZ	£160,000	£367.82	F	1	435	10/11/2023
9 Harkness Drive, Canterbury	CT2 7RW	£625,000	£341.16	D	4	1,832	09/11/2023
Flat 8, The Merchant Store, Station Road West	CT2 8AN	£330,000	£364.64	F	2	905	10/10/2023
32 Hillview Road, Canterbury	CT2 8EX	£670,000	£420.33	D	5	1,594	03/10/2023

53 Cherry Drive, Canterbury	CT2 8HE	£475,000	£509.66	SD	3	932	29/09/2023
59 Cherry Drive, Canterbury	CT2 8HE	£610,000	£337.95	D	3	1,805	28/08/2023
3 Foxdown Close, Canterbury	CT2 7RR	£345,000	£316.22	D	3	1,091	06/09/2023
17 The Kiln Hill, Blean	CT2 9EE	£615,000	£654.95	D	2	939	21/08/2023
Flat 16, Stour Street, Canterbury	CT1 2PG	£290,000	£428.99	F	2	676	16/08/2023
94 Blean Common, Blean	CT2 9JJ	£350,000	£397.28	SD	2	881	15/08/2023
37 Blena Hill, Blean	CT2 9EF	£515,000	£282.19	SD	4	1,825	11/08/2023
Flat 29, Henry Court, Gordon Road	CT1 3PL	£165,000	£311.91	F	2	529	08/08/2023
9 Sullivan Close, Canterbury	CT1 3TF	£195,000	£328.28	F	2	594	03/08/2023
26 Hackington Road, Tyler Hill	CT2 9NQ	£282,250	£450.16	T	2	627	30/05/2023
57 Rough Common Road, Rough Common	CT2 9DL	£500,000	£410.17	D	3	1,219	22/05/2023

Summary

- 4.21 The subject site benefits from a desirable rural location with good transport links into central Canterbury and the surrounding villages, as well as being in close proximity to the A2 and M2 motorway network to the west.
- 4.22 We would highlight that new build surrounding schemes achieved transaction values of £322 - £431 psf for 3- and 4-bedroom houses. It is important to note that schemes quoting at the higher end of this range benefit from superior locations and specifications. We would also note that all schemes quoted above have either car parking spaces, a garage, and a front or rear garden.
- 4.23 The Royal Parade, Saxon Way, and Woodlands schemes provide the most useful comparable evidence for the subject sites due to their distance from Canterbury City Centre. We would expect a new build development to achieve broadly similar values depending on size and specification.
- 4.24 As part of our research, we have also considered the local re-sale market and note that these units were broadly achieving values of circa £277 - £510 psf for 3- and 4-bedroom houses. We would expect a new build development to command a premium at the higher end of this range, or over and above this.
- 4.25 In relation to unit mix, generally the developments are providing large family housing rather than flats, with the greatest proportion of units being 3- and 4-bedroom houses. Smaller units, where present, typically consist of 1- and 2-bedroom flats for affordable housing.
- 4.26 In light of the above evidence, we are of the opinion that a scheme at the subject site could obtain the following values:

Beds	Average Value
1 bed – Flat	£210,000
2 bed – Flat	£295,000
2 Bed – House	£330,000
3 Bed - House	£425,000
4 Bed - House	£500,000

- 4.27 Whilst the scheme will range in quality and location, the schedule above provides a strong indication of recent prices and the potential sale value of a housing development on the subject site.

Appendix 2 – Development Appraisal

University of Kent - Site BCD
2,000 Dwellings
June 2024

APPRAISAL SUMMARY

University of Kent - Site BCD 2,000 Dwellings

Appraisal Summary for Phase 1 2,000 Units BCIS Costs

Currency in £

REVENUE

Sales Valuation	Units	ft²	Sales Rate ft²	Unit Price	Gross Sales
Market Flats	168	120,557	391.00	280,582	47,137,787
Market Houses	1,232	1,360,634	386.11	426,424	525,354,394
Affordable Flats	210	145,314	231.00	159,845	33,567,534
Affordable Houses	390	397,192	231.00	235,260	91,751,352
Totals	2,000	2,023,697			697,811,067

NET REALISATION

697,811,067

OUTLAY

ACQUISITION COSTS

Residualised Price		25,212,758	
Stamp Duty		1,262,638	25,212,758
Effective Stamp Duty Rate	5.01%		
Agent	1.00%	252,128	
Legal Fee	0.50%	126,064	
			1,640,829

CONSTRUCTION COSTS

Construction	Units	Unit Amount	Cost
Construction Costs	1 un	357,100,000	357,100,000
			357,100,000
Other Construction			
Infrastructure	2,000 un	24,000.00 /un	48,000,000
Access Road			24,780,000
			72,780,000
Section 106 Costs			
Section 106 Costs	2,000 un	17,500.00 /un	35,000,000
Neutrient Neutrality			2,200,000
BNG Offset			602,268
CIL	1,506,764 ft²	18.74	28,236,752
			66,039,020

PROFESSIONAL FEES

Other Professionals	5.00%	17,855,000	17,855,000
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DISPOSAL FEES

Residential Sales Agent Fee		1.25%	7,156,152
Marketing		1.50%	8,587,383
Residential Sales Legal Fee	1,400 un	800.00 /un	1,120,000
Affordable Housing Fee			250,000
			17,113,535

FINANCE

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)			
Land			14,799,348
Construction			3,293,213
Total Finance Cost			18,092,561

TOTAL COSTS

575,833,702

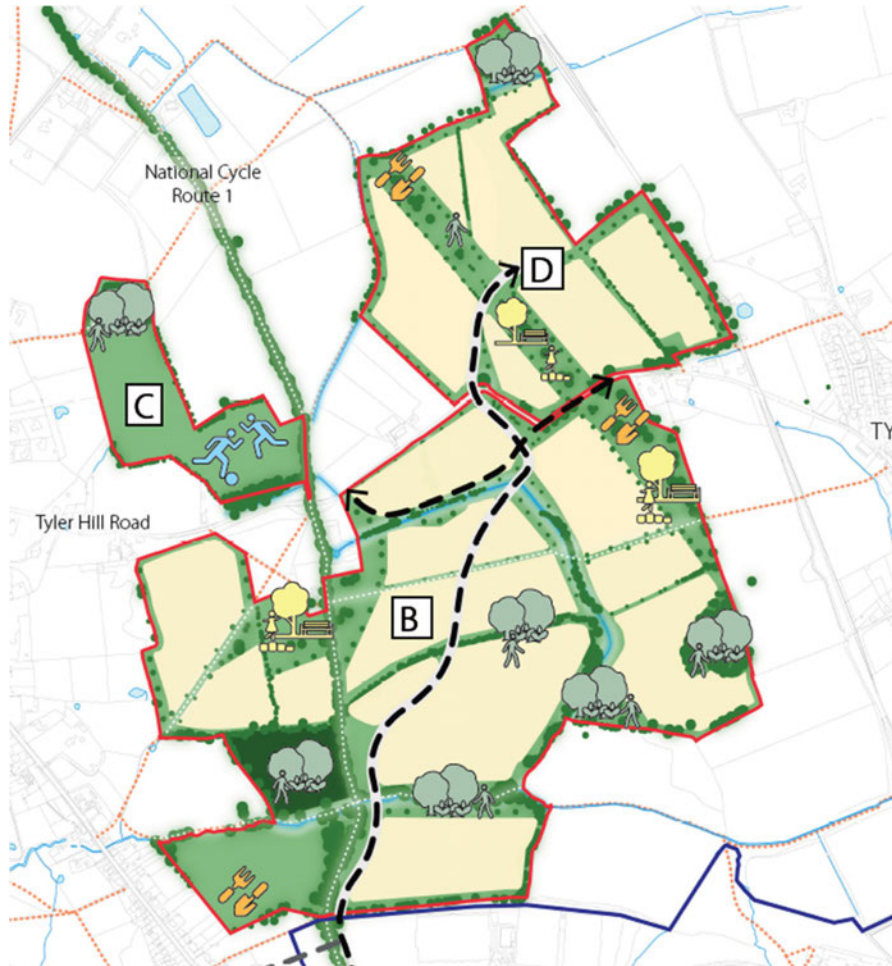
PROFIT

121,977,365

Performance Measures

Profit on Cost%	21.18%
Profit on GDV%	17.48%
Profit on NDV%	17.48%
IRR% (without Interest)	18.19%
Profit Erosion (finance rate 6.500)	2 yrs 12 mths

Appendix 3 – Stage 1 Cost Estimate Report



Stage 1 Cost Estimate Report

University of Kent

May 2024

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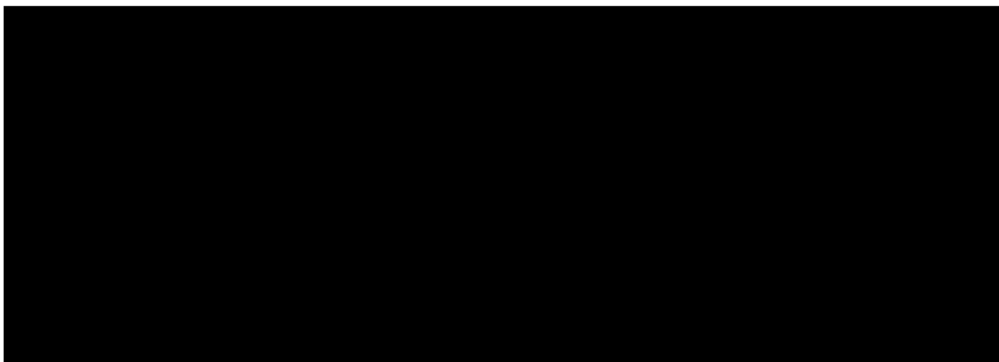
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Appendices

Appendix I Cost Estimate



Prepared by: Harry Spooner

Position: Quantity Surveyor

Status: Draft

Date: May 2024

For and on behalf of Avison Young (UK) Limited

Authorised by: Mark Beer

Position: Associate Director

Status: Draft

Date: May 2024

For and on behalf of Avison Young (UK) Limited

1. Executive Summary

- 1.1 The anticipated cost for construction of the residential buildings is **£357,100,000**, which is subject to the notes, assumptions and exclusions stated in this report.

Type	(£)	£/m2	£/unit
a) Market Flats	18,210,000	1,626	108,000
b) Market Housing	245,350,000	1,941	199,000
c) Affordable Flats	21,920,000	1,623	104,000
d) Affordable Housing	71,630,000	1,941	184,000
SAY	357,100,000	1,899	179,000

2. Pricing Notes, Contingency & Price Inflation

2.1 Included below is a brief overview of the proposed works:

- Prices are based upon 2Q2024 utilising recent tender rates as benchmarks
- Costs are based on the areas provided in the accommodation schedule.
- No allowance has been made for inflation as the programme is currently unknown. We would suggest a +4% allowance is made on a year-on-year basis.
- No allowance has been made for dealing with contamination and abnormal site conditions and we have excluded site wide infrastructure costs as advised.

3. Significant Assumptions

3.1 The following elements are assumptions from this cost plan:

- Main Contractor's Preliminaries have been benchmarked on current market levels on a percentage basis.
- Main Contractor's Overheads & Profit have been benchmarked on current market levels and recent project tender(s), on a percentage basis.
- We have assumed laminate floor to living areas and kitchens, carpet to circulation and bedrooms and tiling to bathrooms.
- We have allowed for underfloor heating to residences.
- We have assumed flats to be in blocks of 7, with 4 on the ground floor and 3 on the first floor.
- We have assumed sufficient capacity (electrical, drainage, water etc.) will be available for the residential development. Either pre-existing or facilitated through the infrastructure works which sit outside of this estimate.

4. Exclusions

4.1 The following elements are exclusions from this cost plan:

Description	Separate Client Budget	Risk	Enhancement
Costs associated with Rights of Light and Air Rights	✓		
Legal fees and funding costs	✓		
Site acquisition costs	✓		
Diversions, enhancement or any works to the existing service supplies	✓		
Professional design fees	✓		
Surveys & investigations	✓		
Abnormal site conditions		✓	
Tender and construction inflation	✓		
Any demolition or site levelling works required	✓		
Costs associated with Section 106 or 278 Agreements	✓		
Costs in connection with renewable energy provisions and achieving BREEAM status	✓		
Costs associated with achieving Zero Carbon, WELL, WIRED accreditation, EPC rating B and NABERS UK	✓		
Fees payable to local authority associated with planning requirements and building regulations			
Works outside the site boundary		✓	
Agency fees	✓		
Value Added Tax (VAT)	✓		
Currency fluctuations		✓	
Out of Hours working		✓	
UXO		✓	
Loose furniture and fittings to the houses, apart from the show house	✓		
Flood Defence or mitigation works.		✓	

5. Basis of Cost and information used

5.1 This cost estimate has been updated on the basis of the below sets of information:

- Accommodation Schedule AY 15-11-23
- Promap-2610513-2716002
- Appendix 4 - BA9368 1001_Concept Masterplan_ RevD

Appendix I

Cost Estimate

BUDGET ESTIMATE - STAGE 1 University of Kent

Date 31/05/2024
Revision -

All Accommodation

GIFA (m2) 188,006
GIFA (sqft) 2,023,678
Nr units 2,000

Ref	Element Description	Qty	Unit	Rate	Total (£)	£ / m2	£ / sqft	£/ unit
0.0	Facilitating Works							
	Priced elsewhere							
	Facilitating Works sub total				-	-	-	
1.0	Substructure							
1.1	<u>Foundations</u>							
1.1.1	Strip foundations; 0.4m x 1 m, including excavation	1	item	30,280,000	30,280,000	161	15	15,140
1.4	<u>Ground Floor Construction</u>							
1.1.1	Ground floor slab; 250mm thick RC slab	1	item	15,530,000	15,530,000	83	8	7,765
	Substructure sub total				45,810,000	244	23	22,905
2.0	Superstructure							
2.2	<u>Upper Floors</u>							
2.2.1	Timber floors	1	item	13,180,000	13,180,000	70	7	6,590
2.3	<u>Roof</u>							
2.3.1	Roof allowance	1	item	15,730,000	15,730,000	84	8	7,865
2.4	<u>Stairs and Ramps</u>							
2.4.1	Timber staircases; including finishes	1	item	12,290,000	12,290,000	65	6	6,145
2.5	<u>External Walls</u>							
2.5.1	External walls; mix of render, and traditional block and masonry walls	1	item	63,440,000	63,440,000	337	31	31,720
2.6	<u>Windows and External doors</u>							
2.6.1	Aluminium glazed windows	1	item	25,310,000	25,310,000	135	13	12,655
2.6.2	External doors	1	item	4,530,000	4,530,000	24	2	2,265
2.7	<u>Internal walls and Partitions</u>							
2.7.1	Internal party walls and partitions	1	item	16,420,000	16,420,000	87	8	8,210
2.8	<u>Internal Doors</u>							
2.8.1	Internal doors	1	item	11,490,000	11,490,000	61	6	5,745
	Superstructure sub total				162,390,000	864	80	81,195
3.0	Internal Finishes							
3.1.1	Internal Finishes	1	item	28,210,000	28,210,000	150	14	14,105
	Internal Finishes sub total				28,210,000	150	14	14,105
4.0	Fixtures and Fittings							
4.1	<u>General Fittings, Furnishings and Equipment</u>							
4.1.1	Kitchens	1	item	12,230,000	12,230,000	65	6	6,115
4.1.2	Bathrooms	1	item	4,240,000	4,240,000	23	2	2,120
	Fixtures and Fittings sub total				16,470,000	88	8	8,235
5.0	Services							
5.1	<u>M&E Allowance</u>	1	item	51,670,000	51,670,000	275	26	25,835
	Services sub total				51,670,000	275	26	25,835
8.0	External Works							
8.1	<u>Site Preparation Works</u>							
8.1.1	Priced elsewhere				-	-	-	
8.2	<u>Roads, Paths, Paving and Surfacing</u>							
8.2.1	External allowance	1	item	8,470,000	8,470,000	45	4	4,235
	External Works sub total				8,470,000	45	4	4,235
	BUILDING WORKS TOTAL				313,020,000	1,665	155	156,510
9.0	Main Contractor Preliminaries	6	%		18,781,200	100	9	9,391

