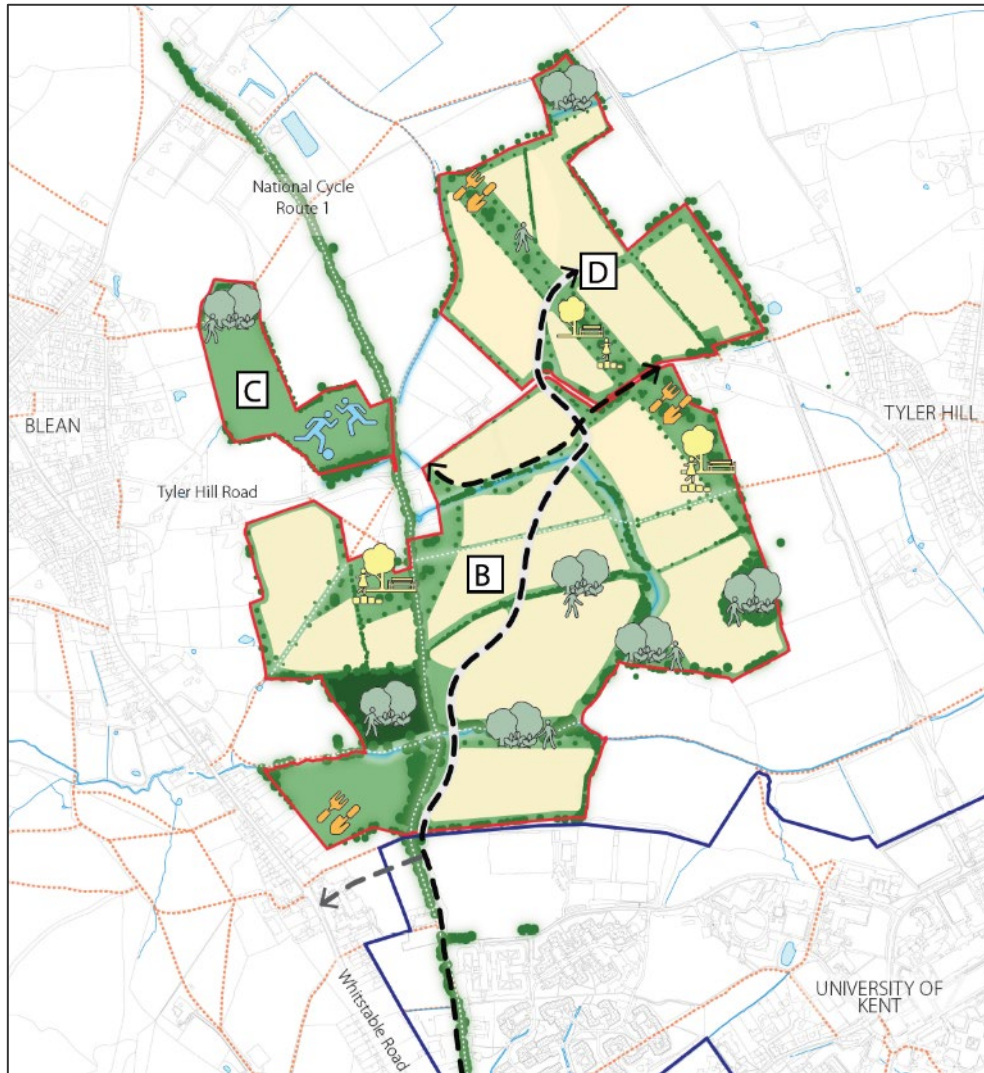




Local Plan Viability Assessment

University of Kent – Northern Site

Prepared for University of Kent

23rd November 2023

Contents

1. Introduction 2

2. Description 2

3. Tenure3

4. Masterplan..... 3

5. Market Commentary 4

6. Development Assumptions..... 4

7. Appraisal Results 7

Appendices

- Appendix 1 – Market Commentary
- Appendix 2 – Appraisal Summary
- Appendix 3 – S106 Calculation