BUDGET ESTIMATE - STAGE 1
University of Kent

Date 31/05/2024
Revision -

All Accommodation

GIFA (m2) 188,006
GIFA (sqft) 2,023,678
Nr units 2,000

Ref	Element Description	Qty	Unit	Rate	Total (£)	£ / m2	£ / sqft	£/ unit
10.0	Main Contractor Overheads and Profit	2.5	%		8,295,030	44	4	4,148
11.0	Contingency	5	%		17,004,812	90	8	8,502
	CONSTRUCTION WORKS TOTAL				357,101,042	1,899	176	178,551
	CONSTRUCTION WORKS TOTAL (ROUNDED)				357,100,000	1,899	176	178,550

BUDGET ESTIMATE - STAGE 1 University of Kent

Date 31/05/2024
Revision -

Market Flats

GIFA (m2) 11,200
GIFA (sqft) 120,556
Nr units 168

Ref	Element Description	Qty	Unit	Rate	Total (£)	£ / m2	£ / sqft	£/ unit
0.0	Facilitating Works							
	Priced elsewhere							
	Facilitating Works sub total				-	-	-	
1.0	Substructure							
1.1	Foundations							
1.1.1	Strip foundations; 0.4m x 1 m, including excavation	1	item	1,140,000	1,140,000	102	9	6,786
1.4	Ground Floor Construction							
1.1.1	Ground floor slab; 250mm thick RC slab	1	item	1,440,000	1,440,000	129	12	8,571
	Substructure sub total				2,580,000	230	21	15,357
2.0	Superstructure							
2.2	Upper Floors							
2.2.1	Timber floors	1	item	530,000	530,000	47	4	3,155
2.3	Roof							
2.3.1	Roof allowance	1	item	1,440,000	1,440,000	129	12	8,571
2.4	Stairs and Ramps							
2.4.1	Concrete staircases; including finishes	1	item	590,000	590,000	53	5	3,512
2.5	External Walls							
2.5.1	External walls; mix of of render, and traditional block and masonry walls	1	item	1,620,000	1,620,000	145	13	9,643
2.6	Windows and External doors							
2.6.1	Aluminium glazed windows	1	item	1,160,000	1,160,000	104	10	6,905
2.6.2	External doors	1	item	210,000	210,000	19	2	1,250
2.7	Internal walls and Partitions							
2.7.1	Internal party walls and partitions	1	item	1,340,000	1,340,000	120	11	7,976
2.8	Internal Doors							
2.8.1	Internal doors	1	item	430,000	430,000	38	4	2,560
	Superstructure sub total				7,320,000	654	61	43,571
3.0	Internal Finishes							
3.1.1	Internal Finishes	1	item	1,680,000	1,680,000	150	14	10,000
	Internal Finishes sub total				1,680,000	150	14	10,000
4.0	Fixtures and Fittings							
4.1	General Fittings, Furnishings and Equipment							
4.1.1	Kitchens	1	item	980,000	980,000	88	8	5,833
4.1.2	Bathrooms	1	item	160,000	160,000	14	1	952
	Fixtures and Fittings sub total				1,140,000	102	9	6,786
5.0	Services							
5.1	M&E Allowance	1	item	3,100,000	3,100,000	277	26	18,452
	Services sub total				3,100,000	277	26	18,452
8.0	External Works							
8.1	Site Preparation Works							
8.1.1	Priced elsewhere				-	-	-	
8.2	Roads, Paths, Paving and Surfacing							
8.2.1	External allowance	1	item	140,000	140,000	13	1	833
	External Works sub total				140,000	13	1	833
	BUILDING WORKS TOTAL				15,960,000	1,425	132	95,000
9.0	Main Contractor Preliminaries	6	%		957,600	86	8	5,700

BUDGET ESTIMATE - STAGE 1
University of Kent

Market Flats

Date	31/05/2024
Revision	-
GIFA (m2)	11,200
GIFA (sqft)	120,556
Nr units	168

Ref	Element Description	Qty	Unit	Rate	Total (£)	£ / m2	£ / sqft	£/ unit
10.0	Main Contractor Overheads and Profit	2.5	%		422,940	38	4	2,518
11.0	Contingency	5	%		867,027	77	7	5,161
	CONSTRUCTION WORKS TOTAL				18,207,567	1,626	151	108,378
	CONSTRUCTION WORKS TOTAL (ROUNDED)				18,210,000	1,626	151	108,393

BUDGET ESTIMATE - STAGE 1 University of Kent

Date 31/05/2024
Revision -

Market Houses

GIFA (m2) 126,406
GIFA (sqft) 1,360,622
Nr units 1,232

Ref	Element Description	Qty	Unit	Rate	Total (£)	£ / m2	£ / sqft	£/ unit
0.0	Facilitating Works							
	Priced elsewhere							
	Facilitating Works sub total				-	-	-	
1.0	Substructure							
1.1	<u>Foundations</u>							
1.1.1	Strip foundations; 0.4m x 1m, including excavation	1	item	21,370,000	21,370,000	169	16	17,346
1.4	<u>Ground Floor Construction</u>							
1.1.1	Ground floor slab; 250mm thick RC slab	1	item	9,560,000	9,560,000	76	7	7,760
	Substructure sub total				30,930,000	245	23	25,106
2.0	Superstructure							
2.2	<u>Upper Floors</u>							
2.2.1	Timber floors	1	item	9,290,000	9,290,000	73	7	7,541
2.3	<u>Roof</u>							
2.3.1	Roof allowance	1	item	9,690,000	9,690,000	77	7	7,865
2.4	<u>Stairs and Ramps</u>							
2.4.1	Timber staircases; including finishes	1	item	8,530,000	8,530,000	67	6	6,924
2.5	<u>External Walls</u>							
2.5.1	External walls; mix of of render, and traditional block and masonry walls	1	item	46,100,000	46,100,000	365	34	37,419
2.6	<u>Windows and External doors</u>							
2.6.1	Aluminium glazed windows	1	item	17,620,000	17,620,000	139	13	14,302
2.6.2	External doors	1	item	3,080,000	3,080,000	24	2	2,500
2.7	<u>Internal walls and Partitions</u>							
2.7.1	Internal party walls and partitions	1	item	10,400,000	10,400,000	82	8	8,442
2.8	<u>Internal Doors</u>							
2.8.1	Internal doors	1	item	8,280,000	8,280,000	66	6	6,721
	Superstructure sub total				112,990,000	894	83	91,713
3.0	Internal Finishes							
3.1.1	Internal Finishes	1	item	18,960,000	18,960,000	150	14	15,390
	Internal Finishes sub total				18,960,000	150	14	15,390
4.0	Fixtures and Fittings							
4.1	<u>General Fittings, Furnishings and Equipment</u>							
4.1.1	Kitchens	1	item	8,060,000	8,060,000	64	6	6,542
4.1.2	Bathrooms	1	item	3,040,000	3,040,000	24	2	2,468
	Fixtures and Fittings sub total				11,100,000	88	8	9,010
5.0	Services							
5.1	<u>M&E Allowance</u>	1	item	34,760,000	34,760,000	275	26	28,214
	Services sub total				34,760,000	275	26	28,214
8.0	External Works							
8.1	<u>Site Preparation Works</u>							
8.1.1	Priced elsewhere				-	-	-	
8.2	<u>Roads, Paths, Paving and Surfacing</u>							
8.2.1	External allowance	1	item	6,320,000	6,320,000	50	5	5,130
	External Works sub total				6,320,000	50	5	5,130
	BUILDING WORKS TOTAL				215,060,000	1,701	158	174,562

BUDGET ESTIMATE - STAGE 1
University of Kent

Date 31/05/2024
Revision -

Market Houses

GIFA (m2) 126,406
GIFA (sqft) 1,360,622
Nr units 1,232

Ref	Element Description	Qty	Unit	Rate	Total (£)	£ / m2	£ / sqft	£/ unit
9.0	Main Contractor Preliminaries	6	%		12,903,600	102	9	10,474
10.0	Main Contractor Overheads and Profit	2.5	%		5,699,090	45	4	4,626
11.0	Contingency	5	%		11,683,135	92	9	9,483
	CONSTRUCTION WORKS TOTAL				245,345,825	1,941	180	199,144
	CONSTRUCTION WORKS TOTAL (ROUNDED)				245,350,000	1,941	180	199,148

BUDGET ESTIMATE - STAGE 1 University of Kent

Date 31/05/2024
Revision -

Affordable Flats

GIFA (m2) 13,500
GIFA (sqft) 145,313
Nr units 210

Ref	Element Description	Qty	Unit	Rate	Total (£)	£ / m2	£ / sqft	£/ unit
0.0	Facilitating Works							
	Priced elsewhere							
	Facilitating Works sub total				-	-	-	
1.0	Substructure							
1.1	Foundations							
1.1.1	Strip foundations; 0.4m x 1 m, including excavation	1	item	1,390,000	1,390,000	103	10	6,619
1.4	Ground Floor Construction							
1.1.1	Ground floor slab; 250mm thick RC slab	1	item	1,730,000	1,730,000	128	12	8,238
	Substructure sub total				3,120,000	231	21	14,857
2.0	Superstructure							
2.2	Upper Floors							
2.2.1	Timber floors	1	item	640,000	640,000	47	4	3,048
2.3	Roof							
2.3.1	Roof allowance	1	item	1,730,000	1,730,000	128	12	8,238
2.4	Stairs and Ramps							
2.4.1	Concrete staircases; including finishes	1	item	740,000	740,000	55	5	3,524
2.5	External Walls							
2.5.1	External walls; mix of of render, and traditional block and masonry walls	1	item	1,980,000	1,980,000	147	14	9,429
2.6	Windows and External doors							
2.6.1	Aluminium glazed windows	1	item	1,400,000	1,400,000	104	10	6,667
2.6.2	External doors	1	item	260,000	260,000	19	2	1,238
2.7	Internal walls and Partitions							
2.7.1	Internal party walls and partitions	1	item	1,620,000	1,620,000	120	11	7,714
2.8	Internal Doors							
2.8.1	Internal doors	1	item	510,000	510,000	38	4	2,429
	Superstructure sub total				8,880,000	658	61	42,286
3.0	Internal Finishes							
3.1.1	Internal Finishes	1	item	2,030,000	2,030,000	150	14	9,667
	Internal Finishes sub total				2,030,000	150	14	9,667
4.0	Fixtures and Fittings							
4.1	General Fittings, Furnishings and Equipment							
4.1.1	Kitchens	1	item	1,100,000	1,100,000	81	8	5,238
4.1.2	Bathrooms	1	item	200,000	200,000	15	1	952
	Fixtures and Fittings sub total				1,300,000	96	9	6,190
5.0	Services							
5.1	M&E Allowance	1	item	3,710,000	3,710,000	275	26	17,667
	Services sub total				3,710,000	275	26	17,667
8.0	External Works							
8.1	Site Preparation Works							
8.1.1	Priced elsewhere				-	-	-	
8.2	Roads, Paths, Paving and Surfacing							
8.2.1	External allowance	1	item	170,000	170,000	13	1	810
	External Works sub total				170,000	13	1	810
	BUILDING WORKS TOTAL				19,210,000	1,423	132	91,476
9.0	Main Contractor Preliminaries	6	%		1,152,600	85	8	5,489

BUDGET ESTIMATE - STAGE 1
University of Kent

Affordable Flats

Date	31/05/2024
Revision	-
GIFA (m2)	13,500
GIFA (sqft)	145,313
Nr units	210

Ref	Element Description	Qty	Unit	Rate	Total (£)	£ / m2	£ / sqft	£/ unit
10.0	Main Contractor Overheads and Profit	2.5	%		509,065	38	4	2,424
11.0	Contingency	5	%		1,043,583	77	7	4,969
	CONSTRUCTION WORKS TOTAL				21,915,248	1,623	151	104,358
	CONSTRUCTION WORKS TOTAL (ROUNDED)				21,920,000	1,624	151	104,381

BUDGET ESTIMATE - STAGE 1 University of Kent

Affordable Houses

Date 31/05/2024
Revision -

GIFA (m2) 36,900
GIFA (sqft) 397,188
Nr units 390

Ref	Element Description	Qty	Unit	Rate	Total (£)	£ / m2	£ / sqft	£/ unit
0.0	Facilitating Works							
	Priced elsewhere							
	Facilitating Works sub total				-	-	-	
1.0	Substructure							
1.1	Foundations							
1.1.1	Strip foundations; 0.4m x 1 m, including excavation	1	item	6,380,000	6,380,000	173	16	16,359
1.4	Ground Floor Construction							
1.1.1	Ground floor slab; 250mm thick RC slab	1	item	2,800,000	2,800,000	76	7	7,179
	Substructure sub total				9,180,000	249	23	23,538
2.0	Superstructure							
2.2	Upper Floors							
2.2.1	Timber floors	1	item	2,720,000	2,720,000	74	7	6,974
2.3	Roof							
2.3.1	Roof allowance	1	item	2,870,000	2,870,000	78	7	7,359
2.4	Stairs and Ramps							
2.4.1	Timber staircases; including finishes	1	item	2,430,000	2,430,000	66	6	6,231
2.5	External Walls							
2.5.1	External walls; mix of of render, and traditional block and masonry walls	1	item	13,740,000	13,740,000	372	35	35,231
2.6	Windows and External doors							
2.6.1	Aluminium glazed windows	1	item	5,130,000	5,130,000	139	13	13,154
2.6.2	External doors	1	item	980,000	980,000	27	2	2,513
2.7	Internal walls and Partitions							
2.7.1	Internal party walls and partitions	1	item	3,060,000	3,060,000	83	8	7,846
2.8	Internal Doors							
2.8.1	Internal doors	1	item	2,270,000	2,270,000	62	6	5,821
	Superstructure sub total				33,200,000	900	84	85,128
3.0	Internal Finishes							
3.1.1	Internal Finishes	1	item	5,540,000	5,540,000	150	14	14,205
	Internal Finishes sub total				5,540,000	150	14	14,205
4.0	Fixtures and Fittings							
4.1	General Fittings, Furnishings and Equipment							
4.1.1	Kitchens	1	item	2,090,000	2,090,000	57	5	5,359
4.1.2	Bathrooms	1	item	840,000	840,000	23	2	2,154
	Fixtures and Fittings sub total				2,930,000	79	7	7,513
5.0	Services							
5.1	M&E Allowance	1	item	10,100,000	10,100,000	274	25	25,897
	Services sub total				10,100,000	274	25	25,897
8.0	External Works							
8.1	Site Preparation Works							
8.1.1	Priced elsewhere				-	-	-	
8.2	Roads, Paths, Paving and Surfacing							
8.2.1	External allowance	1	item	1,840,000	1,840,000	50	5	4,718
	External Works sub total				1,840,000	50	5	4,718
	BUILDING WORKS TOTAL				62,790,000	1,702	158	161,000
9.0	Main Contractor Preliminaries	6	%		3,767,400	102	9	9,660

BUDGET ESTIMATE - STAGE 1
University of Kent

Affordable Houses

Date	31/05/2024
Revision	-
GIFA (m2)	36,900
GIFA (sqft)	397,188
Nr units	390

Ref	Element Description	Qty	Unit	Rate	Total (£)	£ / m2	£ / sqft	£/ unit
10.0	Main Contractor Overheads and Profit	2.5	%		1,663,935	45	4	4,267
11.0	Contingency	5	%		3,411,067	92	9	8,746
	CONSTRUCTION WORKS TOTAL				71,632,402	1,941	180	183,673
	CONSTRUCTION WORKS TOTAL (ROUNDED)				71,630,000	1,941	180	183,667

Avison Young

65 Gresham Street, London EC2V 7NQ

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ORDER OF COST ESTIMATE - STAGE 1 University of Kent - Infrastructure

Date 03/06/2024
Revision -

GIFA (m2) N/A
GIFA (sqft) N/A

Ref	Element Description	Qty	Unit	Rate	Total (£)	£ / m2	£ / sqft
8.0	External Works						
1.1	<u>Site Preparation Works</u>						
1.1.1	Site clearance and preparation	450,000	m2	3	1,350,000		
1.1.2	PROV SUM - Allowance for earth works & movement to facilitate the development(s) - assumed half of development land	1	PS	4,000,000	4,000,000		
1.2	<u>Roads, Paths, Paving and Surfacing</u>						
1.2.1	Existing public rights of ways enhanced	1,600	m	300	480,000		
1.2.2	New pedestrian and cycle routes	3,100	m	800	2,480,000		
1.2.3	Allowance for Primary Roads	790	m	2,000	1,580,000		
1.2.4	PROV SUM - Allowance for secondary access roads	1	PS	5,000,000	5,000,000		
1.3	<u>Soft Landscaping, Planting and Irrigation Systems</u>						
1.3.1	Semi natural and natural open spaces	187,000	m2	5	935,000		
1.3.2	Parks & Gardens	37,000	m2	30	1,110,000		
1.3.3	Amenity green spaces and green corridors B28	105,000	m2	20	2,100,000		
1.3.4	LAP and LEAP	12,000	m2	70	840,000		
1.3.5	NEAP / destination play	14,000	m2	60	840,000		
1.3.6	Outdoor sports pitches	41,000	m2	10	410,000		
1.3.7	Allotments	18,000	m2	10	180,000		
1.4	<u>Fencing, Railings and Walls</u>						
1.5	<u>External Fixtures</u>						
1.6	<u>External Drainage</u>						
1.6.1	PROV SUM - Allowance for surface water and foul water drainage	1	PS	5,000,000	5,000,000		
1.7	<u>External Services</u>						
1.7.1	PROV SUM - allowance for Utilities	1	PS	13,000,000	13,000,000		
1.8	<u>Minor Building Works and Ancillary Buildings</u>						
1.8.1					-		
	External Works sub total				39,305,000		
	BUILDING WORKS TOTAL				39,305,000		
9.0	Main Contractor Preliminaries	6	%		2,358,300		
10.0	Main Contractor Overheads and Profit	5	%		2,083,165		
11.0	Contingency	10	%		4,374,647		
	CONSTRUCTION WORKS TOTAL				48,121,112		
	CONSTRUCTION WORKS TOTAL (ROUNDED)				48,000,000		

ORDER OF COST ESTIMATE - STAGE 1 University of Kent - Infrastructure

Date	03/06/2024
Revision	-
GIFA (m2)	N/A
GIFA (sqft)	N/A

Pricing Notes and Assumptions:

- 1 Pricing based on current day 2Q2024, with no allowance for Tender or Construction Inflation beyond this point
- 2 Due to the early stage nature of this budget we would advise a + / - variance of up to 10%
- 3 All costs have been generally reviewed against previously tender rates/costs from the market - where possible
- 4 We have not undertaken a measurement exercise, with all quantities used being provided to us and have been relied upon for costing purposes
- 5 A Design/Construction contingency risk allowance of 10% has been allocated
- 6 We have made an assumption that 50% of the site area would need "earth works/movement" to facilitate the development
- 7 Utilities - no gas installations; 1nr substation allowed per development plot, plus a nominal allowance for wider area network reinforcement; water connections (unknown locations); telecomms connections and infrastructure
- 8 Pricing levels are based on the works being undertaken through a competitively tendered single stage procurement route
- 9 General allowances made for green space - unknown extents of requirements at this stage

Exclusions

Description	Separate Client Budget	Risk	Potential Enhancement
Professional and Legal Fees	•		
Costs associated with land purchase and fees payable to Local Authority	•		
Project Insurances	•		
Agents Fees	•		
Allowance(s) for phasing of the works	•		
Works beyond the site boundary	•		
Section 104, 106 and 278 works/contributions	•		
Inflation allowance (Tender and Construction) beyond the Base Date	•		
Client direct costs and contingencies	•		
Value Added Tax (VAT)	•		
Works associated with archaeological investigations, surveys and associated attendance works		•	
Removal of asbestos and other contaminants in the ground and above ground		•	
Costs associated with 'Rights of Light', 'Air rights', over sailing etc.	•		
Site investigations or Surveys	•		
Abnormal site conditions		•	
Capital allowances and/or other incentives/grants	•		
Marketing costs	•		
Works over and above the Provisional Sums included in this cost plan		•	
Upgrading the existing local services capacity for Electrics, Drainage etc. beyond the figures stated		•	
Major services diversions and mitigation works due to unforeseen ground conditions		•	
Costs in relation to a Pre Construction Services Agreement (PCSA)			•
Contractor's design fees			•
Allowance for works to or any underpinning to adjacent buildings/structures		•	

Basis of Cost and Information Used

PRP - Avison for Development (240513_Masterplan updates document Rev C LR.pdf)

Access Road via Crabb & Winkle Way - Preliminary Design Cost Estimate

Client	University of Kent Canterbury Campus	
Project	Access Road via Crabb & Winkle Way	
Title	Preliminary Design Cost Estimate	
Project Number	70080896	
Date	27 April 2022	
Revision	1.1	
Prepared By	Rajdeep Chakraborty/Asif Zubair	Staff Grade P03/P02
Checked / Approved By	Arvi Rana	Staff Grade P04
Authorised By	Steve Keeley	Staff Grade P07



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Item Description

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| 5.2 Access Road Cost Estimate Ch. 650-1565m |
| 5.3 Tyler Hill Road Cost Estimate |

1.1 Estimate History

Notes / Variations	Date Issued
1.1 Preliminary Design Cost Estimate	27 April 2022

2.1 Document Register

	Document Title	Document Reference	Revision	Format	Date
1.0	Access Road via Crabb & Winkle Way Horizontal alignment Plan	0896-SK-0007-P02	P02	PDF	March 22
2.0	Access Road via Crabb & Winkle Way Vertical alignment Plan	0896-SK-0008-P02	P02	PDF	March 22

3.1 Notes

Pricing Notes

Estimates are rebased at construction mid-point 2Q 2025

Estimates have been based upon drawing numbers as scheduled on the attached and viewing on Google maps

There is no design available for Tyler Hill Road. It is assumed no cut and fill involved in Tyler Hill Road.

There is no design available for Tyler Hill Road. Therefore, 15m wide infrastructure corridor cross section is assumed for Tyler Hill Road for costing purpose.

The rates include an uplift of approx. 20% for working in a live carriageway & urban environment for Access Road ch.0-500m.

Exclusions

Legal issues

VAT

Land Take

Assumptions

All other assumptions are included within the estimate

4.1 Cost Summary

Item Description	Access Road Ch.0-650	Access Road Ch.650-1565	Tyler Hill Road
Direct Construction Costs			
Base Construction Cost	£1,809,400	£5,120,600	£1,205,100
Indirect Construction Costs			
Main Contractor's Preliminaries, Traffic Management and Overheads and Profit	£815,000	£1,793,000	£422,000
Indirect Non-Construction Costs			
STATS Diversions	£263,000	£346,000	£82,000
Professional Fees	£525,000	£1,383,000	£326,000
Total excl. Risk, Optimism Bias and Inflation	£3,412,400	£8,642,600	£2,035,100
Risk / Contingency / Optimism Bias (Current TAG Guidance at Feasibility' Design Stage)	£1,570,000	£3,976,000	£937,000
Total excl. Inflation	£4,982,400	£12,618,600	£2,972,100
Inflation (assumed mid-point of construction to be Q2 2025)	£568,000	£1,439,000	£339,000
Inflation Contingency (3% per Annum)	£449,000	£1,136,000	£268,000
Total	£6,000,000	£15,200,000	£3,580,000
Total		£24,780,000	



Item Description	Notes / Assumptions	Quantity	Unit	Rate	Total
Series 200: Site Clearance General Site Clearance	Assumed urban area	1.63	ha	£5,000	£8,125
Series 500: Drainage					
Drainage Gully	Assumed gullies every 20m along the length of new Access Road. Rate includes gully connection.	34	Nr	£1,450	£49,300
Chambers, 1200mm dia.	Assumed chambers every 50m along the length of new Access Road. average depth to invert 2m.	14	Nr	£2,300	£32,200
Vitrified clay pipe, 225mm dia	Assumed drain pipe along the new Access Road. Average depth to invert 2m	1300	m	£140	£182,000
Series 600:					
Excavation & disposal of acceptable and unacceptable material excluding Class 5A Imported fill	Assumed all the cut/excavated material need to be disposed off, excl. any hard dig. (Incl. in risk).	8442	m3	£40	£337,666
		1407	m3	£40	£56,279
Series 700: Pavements					
Carriageway Construction; Full Depth	30mm Surface Course, 70mm binder, 100mm base course, 150mm Type 1 Sub-base & 420mm capping layer	4,745	m2	£120	£569,400
Series 1100: Kerb, Footway & Paved areas					
Footway Construction; Full Depth	20mm Surface Course, 50mm binder, 100mm Type 1 Sub-base on geotextile	3,900	m2	£50	£195,000
Bridleway		1,680	m2	£15	£25,200
Precast concrete kerb		1,300	m	£30	£39,000
Edging kerb		1,300	m	£15	£19,500
Series 1200: Road Markings & traffic signs Allowance for Road Markings & Traffic signs		1.5%	sum	£1,513,670	£22,705
Series 1300: Road lighting columns Lighting Columns	Assumed every 50m along the length of new access road. Rate Includes Cabling and Ducting	23	Nr	£3,000	£69,000
Series 3000: Landscape & ecology Grass Verge	incl. 150mm topsoil relay	1,950	m2	£20	£39,000
				sub-total	£1,644,400
Minor items not measured / picked up due to design stage				10%	£165,000
				sub-total	£1,809,400
Main Contractor's Preliminaries, Traffic Management and Overheads and Profit				45%	£815,000
				sub-total	£2,624,400
STATS Diversions				10%	£263,000
Professional Fees				20%	£525,000
				sub-total	£3,412,400
Risk / Contingency / Optimism Bias (Current TAG Guidance at Feasibility' Design Stage)				46%	£1,570,000
				sub-total	£4,982,400
Inflation (assumed mid-point of construction to be 2Q 2025)				11.40%	£568,000
Inflation Contingency (3% per Annum)				9.00%	£449,000
Total Indicative Estimate				Total	£6,000,000

Pricing Notes

Estimates are rebased at construction mid-point 2Q 2025

Estimates have been based upon drawing numbers as scheduled on the attached and viewing on Google maps

The rates include an uplift of approx. 20% for working in a live carriageway and urban environment for Access Road ch.0-500m.

Exclusions

Legal issues

VAT

Land Take

Assumptions

All other assumptions are included within the estimate



Item Description	Notes / Assumptions	Quantity	Unit	Rate	Total
Series 200: Site Clearance General Site Clearance	Assumed open field site	2.38	ha	£3,000	£7,143
Series 500: Drainage					
Drainage Gully	Assumed gullies every 20m along the length of new Access Road. Rate includes gully connection.	47	Nr	£1,300	£61,100
Chambers, 1200mm dia.	Assumed chambers every 50m along the length of new Access Road. average depth to invert 2m.	19	Nr	£2,000	£38,000
Vitrified clay pipe, 225mm dia	Assumed drain pipe along the new Access Road. Average depth to invert 2m	1830	m	£120	£219,601
Series 600:					
Excavation & disposal of acceptable and unacceptable material excluding Class 5A Imported fill	Assumed all the cut/excavated material need to be disposed off, excl. any hard dig. (Incl. in risk).	24501	m3	£30	£735,033
		10562	m3	£40	£422,465
Series 700: Pavements					
Carriageway Construction; Full Depth	30mm Surface Course, 70mm binder, 100mm base course, 150mm Type 1 Sub-base & 420mm capping layer	6,676	m2	£110	£734,352
Series 1100: Kerb, Footway & Paved areas					
Footway Construction; Full Depth	20mm Surface Course, 50mm binder, 100mm Type 1 Sub-base on geotextile	7,045	m2	£45	£317,032
Precast concrete kerb		1,830	m	£26	£47,580
Edging kerb		1,830	m	£12	£21,960
Series 1200: Road Markings & Traffic signs					
Allowance for Road Markings & Traffic signs		1.5%	sum	£2,604,266	£39,064
Series 1300: Road lighting columns					
Lighting Columns	Assumed every 50m along the length of new access road. Rate Includes Cabling and Ducting	31	Nr	£3,000	£93,000
Series 3000: Landscape & ecology					
Grass Verge	incl. 150mm topsoil relay	2,744	m2	£18	£49,386
Structure					
Reinforced concrete bridge with precast beams	Span 30+; including excavation; reinforcement; formwork; concrete; bearings; expansion joints; deck waterproofing; deck finishings; P1 parapet; exclude any approach works.	512	m2	£3,650	£1,868,800
					sub-total £4,654,600
	Minor items not measured / picked up due to design stage			10%	£466,000
					sub-total £5,120,600
	Main Contractor's Preliminaries, Traffic Management and Overheads and Profit			35%	£1,793,000
					sub-total £6,913,600
	STATS Diversions			5%	£346,000
	Professional Fees			20%	£1,383,000
					sub-total £8,642,600
	Risk / Contingency / Optimism Bias (Current TAG Guidance at Feasibility Design Stage)			46%	£3,976,000
					sub-total £12,618,600
	Inflation (assumed mid-point of construction to be 2Q 2025)			11.40%	£1,439,000
	Inflation Contingency (3% per Annum)			9.00%	£1,136,000
Total Indicative Estimate				Total	£15,200,000