Prepared By: Charles Trustram Eve and Ella Barron
Date: 23rd November 2023

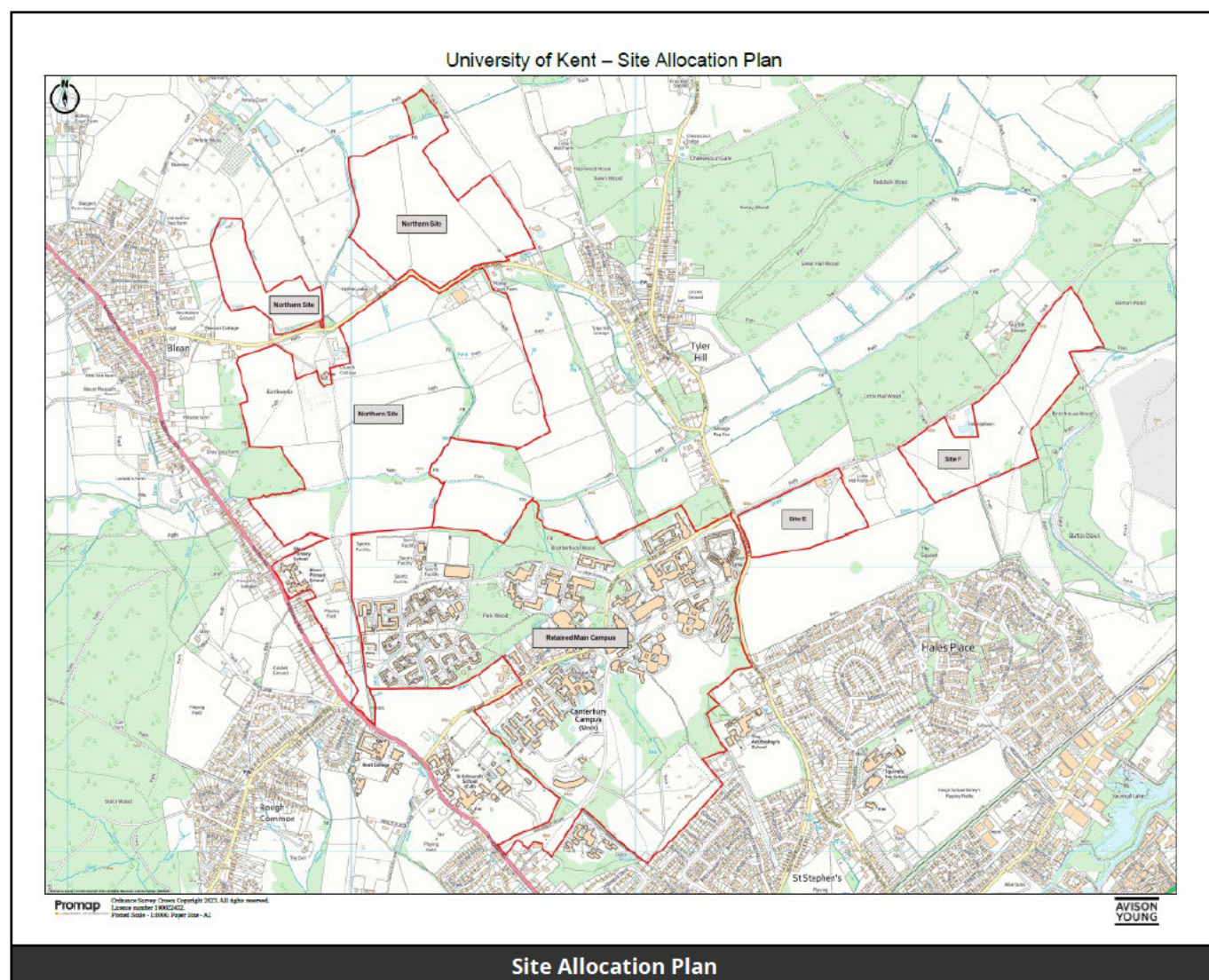
For and on behalf of Avison Young (UK) Limited

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 Canterbury District Local Plan 2020 to 2045 (the ‘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 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 within 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.