Pricing Notes

Estimates are rebased at construction mid-point 2Q 2025

Estimates have been based upon drawing numbers as scheduled on the attached and viewing on Google maps

Exclusions

Legal issues

VAT

Land Take

Assumptions

All other assumptions are included within the estimate



Item Description	Notes / Assumptions	Quantity	Unit	Rate	Total
Series 200: Site Clearance					
General Site Clearance	Assumed open field site	1.37	ha	£3,000	£4,110
Series 500: Drainage					
Drainage Gully	Assumed gullies every 20m along the length of new Access Road.Rate includes gully connection.	28	Nr	£1,300	£36,400
Chambers, 1200mm dia.	Assumed chambers every 50m along the length of new Access Road. average depth to invert 2m.	12	Nr	£2,000	£24,000
Vitrified clay pipe, 225mm dia	Assumed drain pipe along the new Access Road. Average depth to invert 2m	1096	m	£120	£131,520
Series 600:					
Excavation & disposal of acceptable and unacceptable material excluding Class 5A	Assumed new road is at grade.	4198	m3	£30	£125,940
Series 700: Pavements					
Carriageway Construction; Full Depth	30mm Surface Course, 70mm binder, 100mm base course, 150mm Type 1 Sub-base & 420mm capping layer	4,000	m2	£110	£440,044
Series 1100: Kerb, Footway & Paved areas					
Footway Construction; Full Depth	20mm Surface Course, 50mm binder, 100mm Type 1 Sub-base on geotextile	4,220	m2	£45	£189,882
Precast concrete kerb		1,096	m	£26	£28,496
Edging kerb		1,096	m	£12	£13,152
Series 1200: Road Markings & traffic signs					
Allowance for Road Markings & Traffic signs		1.5%	sum	£993,544	£14,903
Series 1300: Road lighting columns					
Lighting Columns	Assumed every 50m along the length of new access road. Rate Includes Cabling and Ducting	19	Nr	£3,000	£57,000
Series 3000: Landscape & ecology					
Grass Verges	incl. 150mm topsoil relay	1,644	m2	£18	£29,592
				sub-total	£1,095,100
Minor items not measured / picked up due to design stage				10%	£110,000
				sub-total	£1,205,100
Main Contractor's Preliminaries, Traffic Management and Overheads and Profit				35%	£422,000
				sub-total	£1,627,100
STATS Diversions				5%	£82,000
Professional Fees				20%	£326,000
				sub-total	£2,035,100
Risk / Contingency / Optimism Bias (Current TAG Guidance at Feasibility' Design Stage)				46%	£937,000
				sub-total	£2,972,100
Inflation (assumed mid-point of construction to be 2Q 2025)				11.40%	£339,000
Inflation Contingency (3% per Annum)				9.00%	£268,000
Total Indicative Estimate				Total	£3,580,000

Pricing Notes

Estimates are rebased at construction mid-point 2Q 2025
Estimates have been based upon drawing numbers as scheduled on the attached and viewing on Google maps
There is no design available for Tyler Hill Road. It is assumed no cut and fill involved in Tyler Hill Road.
There is no design available for Tyler Hill Road. Therefore, 15m wide infrastructure corridor cross section is assumed for Tyler Hill Road for costing purpose.

Exclusions

Legal issues
VAT
Land Take

Assumptions

All other assumptions are included within the estimate

Appendix 4 – S106 Estimate

Service Area	Expected Contribution	Per Unit Type	House	Flats	Total
Adult Social Care (TA1)	£180.88	per dwelling			£361,760
Community Learning and Skills (TA2)	£34.21	per dwelling			£68,420
Education – Primary – New Build (TA 4 & 6)	£7,081.20 £1,770.30	per applicable* House per applicable* Flat	*(Allowance estimated at £10m per school)		£20,000,000
Education – Secondary – New Build (TA 4 & 6)	£5,587.19 £1,396.80	per applicable* House per applicable* Flat	£9,062,114.00	£503,616.96	£9,565,731
Special Educational Needs and Disabilities (TA 4 & 7)	£559.83 £139.96	per applicable* House per applicable* Flat	£906,698.00	£52,542.00	£959,240
Integrated Children's Services – Youth and Early Years Services (TA15)	£74.05	per dwelling			£148,000
Libraries, Registration & Archives (TA16)	£62.63	per dwelling			£124,000
Waste Disposal and Recycling (TA18)	£194.13	per dwelling			£388,000
				Total	£31,615,151
				Indexed at 11% (TPI) from Q1 2022	£35,092,818
				Per Dwelling	£17,546

Appendix V

Residential Market Report



Residential Market Report

University of Kent

3 June 2024

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3. Local Housing Market Commentary 13

Report title: Residential Market Report

Prepared by: Avison Young

Status: Final

Date: 3 June 2024

For and on behalf of Avison Young (UK) Limited

1. Economic Overview

Overview

- 1.1 Global financial markets have been volatile in the last few months, as expectations have seesawed on how soon central banks might start cutting interest rates.
- 1.2 The Q3 and Q4 2023 GDP figures showed the UK economy entered a technical recession in the second half of last year.
- 1.3 However, the monthly GDP figures for January and February 2024 suggest the economy has now emerged from recession. Month-on-month GDP increased by 0.3% in January and 0.1% in February.

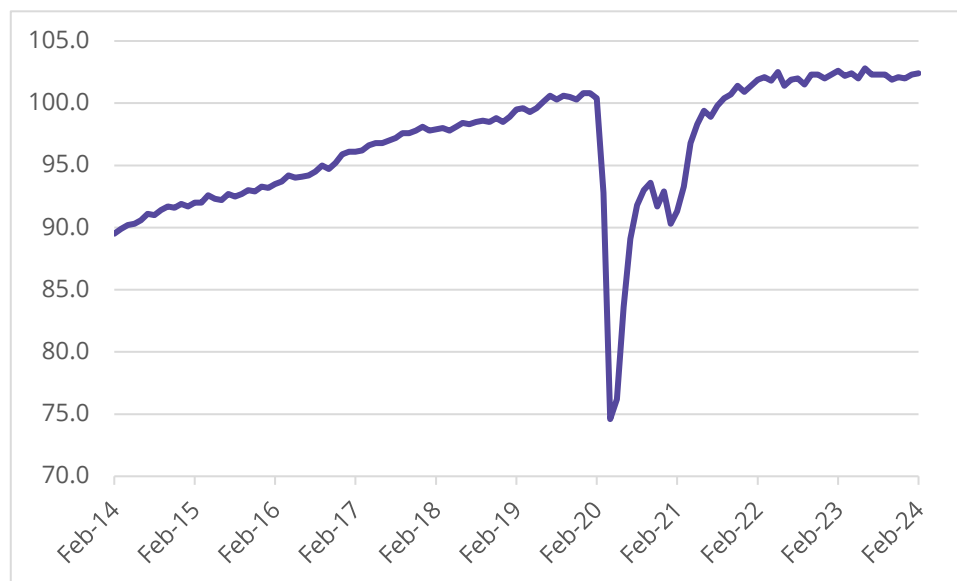


Chart 1 – Monthly UK GDP Index – 100 = 2019. Source: ONS

- 1.4 Services GDP grew by 0.1% m-on-m in February, up from 0.3% in January. The deceleration in part related to an output decline for the retail sector, following a strong January. The transport and storage sector reported robust figures, as did information and communication.
- 1.5 Production sector rebounded by 1.1% in February, following a figure of -0.3% in January. While output for the North Sea energy sector declined, the manufacturing sector saw an increase of 1.2%. There was a notable rise in vehicle production.
- 1.6 The Construction sector saw a contraction of -1.9% in February, marking a sharp reversal of the 1.1% increase recorded in January. This was attributed to poor weather, particularly heavy rainfall in southern England.
- 1.7 Public sector borrowing stood at £8.4 billion in February 2024, which was down by £3.4 billion on a year earlier. The national debt is currently the equivalent of 97.1% of GDP, and in recent months has shown signs of plateauing.
- 1.8 The UK composite Purchasing Managers' Index (PMI) edged down in March to 52.8, compared to 53.0 in February. A reading of above 50.0 suggests the economy is growing, and the headline PMI figure was in positive territory for a fifth consecutive month.

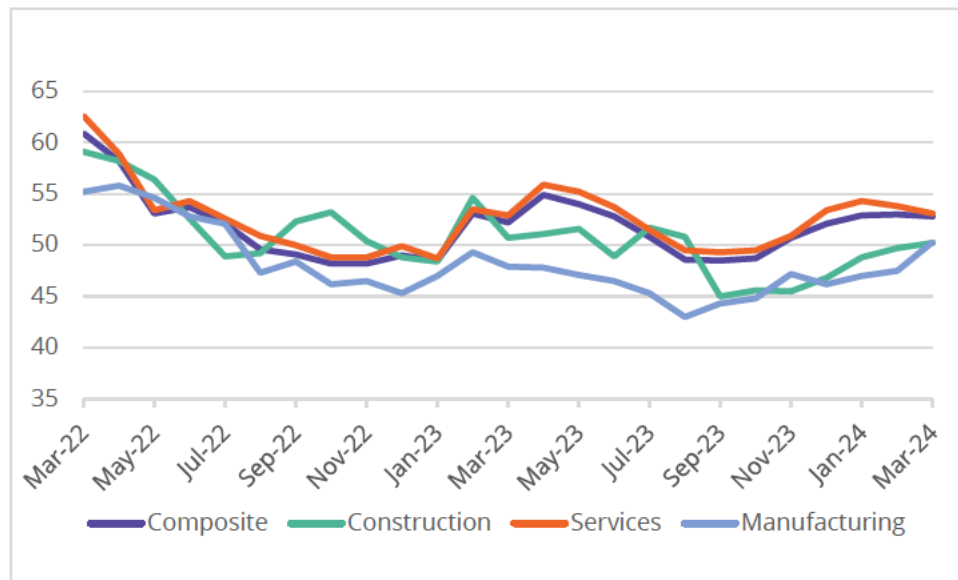


Chart 2 – UK PMI Indices. Source: Macrobond

- 1.9 The services sector PMI declined from 53.8 in February to 53.1 in March. Encouragingly, the manufacturing PMI rose from 47.5 in February to 50.3 in March, ending a 19-month run of readings below the 50 mark.
- 1.10 Bank of England data reported that credit card debt saw net growth of £510 million in February, compared to £775 million in January. Mortgage debt increased by £1.5 billion in February, following two months where repayments exceeded new lending.
- 1.11 GfK's UK consumer confidence index was unchanged at -21 in March. The reading is low by historic standards – the 10-year average prior to Covid was -12.8.
- 1.12 Retail sales volume flatlined on a m-on-m basis in February, following a strong increase of 3.6% in January. Growth for sales in clothing, department stores and online were counterbalanced by falls for food and fuel retailers. ONS said wet weather hit footfall.

Labour Market

- 1.13 The employment rate stood at 75.0% in the three months to January 2024, which is below the 76.6% figure recorded in February 2020 before the pandemic. This is due to a higher inactivity rate today. The unemployment rate stood at 3.9%. This is low by historic standards and indicates a tight labour market.

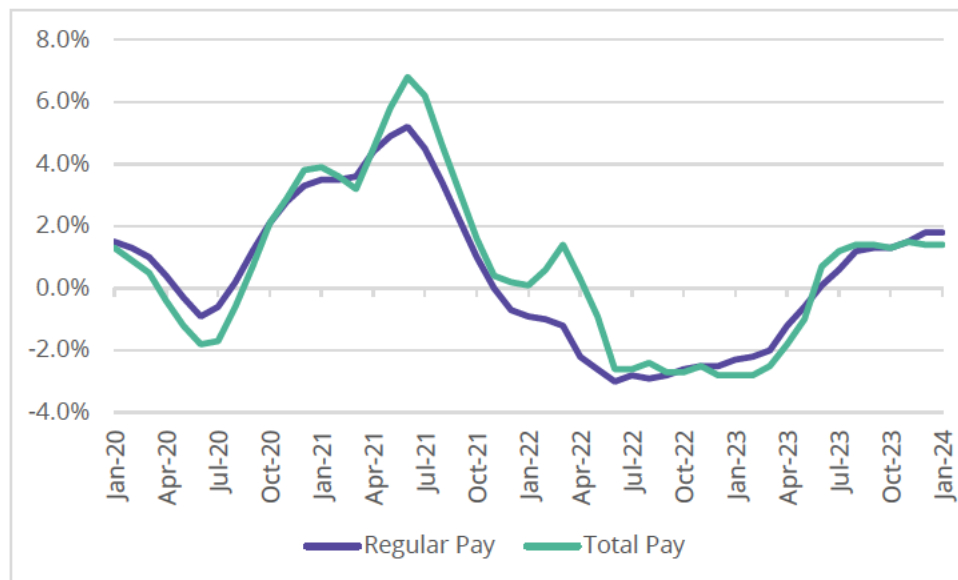


Chart 3 – Real-terms UK Pay Growth. Source: Macrobond

- 1.14 Recent indicators point to a moderate slowing in labour demand, such as the number of job vacancies gradually easing to 908,000 in February 2024, after peaking at 1.3 million in June 2022.
- 1.15 Regular pay growth stood at 6.1% in nominal terms in January, but was just 1.8% in real terms. Nominal pay growth has started to fall, while in real terms it has increased due to lower inflation.

Inflation

- 1.16 CPI inflation fell from 4.0% in January to 3.4% in February. We are expecting significant declines in UK inflation in the coming months.
- 1.17 Core inflation (which excludes volatile items like fuel and food) decelerated from 5.1% in January to 4.5% in February. That core inflation is dropping sharply increases the likelihood we may see a Base Rate cut in the coming months.
- 1.18 At the March meeting of the Bank of England's Monetary Policy Committee (MPC) the decision was taken to leave the UK base rate unchanged at 5.25%. The public comments coming from most (but not all) MPC members have become more dovish in recent months.

Outlook

- 1.19 Higher living costs in the UK, in part due to fourteen interest rate hikes since December 2021, have been weighing heavily on the consumer side of the economy.
- 1.20 Falling inflation would normally ease this pressure on incomes. However, because interest rates have increased in the last two years, consumers and firms are now spending more on debt repayments, counterbalancing much of the benefit from declining inflation.
- 1.21 The UK GDP figures show the economy has been either contracting or stagnant for some time now, although there have been tentative signs of a turning point this year. Oxford Economics is currently predicting 0.5% full year UK GDP growth in 2024, then 2.0% in 2025 and 2.0% in 2026.
- 1.22 Stronger than expected US inflation has prompted the financial markets to speculate the Federal Reserve will be slower to cut interest rates than was previously expected. Market expectations on when the Bank of England will still start to reduce rates have also moved back as a consequence.