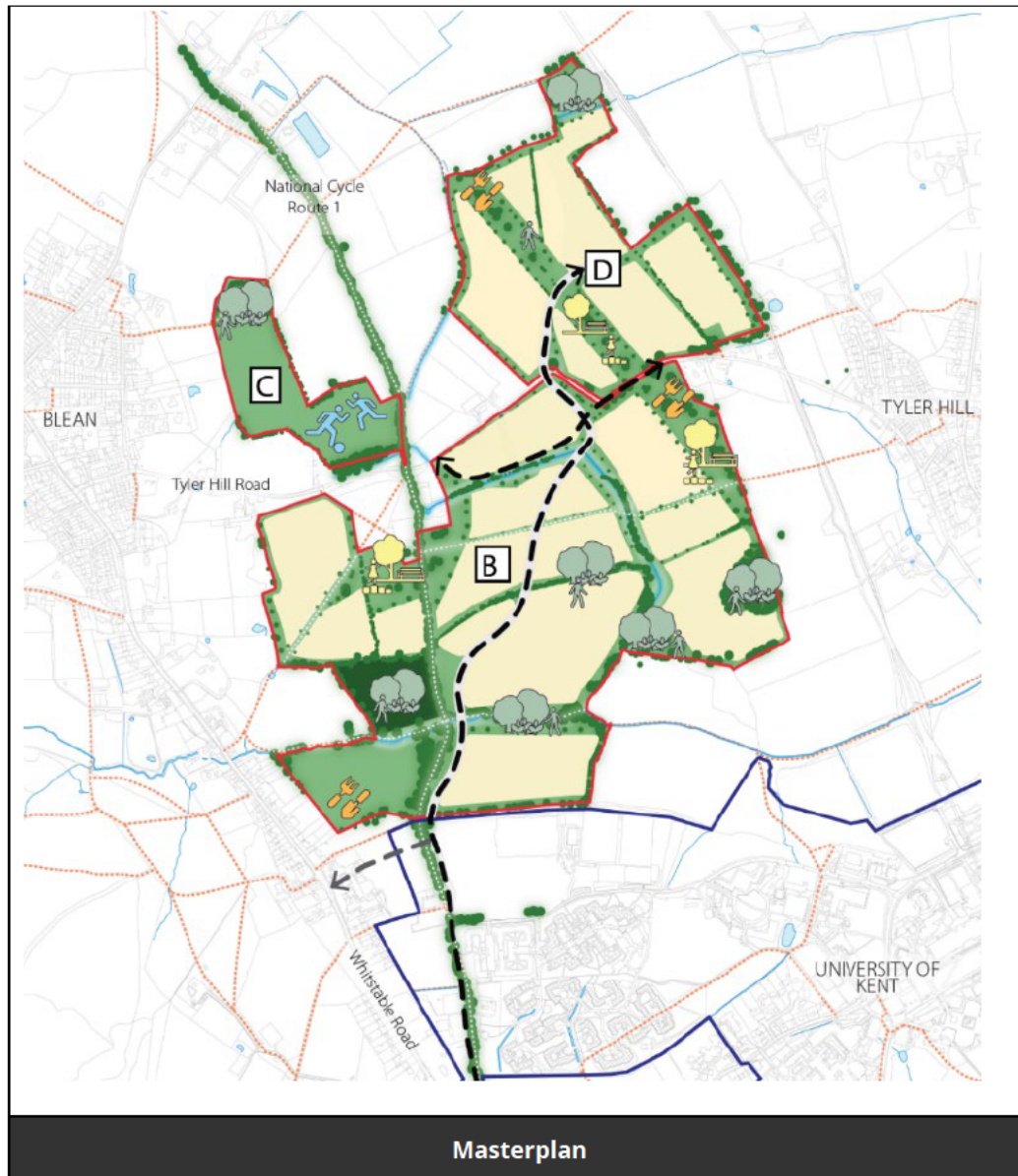
3. Tenure

- 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 3rd party land owned by Kent County Council.
- 3.2 The assessment assumes that the land is sold freehold with vacant possession. It further assumes that:
- (a) there are no restrictions or charges that would fetter or impede the proposed development of the land for the proposed scheme; and
 - (b) no other third-party land or rights are required.

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 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 See Appendix 1

6. Development Assumptions

Housing Mix

- 6.1 We have applied the same unit mix as presented in our previous viability advice. Avison Young produced a Market Demand Report from May 2021 to inform the housing mix. 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.

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 shown in Appendix 1.

6.3 Our value assumptions are shown below, which generates a blended value of £386 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 As per Policy HD2, proposals should meet the affordable housing threshold of 30%. Affordable housing should be provided at a ratio of 70% rented (affordable or social) and 30% intermediate housing. We have applied the affordable housing values displayed in the table below.

6.5 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 Shared Ownership values are calculated assuming a sale of an initial tranche of equity of between 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.

	Per Sq Ft	% of Market Value
Affordable Rent	£197	51%
Shared Ownership	£258	67%

6.7 Our assumptions gives the following total GDV:

	2,000 Units
Private Sales	£572.5m
Affordable Housing	£113.5m
Total	£686.0m

6.8 The table below summaries the blended value per sqft applied in our assessment.

	AY November 2023
Private GDV	£386 per sqft
Affordable Rent	£197 per sqft
Shared Ownership	£258 per sqft
Blended Affordable	£205 per sqft

Costs

6.9 We set out below our cost assumptions:

Assumption	AY November 2023
House Build Costs incl externals	£151 psf
Comments	<i>BCIS General Estate Housing Lower Quartile November 2023 + externals @ 15%</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 3</i>
CIL	£199 per sqm
Comments	<i>CIL Charging schedule 2020 indexed (6.29%)</i>
Infrastructure	£24.7m access road (WSP) £40m (£20k per unit) (AY) £64.78m
Comments	<i>Based on cost plan from WSP plus additional allowance per unit.</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	3%
Professional Fees	5%
Finance	6.5%
Agents and Marketing Fees	2.75%
Legal Fees	£800 per unit
DM Fee	0%
Profit	Private - 20% on GDV Affordable - 6% on GDV Blended - 17.7%

- 6.10 Infrastructure – We have made an allowance of £20,000 per unit for site wide infrastructure costs. This will cover 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, fees and contingency.
- 6.11 Blean Primary School – We understand the costs 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.

- 6.12 Nutrient Neutrality - We have been advised by WSP that the cost for nutrient neutrality will fall on the developer for any housing completions prior to 2030. WSP have advised that a cost of £2.2m would still be required to purchase of Natural England Nutrient Mitigation Scheme credits. We have made a cost allowance for wider infrastructure and enabling works of £20,000 per unit, which is a sufficient allowance to cover any costs associated with Nutrient Neutrality.

Timings

- 6.13 We have assumed the following phasing:

	Months
Pre-Construction and Enabling	1 to 16
Construction	12 to 150
Sales	24 to 152

- 6.14 Our phasing assumes a total 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 years 3 and 4.

7. Appraisal Results

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

	AY November 2023
GDV	£686m
Construction Costs	£315m
Infrastructure	£64.78m
S106	£35m
CIL	£28m
BNG Off Set	£0.602m
Professional Fees	£15.7m
Disposal Fees	£17m
Finance	£33m
Residual Land Value	£42.5m
Per Dwelling	£21,250

Base Land Value

- 7.2 We would note that the HDH (in the local plan viability testing for Canterbury City Council May 2022) assume that the Existing Use Value would be c £10,000 per acre and the premium required to encourage a landowner to sell c £133,000 per acre, giving a base land value of c £143,000 per acre. This would give a base land value of c £33m for the Northern Site.

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.