-
- 1.23 However, many economists, such as Oxford Economics, are still predicting the Bank of England will cut the Base Rate in June. Our view is the drivers of inflation are very different in the UK compared to the US, and we believe upcoming data will justify a Bank of England cut in June.
- 1.24 The UK economy is facing significant headwinds such as weak growth, volatile financial markets and heightened geo-political risks. A sharp escalation of one or more of these factors might increase the risk of a double-dip recession.
- 1.25 Moreover, there are a number of risks that could dampen the pace of a future economic recovery, such as labour shortages in key industries and any future austerity measures introduced to bring down the government's debt burden. Also, the UK will face a general election at some point in the coming months, and there is a growing likelihood of a change of government, which will increase political uncertainty.
- 1.26 Consequently, we view the risks as being on the downside.

2. National Housing Market Commentary

The Housing Market

- 2.1 The Nationwide House Price Index UK saw 1.0% y/y growth over Q1 2024, up from -2.3% in Q4 2023 and the latest March figure was 1.6% ahead of the same time last year. Halifax's figures were more positive, showing a quarterly increase of 2.0%. Nationwide remains our preferred index until the Land Registry data becomes available (it lags significantly).
- 2.2 The market continues to be resilient and looks to be in recovery mode (albeit subdued). Overall, pricing has held up remarkably well over the last year given the extent of the headwinds; interest rates rising from 1.25% in June 22 to 5%, the short-term shock of the mini-budget, ongoing pressure on costs of living and lacklustre economic performance.

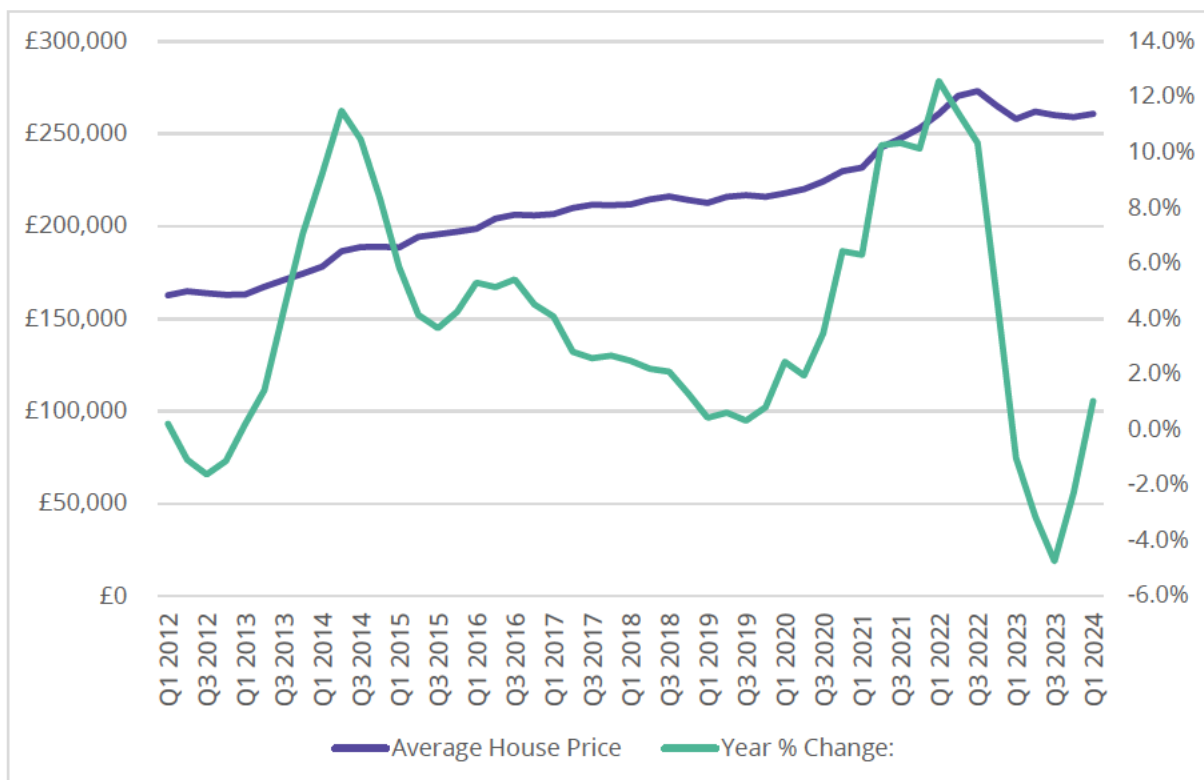


Chart 4 – UK house prices. Source: Nationwide

- 2.3 There is uncertainty around when the Bank Rate cuts will commence and this will be the key driver of housing market performance this year. Rate cuts will bring a recovery in demand from mortgaged buyers, as indicated by mortgage approval data starting to recover in October and November as mortgage rates improved.
- 2.4 However, while the outlook this year is more positive, currently affordability for mortgage reliant buyers is still significantly worse than it has been in recent years and near-term activity will remain relatively subdued with minimal movement in prices.
- 2.5 The economic outlook should be fairly supportive as it is broadly more stable than it was for a lot of last year which is good for households' willingness to undertake a new home purchase. The prospect of tax cuts ahead of an election could also help boost activity. The most recent transaction data is still weak though. HMRC data from March shows that transactions were down 6% y/y and 15% down on

the 2014-2019 average. Having said this, they have been improving and March's figure was 1.4% up on February's.

- 2.6 Mortgage approval data is a more forward-looking indicator of activity and began to pick up over the course of the last quarter. March's mortgage approvals for home purchase (latest data) were 1.4% higher than in February and 40% higher on the same time last year, suggesting transactions will pick up in coming months. Mortgage approvals are now only 7% below the 2014-19 average.
- 2.7 As a useful lead indicator, the most recent RICS Residential survey provided some of the most upbeat responses in a long time. The new buyer enquiries series posted an increase in every month of the quarter. As such, this is now consistent with a gradual recovery coming through for buyer demand. Although still relatively modest in a longer-term context, the latest reading was the most positive since February 2022.
- 2.8 Interest rates remain the main driver of the current housing market dynamic and the cost of mortgage finance is a key barometer for household affordability. It is therefore useful to look at the relationship between the cost of mortgage finance and the extent of house price corrections in previous cycles.
- 2.9 The chart below shows the monthly cost of a new 80% LTV mortgage on average-priced house purchase as a proportion of median full-time disposable income after tax.

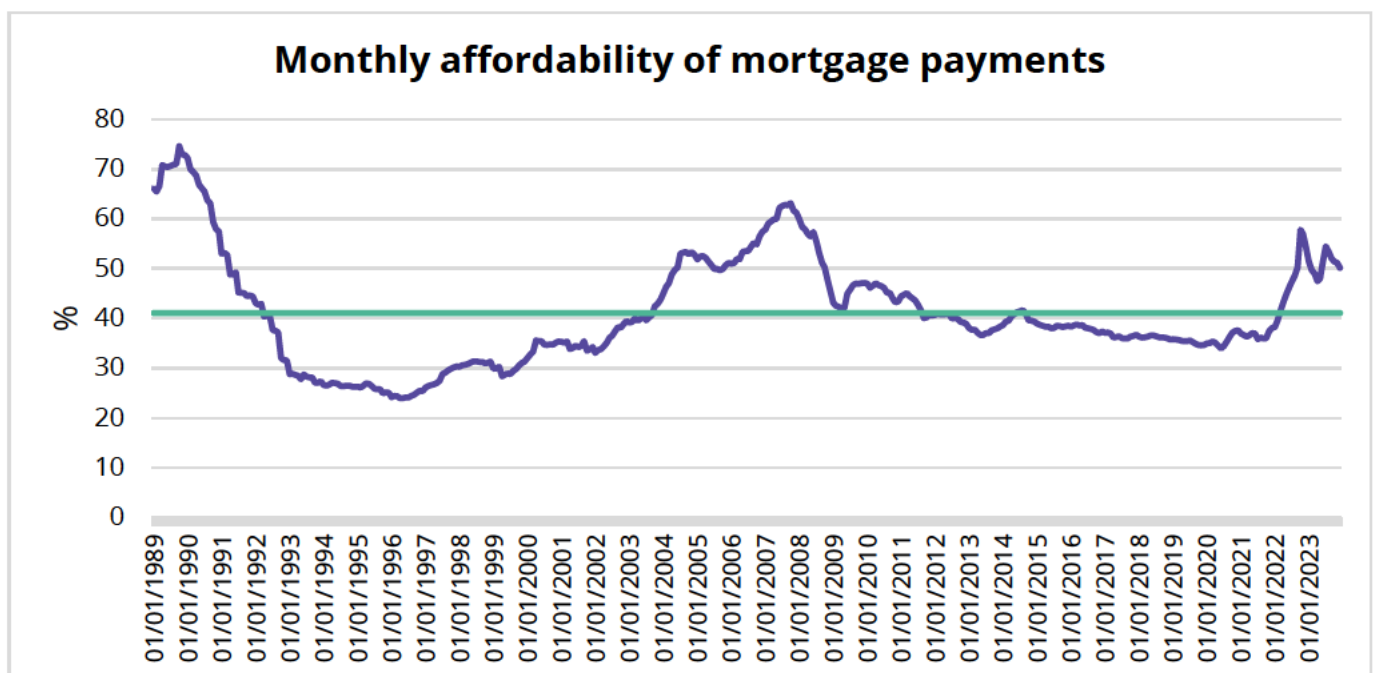


Chart 5 – Monthly affordability of mortgage payments. Source: AY, Capital Economics, Bank of England

- 2.10 Based on past housing market downturns, in January 2023 we thought the cost of monthly mortgage payments for a new home purchase would have to fall to around 45% of the median salary for demand to strengthen enough to stabilise house prices. But the resilience of the market and recovery in prices in the last quarter suggests that the affordability tipping point for house prices is instead more like 50% of median pay.
- 2.11 This is because multiple factors are serving to protect against repossessions and forced-sales (which bring significant downward price pressure) which were a big feature of previous recessions.

- 2.12 **Strength of the labour market** – the UK unemployment rate remains extremely low by historic standards, despite increasingly slightly recently. Oxford Economics are predicting unemployment to peak at 4.4% and Capital Economics 4.5%. In the GFC it hit 8.4% and in the early 1990's correction it was over 10%. Also, wage growth has (and continues to be) strong. Average weekly earnings have risen 20% since 2019 and the most recent data (February) was still 6%.
- 2.13 **Tenure trends** – there are significantly less mortgaged households than in the previous two corrections. In 1989, 40% of households had a mortgage and 38% at the start of the GFC. Currently, 30% of households have mortgages, with higher proportions owning outright or living in the rented sector. (Source: DLUHC)
- 2.14 **More prudent lending** – in 2014 the FPC introduced mortgage market regulation - including loan to income flow limit on lending to borrowers with LTI's at or above 4.5. The FCA also introduced responsible lending requirements. Accordingly, lenders now have far less high LTV lending on their books, at the time of the GFC around 25% of mortgages had LTVs over 75% compared to less than 10% now. (Source: Bank of England, ONS)
- 2.15 **Prevalence of fixed rate lending** – the proportion of borrowers with fixed rate mortgages is far higher than at the start of the GFC, when around 70% of mortgages were fixed rate compared to 96% at the start of the current hiking cycle. In the early 1990's only around 30% of mortgages were fixed rate.

- 2.15.1. The proportion of those with a five-year fix also increased in the run up to the start of the current cycle (see chart below). This suggests that borrowers were anticipating rising rates and acted to lock in more attractive terms.

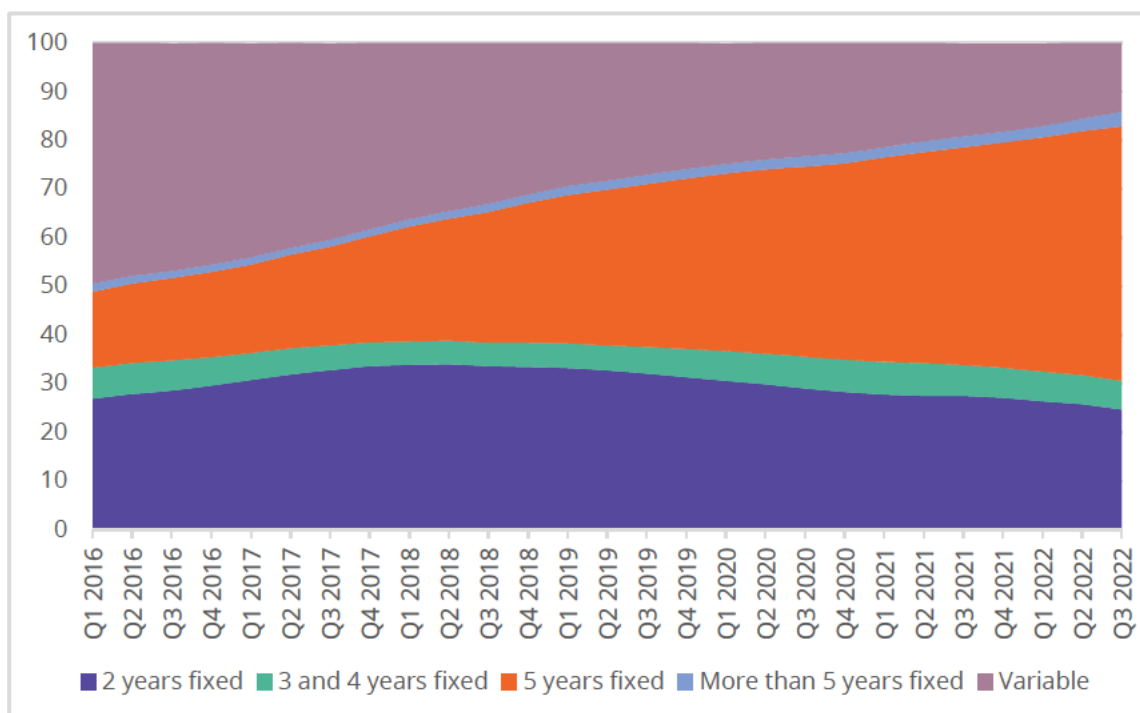


Chart 6 – Change in distribution of mortgage types. Source: Bank of England, ONS

- 2.15.2. While the extent of fixed rate mortgages will mitigate the fall-out from higher interest rates (particularly the increase in five-year fixes), monthly repayments significantly increase for those that need to re-mortgage. There are around 1.95m mortgages due to expire over the next twelve months of which 895,000 are on rates under 2%.

- 2.15.3. But – as part of the mortgage market measures introduced in 2014, borrowers were required to be stress tested to a 3% increase on the standard variable rate (SVR) at the end of their fixed term. So, looking at historic mortgage market data, a borrower taking out a two-year fix at 2% in 2019 would see a reversion to an SVR of 4.9% at the end of the term. They would need to be able to afford their repayments if the SVR rose to 7.9% within five years.
- 2.15.4. This implies that the majority of these households should be able to withstand the current levels of interest rates and even some further rises (although undoubtedly will experience significant pressure on finances). It is even likely that many of the 895,000 or so households that are currently on rates under 2% will have been stress tested to levels that are higher than the current average mortgage rates. Clearly these households are the most exposed but they make up less than 7% of the approx. 13.1million outstanding mortgages.
- 2.16 **Lower household debt levels** - overall household debt levels are far lower than pre GFC. It was 126% in Q3 last year, compared to almost 150% just before the last major correction. This means that households overall are better placed to absorb the squeeze from higher mortgage costs.
- 2.17 **Forbearance** – the banking sector is well capitalised, profitable and under a lot of political pressure to do as much as possible to support households with payment difficulties. There has been formal agreement between the UK's principal mortgage lenders and government that:
- 2.17.1. Allows for 12 months of missed payments before foreclosure can begin;
- 2.17.2. Can switch to an interest-only mortgage for six months, or extend their mortgage term to reduce their monthly payments and switch back to their original term within the first six months, if they choose to. Both options can be taken without a new affordability check or affecting their credit score;
- 2.17.3. Customers approaching the end of a fixed rate deal will be offered the chance to lock in a deal up to six months ahead. They will also be able to apply for a better deal right up until their new term starts, if one is available.
- 2.18 So, despite the sharp increase in the cost of servicing debt and other pressures on household finances, the counterbalances mean the housing market has been very resilient and crucially there is no reason to believe these factors will recede over the next twelve months. There are downside risks though, if the BoE needs to hold rates higher for longer, then we could see renewed house price falls.

The Regional Markets

- 2.19 All regions saw an improvement in their annual rate of growth in the Q1 2024 data. The Nationwide data showed that while we still saw declines in some regions, the rates of decline had slowed and there was positive growth in eight regions.
- 2.20 The RICS residential survey provides a more forward-looking indicator than measures of house price growth and paints an optimistic picture of the market. When disaggregated, all regions/ countries have seen their readings for the house price series either turn less negative or move into positive territory when compared to the start of the year. Respondents expect all parts of the UK to see a rise in house prices over the year to come, with sentiment particularly robust in Northern Ireland, London and Scotland.

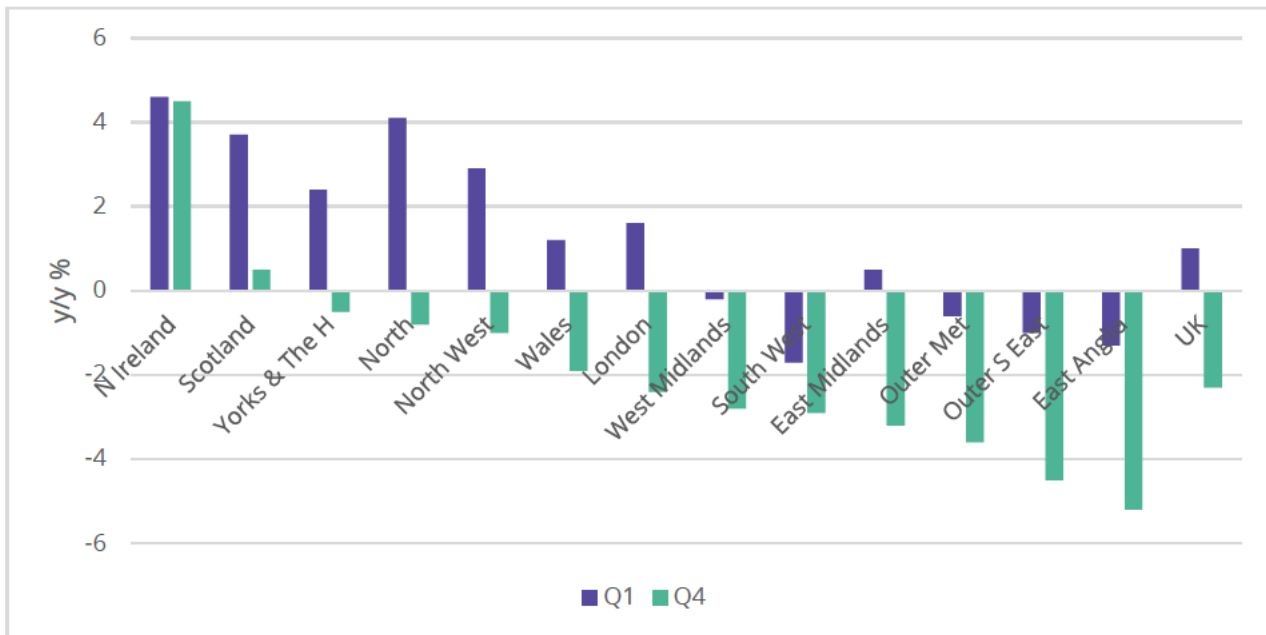


Chart 7 – Regional house price growth. Source: Nationwide

The Lettings Market

- 2.21 The performance in the rental market is a contrast to the sales market. All measures of rental growth have remained strong according to most recent data (some of which lags the sales data) although in some cases have slowed from the highs seen earlier last year. The ONS Price Index of Private Rents showed that average UK private rents increased 9.2% in Q1, an increase from 8.2% in Q4.
- 2.22 It is important to note that supply and demand pressures can take time to feed through to this index which reflects price changes for all private rental properties rather than only newly advertised rental properties, which may experience sharper movements.
- 2.23 The strength of rental growth illustrates the structural supply/demand imbalance in the rental market. Having said this, according to the latest RICS residential survey, the gap between the two is decreasing, at least in the near term. We expect this will widen again in the summer but we do think that growth over the remainder of the year is likely to cool from the level seen in 2023.

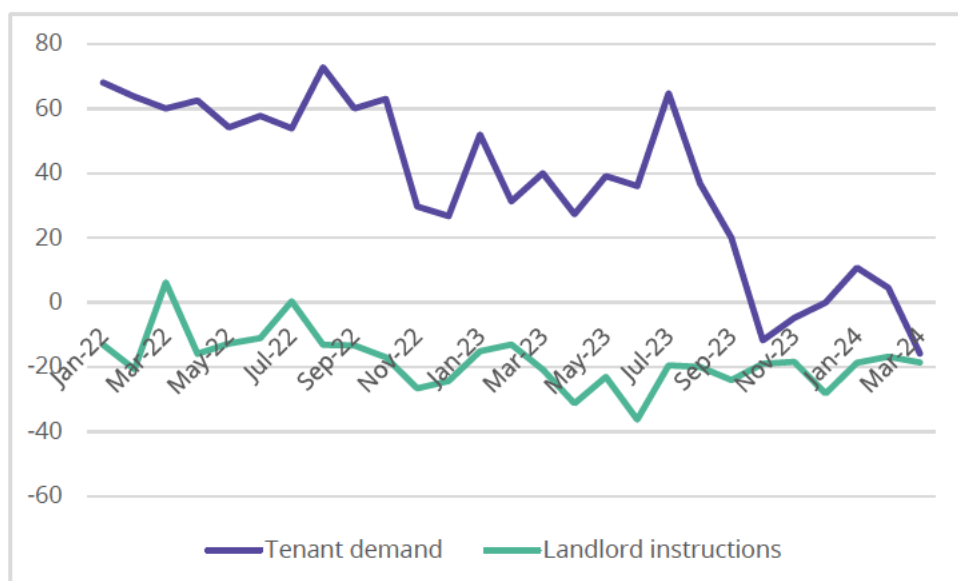


Chart 8 – Rental market supply and demand. Source: RICS

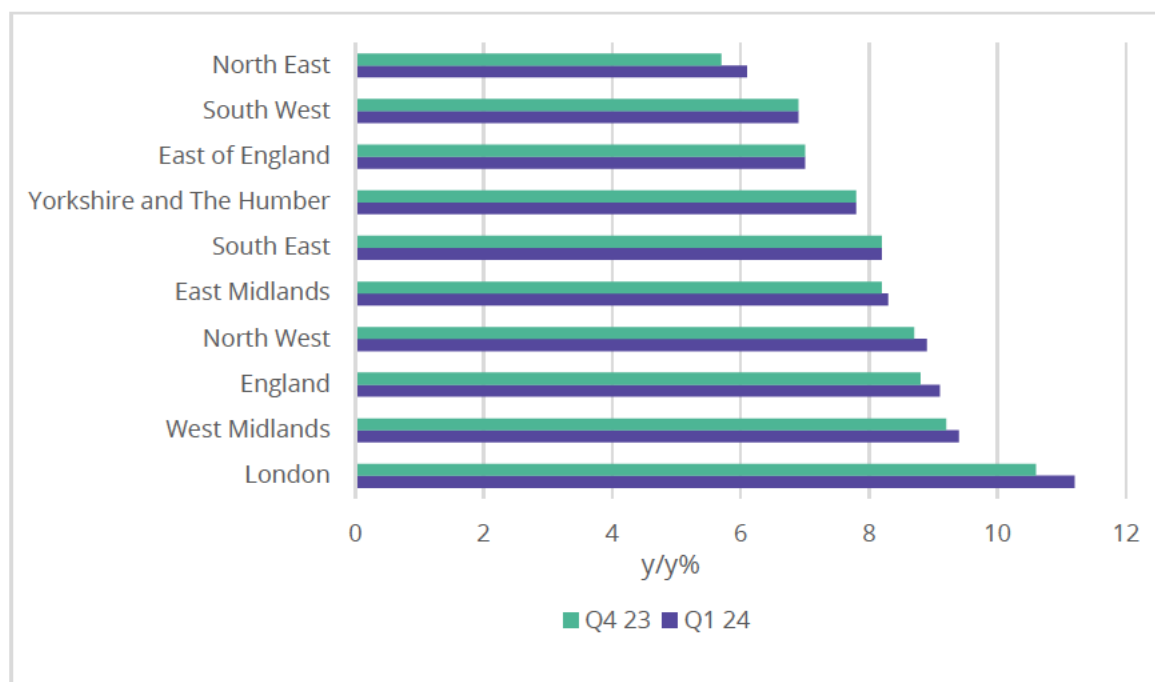


Chart 9 – Regional private rental growth. Source: ONS

Housing Delivery

- 2.24 The number of new homes delivered in 2023 was almost 10% lower than 2022 with 231,000 completions. Despite being well short of 300,000 homes it is relatively stable given the wider macro context over the last two years. However, the outlook is not encouraging with planning consents over 2023 reaching their lowest level in 10 years. With the recent introduction of new building regulations along, a slow housing market and a likely period of hesitancy while the election plays it is probable they will remain suppressed this year.

3. Kent and South-East Housing Market Commentary

Note: all house price data used within this section is Land Registry unless otherwise specified

House Prices

- 3.1 House price growth in Kent and the South-East slightly underperformed the UK over the last 12 months (year to end of Q1'24). The South-East saw house prices fall -1.35%, with Kent seeing a -2.87% fall compared the UK average house price seeing a 1.77% rise. This slight underperformance is likely to be largely explained by higher average house prices relative to incomes in Kent and the South-East compared to the UK. This means mortgaged buyers in Kent and the South-East are less able to absorb the higher cost of mortgage finance as affordability is already more stretched. The median house price to median income ratio is 9.97 in Kent and 10.15 in the South-East, compared to 8.14 in the UK.
- 3.2 However, the difference house price growth is pretty minimal and overall the housing market in the Kent, the South-East and the UK has held up very well given scale and speed of interest rate rises since the hiking cycle commenced just over two years ago (see national commentary for more detail).

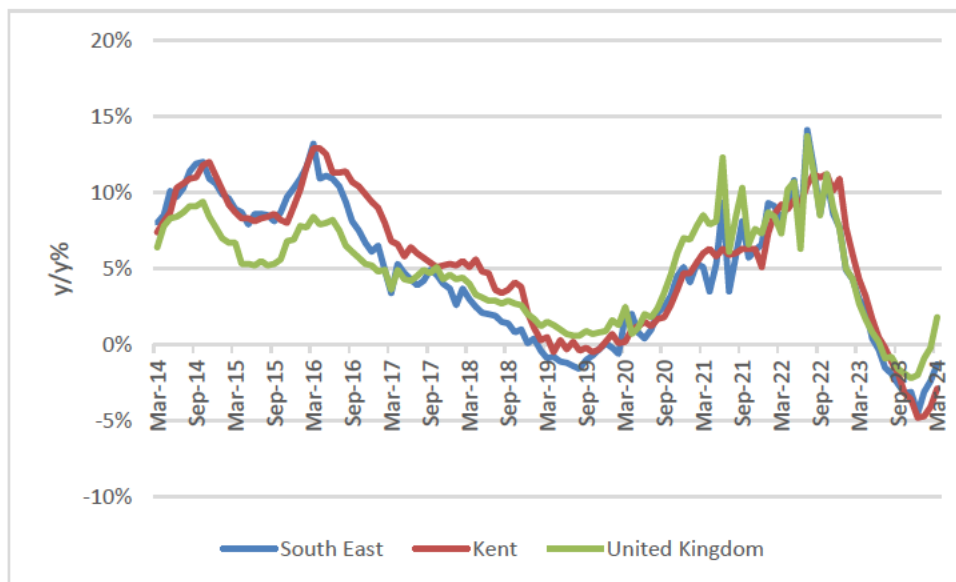


Chart 10 – House price growth year-on-year

- 3.3 Over a longer-term horizon, all the markets have seen strong house price growth. In ten years, Kent has seen house prices increase by 62.5%, ahead of the South-East at 53.4% and the UK at 57.5%. The average house price in Kent is now £341,804 compared to £373,223 in the South-East and £282,776 in the UK. This means the average house price in the South-East is 32% higher than the UK and in Kent it is 20% higher.

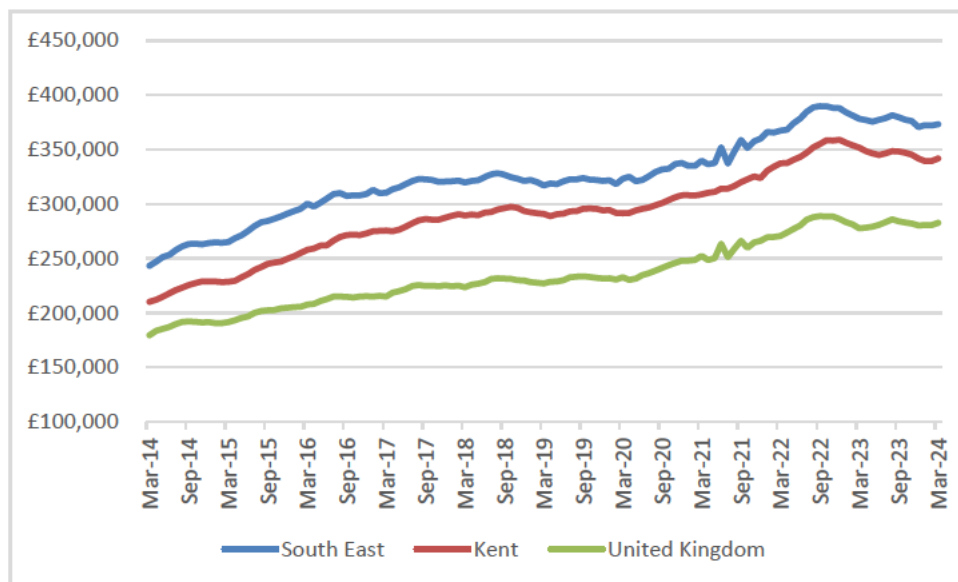


Chart 11 – Average house prices

- 3.4 The relative affordability of housing in Kent compared to the wider South-East means we think it will see stronger house price growth than the region over the next five years and is slightly better placed to withstand the current market pressures. With affordability being the key driver of the current correction, Kent should attract buyers who are no longer able to afford more expensive parts of the South-East (and London) because of the increased cost of mortgage finance.