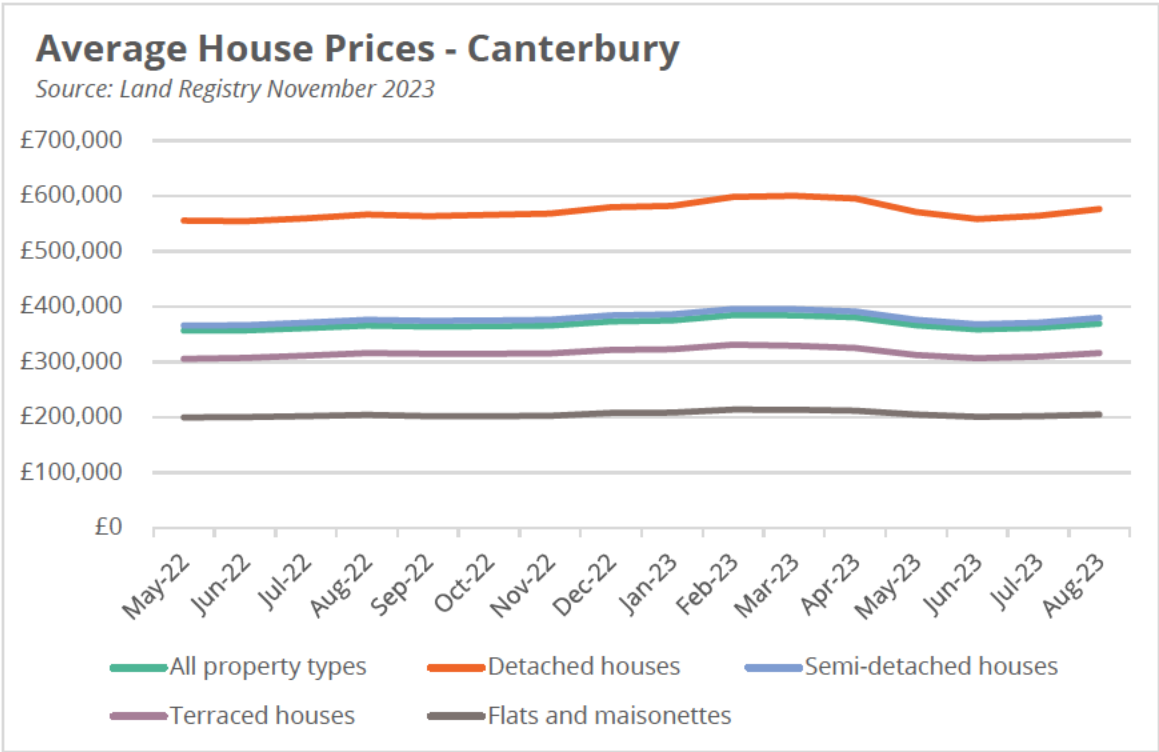
Appendix 1 - Local Market Analysis

1.1 According to Zoopla, the average sold price for a property in CT2 in the last 12 months stood at £382,367. In terms of property types, flats in CT2 sold for an average of £210,311 and terraced houses for £348,588. The table below shows that average property prices within CT2 are higher than Canterbury and National values.

Property Type	CT2	CT (Canterbury)	National
Detached	£594,455	£571,723	£499,805
Semi-detached	£333,386	£344,576	£309,929
Terraced	£348,588	£342,551	£270,157
Flats	£210,311	£215,739	£265,425

(Zoopla, 2023)

1.2 We have taken the average house prices from the Land Registry, showing the change in values since May 2022 to the latest Land Registry date in August 2023. All property types have seen values increase marginally, on average 3.5%, with flats and maisonettes increasing the least at 2.6% and semi-detached and detached housing seeing an increase of 3.7%.