Transaction Volumes

- 3.5 Transaction volume data lags slightly so the last full month available is January 2024. Kent, the South-East and the UK all saw transaction levels substantially down on the same period last year.

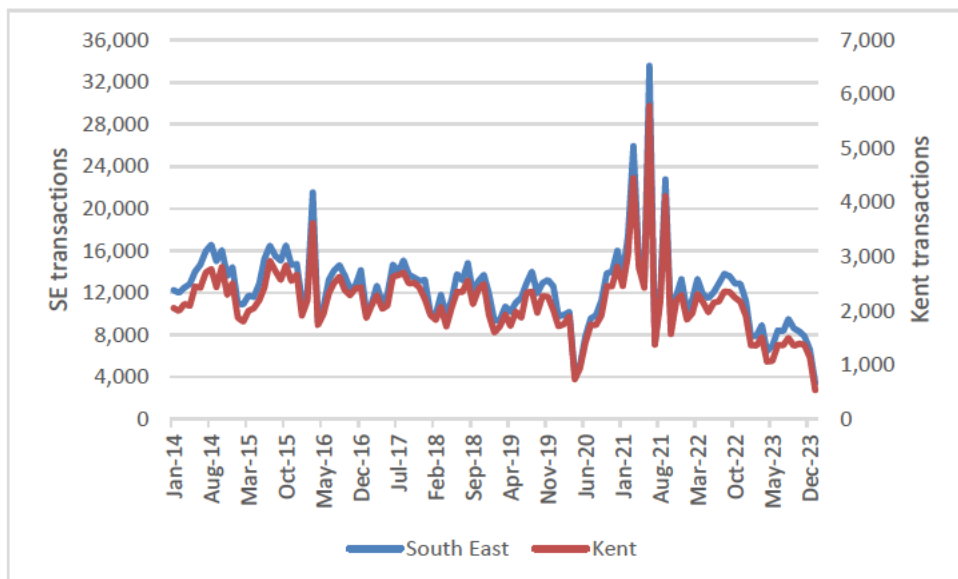


Chart 12 – Transaction volumes

- 3.6 Looking over a slightly longer period, transaction volumes over 2023 were significantly lower than the pre-pandemic (2014-19) average for all the geographies. Kent's figure for 2023 was 15,861, compared to a pre-pandemic average of 26,975 and the South-East was 95,823 compared to 152,982. These figures represent -41% and -37% decreases, slightly worse than the UK at -32%. The fall all over last

year is due to the rise in mortgage rates heavily dampening activity. Importantly, pricing stayed resilient despite the reduction in activity because there was not a big mismatch between buyer and seller numbers (both declined heavily). Had we seen substantial forced sales/repossessions then there would've been much more significant price falls.

- 3.7 Mortgage approval data is a more forward-looking indicator of activity and while it isn't published regionally, at the national level it began to pick up over the course of Q1'24. March's mortgage approvals for home purchase (latest UK Finance data) were 1.4% higher than in February and 40% higher on the same time last year, suggesting transactions will pick up in coming months. Mortgage approvals are now only 7% below the 2014-19 average.

Supply and Demand

- 3.8 The most recent 2023 Housing Delivery Test results show that Kent has been under delivering housing relative to targets which will worsen the existing structural imbalance between supply and demand, leading to upward pressure on house prices. Eight of Kent's thirteen local planning authorities failed the most recent housing delivery test with four of these scoring less than 75%. Across the authorities, 2223 fewer homes were delivered than needed in the three years to the most recent test. A combination of out of date local plans and substantial land constraints through Greenbelt, AONB and nutrient neutrality means that challenges to unlocking land for development will remain. This contributes to a supportive outlook for house prices in the medium-long term.
- 3.9 The RICS Residential Market Survey provides a more immediate (short-term) insight into supply and demand and is also a useful near-term indicator of activity levels and price dynamics. It provides data at regional level, so is not possible to separate Kent from the South-East. Both the new buyer enquiries series (demand) and seller instructions series (supply) have been trending strongly upward since the start of Q4 last year. As such, this is now consistent with a gradual recovery coming through for buyer demand, although levels are still relatively modest in a longer-term context.

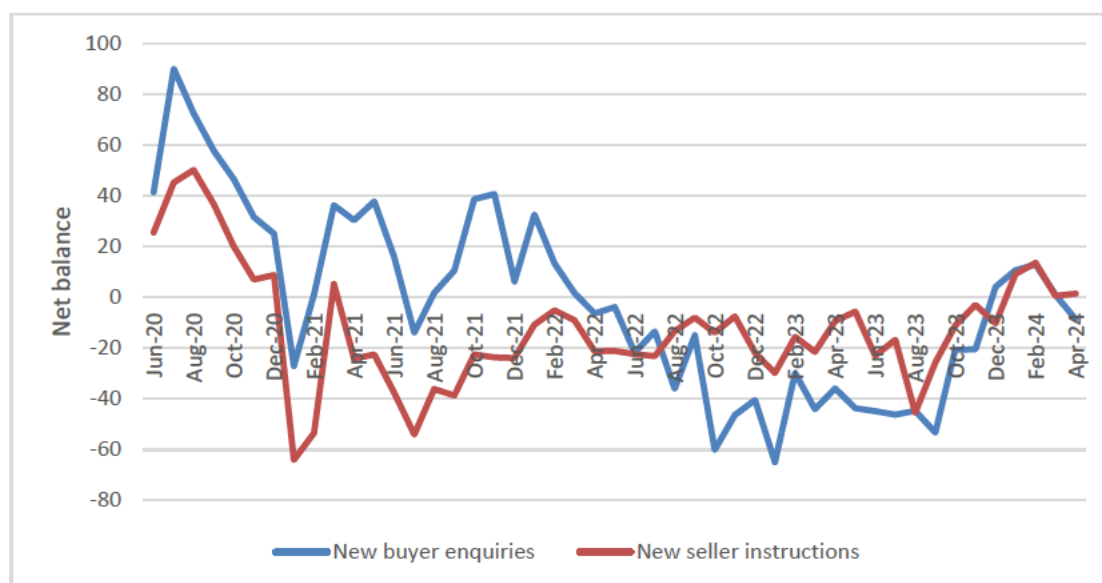


Chart 13 – Near-term supply and demand. Source: RICS

Outlook

- 3.10 As with the wider UK, interest rates remain the main driver of the housing market outlook in Kent and the South-East (see national commentary for more detail). We are generally optimistic for the remainder of the year as improving GDP and falling inflation paint an encouraging economic picture.

These factors, along with a slightly weakening labour market means conditions are looking positive for a rate cut at some point this summer. How far and fast the Bank of England cuts interest rates will be key for the housing market, as essentially it is the cost of mortgage finance that is weighing on demand at the moment. We expect this rate cut trajectory to be slow and therefore to see a gradual recovery in mortgage affordability and house prices, rather than anything more dramatic.

- 3.11 More locally, Kent and South-East both suffer from a long running undersupply of housing which will structurally support house prices for the foreseeable future. They are relatively high value markets however and stretched affordability will act as something of a limit on the level of house price increases. Having said this, Kent is relatively affordable in a South-East context and should benefit from buyers in the region looking for more affordable options, particularly in the high interest rate environment. Near-term lead indicators are showing an encouraging direction of travel and we expect activity to pick up over the remainder of the year.

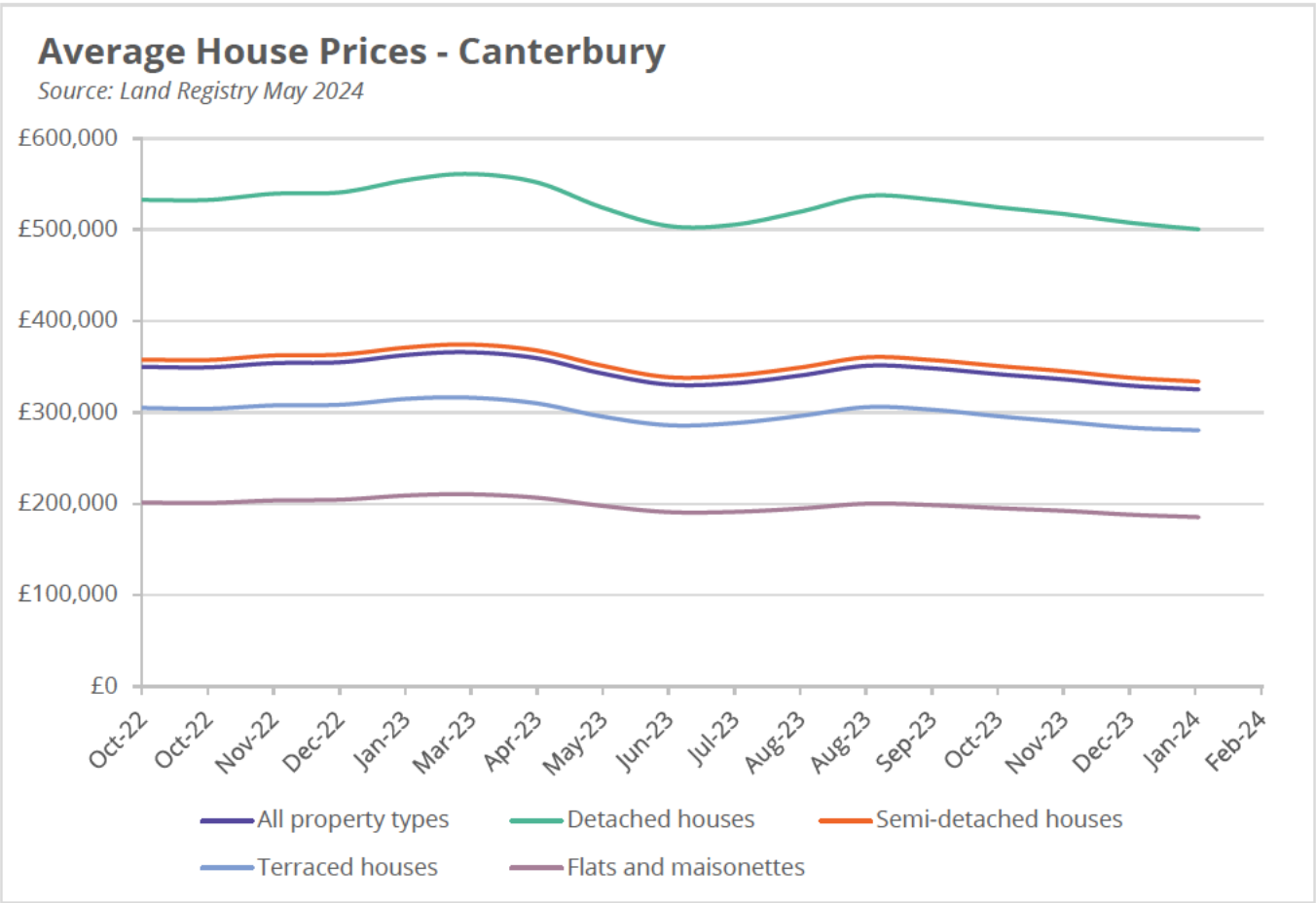
4. Local Housing Market Commentary

4.1 According to Zoopla, the average sold price for a property in CT2 in the last 12 months was £362,384. The table below provides a breakdown of average values by property type within CT2, as well as illustrating that average property prices within CT2 are higher than national values.

Property Type	CT2	CT (Canterbury)	National
Detached	£525,417	£565,609	£491,178
Semi-detached	£356,317	£353,918	£306,490
Terraced	£332,557	£300,563	£273,287
Flats	£209,984	£255,506	£262,473

(Zoopla, 2024)

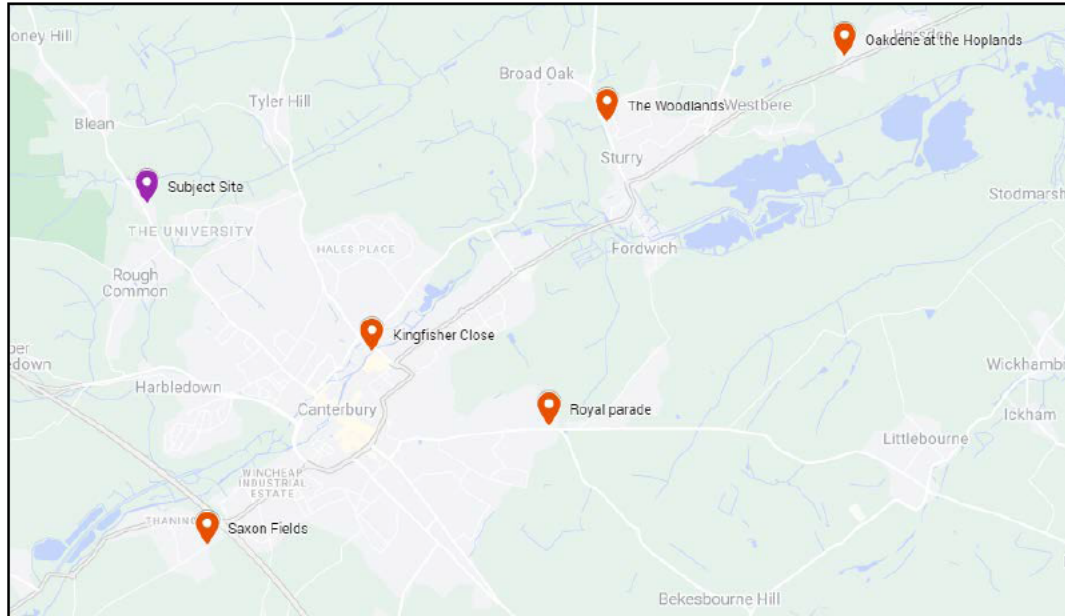
4.2 We have taken the average house prices from the Land Registry, showing the change in values between October 2022 and February 2024. All property types have seen price fluctuations, with values on average expiring a 7% decline over the period.



4.3 The table below shows the current average asking prices within Canterbury since September 2023. This includes both new build and secondary properties.

1 bed	2 bed	3 bed	4 bed	5 bed
£155,123 (£294 psf)	£249,811 (£317 psf)	£370,434 (£334 psf)	£399,444 (£298 psf)	£548,000 (£301 psf)

- 4.4 We note that there is a limited amount of new build development immediately around the site. Consequently, we have considered schemes in the surrounding areas, which we have identified on the map below:



Royal Parade, CT1 1TJ

- 4.5 This Taylor Wimpey development lies approximately 3.5 miles east of the subject site, just outside Canterbury on the former Howe Barracks site. The site features a 14-acre legacy park with paths and trails, natural play space, ponds, and woodland glades for residents. The development is also just a short distance from a host of transport links, including Canterbury West Railway Station.
- 4.6 Phase One of Royal Parade comprises 171 homes including a mix of 1- and 2-bedroom apartments and 2-, 3-, and 4-bedroom houses. This phase provides 45 units as affordable housing, equating to 26.5%. We note that all of the 4-bedroom houses are detached with the 3-bedroom houses comprising either detached or semi-detached typology. The 2-bedroom homes are either end-terrace or mid-terrace.
- 4.7 Royal Parade Phase Two comprises 200 units and is a collection of 2-bedroom apartments and 2-, 3-, 4-, and 5-bedroom houses. Construction commenced in early 2021. 53 units are affordable, equating to 26.5%. We note that each of these homes come with at least 1 ensuite bathroom, a rear garden, a garage, or 2 car parking spaces.
- 4.8 We have obtained the following achieved sales prices from the last 2 years:

Address	Price	Area (sq ft)	Bedrooms	Typology	Price psf	Date Sold
1, Tudor Dragon Close, Canterbury	£441,603	1,242	4	D	£356	23/12/2022
34, Cotter Way, Canterbury	£437,600	1,173	4	D	£373	22/12/2022
36, Cotter Way, Canterbury	£543,000	1,830	5	D	£297	22/12/2022
12, Maude Way, Canterbury	£336,495	1,173	4	SD	£287	09/12/2022
10, Maude Way, Canterbury	£394,500	1,173	4	SD	£336	07/12/2022
4, Maude Way, Canterbury	£381,500	980	3	D	£389	02/12/2022
6, Maude Way, Canterbury	£392,500	1,173	4	SD	£335	25/11/2022
8, Maude Way, Canterbury	£393,995	1,173	4	SD	£336	25/11/2022
2, Maude Way, Canterbury	£385,000	1,076	3	D	£358	18/11/2022
5, Buffs Road, Canterbury	£342,995	1,119	3	T	£306	11/11/2022
9, Connors Way, Canterbury	£289,995	911	2	SD	£318	07/11/2022
49, Buffs Road, Canterbury	£328,500	1,159	4	SD	£283	04/11/2022
51, Buffs Road, Canterbury	£339,000	1,159	4	SD	£292	31/10/2022
3, Maude Way, Canterbury	£379,995	1,076	3	D	£353	21/10/2022
9, Maude Way, Canterbury	£349,000	994	3	SD	£351	14/10/2022
13, Maude Way, Canterbury	£347,000	994	3	SD	£349	14/10/2022
7, Maude Way, Canterbury	£349,500	994	3	SD	£352	14/10/2022
11, Maude Way, Canterbury	£347,500	994	3	SD	£350	14/10/2022
15, Maude Way, Canterbury	£429,995	1,173	4	D	£366	14/10/2022
5, Maude Way, Canterbury	£433,500	1,173	4	D	£369	14/10/2022
1, Buffs Road, Canterbury	£244,000	777	2	F	£314	23/09/2022
7, Buffs Road, Canterbury	£344,995	1,159	4	T	£298	23/09/2022
3, Buffs Road, Canterbury	£340,950	1,159	4	T	£294	21/09/2022
22, Connors Way, Canterbury	£342,995	994	3	SD	£345	01/07/2022
20, Connors Way, Canterbury	£344,500	994	3	SD	£347	01/07/2022
24, Connors Way, Canterbury	£433,995	1,242	4	D	£349	01/07/2022
16, Connors Way, Canterbury	£345,000	994	3	SD	£347	24/06/2022
14, Connors Way, Canterbury	£369,995	1,076	3	D	£344	24/06/2022
12, Connors Way, Canterbury	£426,500	1,242	4	D	£343	24/06/2022
1, Maude Way, Canterbury	£349,995	1,000	3	D	£350	16/06/2022
7, Connors Way, Canterbury	£337,000	1,076	3	SD	£313	14/06/2022
10, Connors Way, Canterbury	£289,995	872	2	T	£333	10/06/2022
6, Connors Way, Canterbury	£290,500	872	2	T	£333	10/06/2022
8, Connors Way, Canterbury	£288,750	897	2	T	£322	10/06/2022
2, Connors Way, Canterbury	£354,995	1,076	3	D	£330	10/06/2022
4, Connors Way, Canterbury	£422,500	1,173	4	D	£360	10/06/2022
Average	£365,828	1,093			£335	

Oakdene at the Hoplands, CT3 4GD

- 4.9 This Redrow development lies approximately 5 miles east of the subject site. The development comprises a collection of 3- and 4-bedroom homes aimed at commuters to London and growing families looking to live within rural Kent.

4.10 The overall development comprises 250 new homes. Planning for the project was granted in April 2014 and construction commenced in 2015. The scheme has stalled various times from legal challenges and its not due to complete until 2025.

4.11 We have obtained the following achieved sale prices from the last 2 years:

Address	Price	Area (sq ft)	Typology	Price psf	Date Sold
2, Pond View Close, Canterbury	£514,995	1,399	D	£368	28/06/2023
10, Pond View Close, Canterbury	£619,995	1,822	D	£340	06/06/2023
3, Hewer Lane, Canterbury	£494,995	1,292	D	£383	21/10/2022
2, Hewer Lane, Canterbury	£437,495	1,076	D	£406	06/10/2022
6, Longwall Lane, Canterbury	£529,995	1,384	D	£383	30/09/2022
16, Judd Road, Canterbury	£384,995	1,242	T	£310	30/09/2022
1, Longwall Lane, Canterbury	£429,995	1,076	T	£399	29/09/2022
27, Longwall Lane, Canterbury	£493,495	1,206	D	£409	16/09/2022
29, Longwall Lane, Canterbury	£461,995	1,153	D	£401	16/09/2022
23, Longwall Lane, Canterbury	£469,995	1,230	D	£382	26/08/2022
25, Longwall Lane, Canterbury	£429,995	1,076	D	£399	26/08/2022
4, Longwall Lane, Canterbury	£589,995	1,573	D	£375	29/07/2022
19, Longwall Lane, Canterbury	£437,495	1,076	D	£406	15/07/2022
9, Longwall Lane, Canterbury	£524,995	1,292	D	£406	08/07/2022
4, Judd Road, Canterbury	£430,495	1,367	T	£315	01/07/2022
18, Judd Road, Canterbury	£404,995	1,367	T	£296	01/07/2022
2, Longwall Lane, Canterbury	£494,995	1,307	D	£379	01/07/2022
21, Longwall Lane, Canterbury	£479,995	1,292	D	£372	01/07/2022
20, Judd Road, Canterbury	£379,995	1,256	T	£303	01/07/2022
22, Judd Road, Canterbury	£389,995	1,242	SD	£314	01/07/2022
13, Longwall Lane, Canterbury	£437,495	1,076	D	£406	21/06/2022
15, Longwall Lane, Canterbury	£469,995	1,292	D	£364	17/06/2022
11, Longwall Lane, Canterbury	£459,995	1,230	D	£374	17/06/2022
17, Longwall Lane, Canterbury	£459,995	1,230	D	£374	15/06/2022
14, Judd Road, Canterbury	£459,995	1,230	D	£374	15/06/2022
12, Judd Road, Canterbury	£459,995	1,292	D	£356	27/05/2022
10, Judd Road, Canterbury	£414,995	1,076	D	£386	20/05/2022
6, Judd Road, Canterbury	£359,995	1,256	T	£287	13/05/2022
8, Judd Road, Canterbury	£374,995	1,242	T	£302	13/05/2022
Average	£458,564	1,242		£363	

Saxon Fields, CT1 3UJ

4.12 Saxon Fields is a development by David Wilson Homes that lies approximately 2 miles south west of the subject site. It is located just off the A2, within a 30 minute walk of Canterbury. It is a collection of 2-, 3- and 4-bedroom homes. Moat Homes provides shared-ownership units on the same site. The first homes were launched in July 2023, having initially launched off-plan. The first phase will comprise of 102 homes.

4.13 We understand that the asking prices are as follows:

Unit type	Typology	Price
Stevenson – 2 bed	T	From £299,995
Wilford – 2 bed	SD	From £349,995
Hollinwood – 3 bed	D	From £498,995
Ingleby – 4 bed	SD	From £492,995
Bradgate – 4 bed	D	From £527,995
Holden – 4 bed	D	From £569,995

The Woodlands, CT2

- 4.14 The Woodlands is located 3 miles from Canterbury city centre and currently offers a mix of 3 and 4 bed homes, developed by Barratt. The first phase will consist of 121 new 2-, 3- and 4-bedroom homes, 54 of which will be affordable. The scheme has construction measures in place such as energy efficient boilers and high levels of insulation to ensure the homes are up to 57% cheaper to run than same sized older homes with modern day improvements.
- 4.15 Once complete, The Woodlands will offer 456 new homes comprising 402 houses and 54 apartments, of which 123 homes will be affordable. There will be a number of on- site facilities including allotments, two schools, retail units and a rugby club with associated sports pitches.
- 4.16 We have obtained the current asking prices below:

Address	Price	Bedrooms	Typology
Herne Bay Road, CT2 0NJ	£536,995	4	D
Herne Bay Road, CT2 0NJ	£499,995	4	D
Herne Bay Road, CT2 0NJ	£499,995	4	D
Sweetgate, CN2 0QP	£480,995	4	D
Herne Bay Road, CT2 0NJ	£479,995	4	D
Sweetgate, CN2 0QP	£464,995	4	SD
Sweetgate, CT2 0QP	£444,995	4	D
Sweetgate, CT2 0QP	£439,995	4	D
Sweetgate, CT2 0QP	£395,995	3	D
Sweetgate, CT2 0QP	£395,995	3	S
Herne Bay Road, CT2 0NJ	£393,995	3	S
Sweetgate, CT2 0QP	£382,995	3	S
Herne Bay Road, CT2 0NJ	£379,995	3	D

Kingfisher Close, CT2 7PH

- 4.17 This Sanderson development lies 1.2 miles southeast of the subject site in Canterbury city centre. The development comprises a collection of 2-, 3-, and 4-bedroom homes. It is formed of 16 units, 5 of which are for social rent.

4.18 The homes have been designed to be highly energy efficient, with air source heat pumps, heavy insulation, high-quality windows and doors, and electric car charging points to all properties. Features to selected plots include ensuites, balconies, garages, driveways, and private parking. Construction completed in Q4 2022 and all plots have now been sold subject to contract.

4.19 We have obtained the following achieved sale prices:

Address	Price	Area (sq ft)	Bedrooms	Typology	Price psf	Date Sold
3 Kingfisher Close, Canterbury	£440,000	1,076	3	T	£409	08/02/2023
15, Kingfisher Close, Canterbury	£445,000	1,012	3	T	£440	03/02/2023
6, Kingfisher Close, Canterbury	£550,000	1,485	4	D	£370	17/01/2023
16, Kingfisher Close, Canterbury	£360,000	861	2	T	£418	21/12/2022
14, Kingfisher Close, Canterbury	£350,000	875	2	T	£400	21/12/2022
13, Kingfisher Close, Canterbury	£450,000	1,012	3	T	£445	21/12/2022
Average	£432,500	1,054			£411	

Secondary Evidence

4.20 We have also analysed units that have been recently sold in a radius of 1 mile from the subject site. This evidence highlights an average of £361 psf across a mix of 1-, 2-, 3-, and 4-bedroom houses and flats.

Address	Postcode	Sold Price	Sold Price Per Sqft	Property Type	Bedrooms	Size	Date Sold
43 Old Watling Street, Canterbury	CT1 2DX	£245,000	£308.18	F	2	795	12/03/2024
26 Ramsey Close, Canterbury	CT2 8DL	£375,000	£321.34	SD	3	1,167	09/02/2024
23 Tower Way, Canterbury	CT1 2DP	£168,250	£433.63	F	1	388	06/02/2024
60 Raymond Avenue, Canterbury	CT1 3JZ	£242,500	£337.74	F	2	718	20/12/2023
41 School Lane, Blean	CT2 9JA	£395,000	£398.51	SD	3	991	14/12/2023
1 Little Meadow, Upper Hardbledown	CT2 9BD	£425,000	£260.74	D	4	1,630	22/12/2023
23 Blean Common, Blean	CT2 9EX	£440,000	£277.25	SD	4	1,587	17/11/2023
38 Rough Common Road, Rough Common	CT2 9DJ	£542,000	£332.92	SD	3	1,628	16/11/2023
Flat 17, Viking Court, St Stephen's Close, Canterbury	CT2 7HZ	£160,000	£367.82	F	1	435	10/11/2023
9 Harkness Drive, Canterbury	CT2 7RW	£625,000	£341.16	D	4	1,832	09/11/2023
Flat 8, The Merchant Store, Station Road West	CT2 8AN	£330,000	£364.64	F	2	905	10/10/2023
32 Hillview Road, Canterbury	CT2 8EX	£670,000	£420.33	D	5	1,594	03/10/2023

53 Cherry Drive, Canterbury	CT2 8HE	£475,000	£509.66	SD	3	932	29/09/2023
59 Cherry Drive, Canterbury	CT2 8HE	£610,000	£337.95	D	3	1,805	28/08/2023
3 Foxdown Close, Canterbury	CT2 7RR	£345,000	£316.22	D	3	1,091	06/09/2023
17 The Kiln Hill, Blean	CT2 9EE	£615,000	£654.95	D	2	939	21/08/2023
Flat 16, Stour Street, Canterbury	CT1 2PG	£290,000	£428.99	F	2	676	16/08/2023
94 Blean Common, Blean	CT2 9JJ	£350,000	£397.28	SD	2	881	15/08/2023
37 Blena Hill, Blean	CT2 9EF	£515,000	£282.19	SD	4	1,825	11/08/2023
Flat 29, Henry Court, Gordon Road	CT1 3PL	£165,000	£311.91	F	2	529	08/08/2023
9 Sullivan Close, Canterbury	CT1 3TF	£195,000	£328.28	F	2	594	03/08/2023
26 Hackington Road, Tyler Hill	CT2 9NQ	£282,250	£450.16	T	2	627	30/05/2023
57 Rough Common Road, Rough Common	CT2 9DL	£500,000	£410.17	D	3	1,219	22/05/2023

Summary

- 4.21 The subject site benefits from a desirable rural location with good transport links into central Canterbury and the surrounding villages, as well as being in close proximity to the A2 and M2 motorway network to the west.
- 4.22 We would highlight that new build surrounding schemes achieved transaction values of £322 - £431 psf for 3- and 4-bedroom houses. It is important to note that schemes quoting at the higher end of this range benefit from superior locations and specifications. We would also note that all schemes quoted above have either car parking spaces, a garage, and a front or rear garden.
- 4.23 The Royal Parade, Saxon Way, and Woodlands schemes provide the most useful comparable evidence for the subject sites due to their distance from Canterbury City Centre. We would expect a new build development to achieve broadly similar values depending on size and specification.
- 4.24 As part of our research, we have also considered the local re-sale market and note that these units were broadly achieving values of circa £277 - £510 psf for 3- and 4-bedroom houses. We would expect a new build development to command a premium at the higher end of this range, or over and above this.
- 4.25 In relation to unit mix, generally the developments are providing large family housing rather than flats, with the greatest proportion of units being 3- and 4-bedroom houses. Smaller units, where present, typically consist of 1- and 2-bedroom flats for affordable housing.
- 4.26 In light of the above evidence, we are of the opinion that a scheme at the subject site could obtain the following values:

Beds	Average Value
1 bed – Flat	£210,000
2 bed – Flat	£295,000
2 Bed – House	£330,000
3 Bed - House	£425,000
4 Bed - House	£500,000

- 4.27 Whilst the scheme will range in quality and location, the schedule above provides a strong indication of recent prices and the potential sale value of a housing development on the subject site.