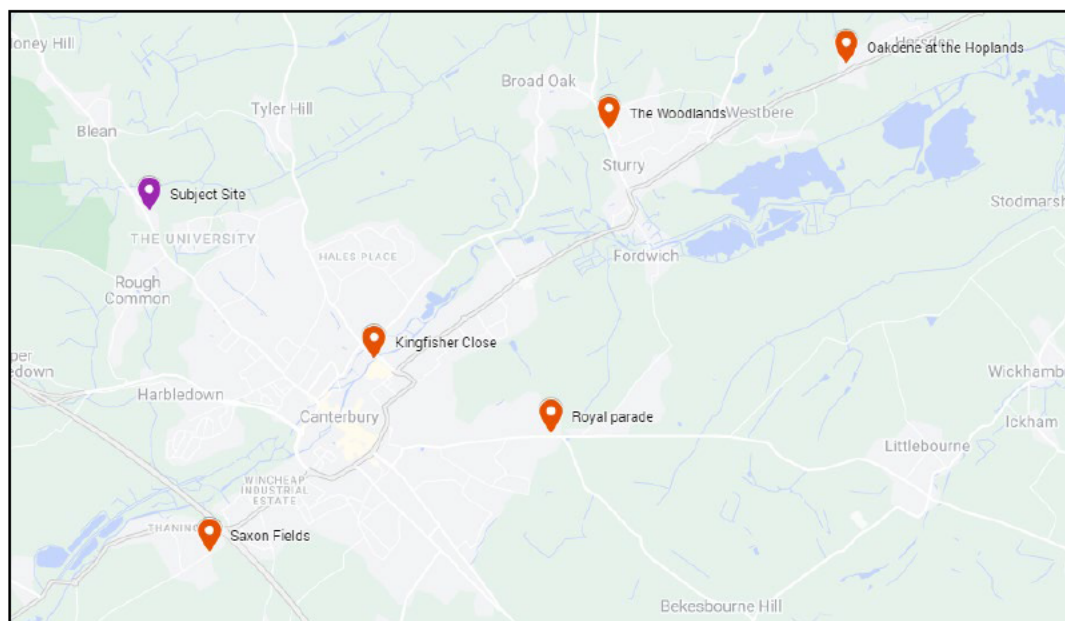


1.3 The table below shows the current average asking prices within a 2.5-mile radius from Canterbury West station from the past 6-months. This includes both new build and secondary properties.

Property Type	1 bed	2 bed	3 bed	4 bed	5 bed
Houses	£252,500 (£239 psf)	£294,900 (£403 psf)	£341,773 (£368 psf)	£559,909 (£395 psf)	£675,632 (£352 psf)
Flats	£160,020 (£295 psf)	£227,725 (£315 psf)	£314,800 (£304 psf)	£325,000 (£364 psf)	

(Realyse, 2023)

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



Royal Parade, CT1 1TJ

- 1.5 This Taylor Wimpey development lies approximately 3.5 miles east of the subject site. Set just outside Canterbury on the former Howe Barracks site, featuring 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.
- 1.6 Phase One of Royal Parade comprises 171 homes including a mix of one and two bedroom apartments, two, three and four bedroom houses. This phase provides 45 units as affordable housing, equating to 26.5%. We note that 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 either being end terrace or mid terrace
- 1.7 Royal Parade Phase Two comprises 200 units and is a collection of two bedroom apartments and two, three, four and five bedroom houses. Construction commenced in early 2021. 53 units are affordable,

equating to 26.5%. We note that each of these houses comes with at least one ensuite bathroom, a rear garden, a garage or two car parking spaces.

1.8 We have obtained the following achieved sale prices:

Address	Price	Area (sq ft)	Bedrooms	Price psf	Date Sold
20, Connors Way, Canterbury	£344,500	979	4	£352	01/07/2022
22, Connors Way, Canterbury	£342,995	979	4	£350	01/07/2022
12, Connors Way, Canterbury	£426,500	1,173	4	£364	24/06/2022
16, Connors Way, Canterbury	£345,000	979	4	£352	24/06/2022
14, Connors Way, Canterbury	£369,995	1,065	4	£347	24/06/2022
7, Connors Way, Canterbury	£337,000	1,065	4	£316	14/06/2022
4, Connors Way, Canterbury	£422,500	1,173	4	£360	10/06/2022
2, Connors Way, Canterbury	£354,995	1,065	4	£333	10/06/2022
8, Connors Way, Canterbury	£288,750	871	3	£331	10/06/2022
6, Connors Way, Canterbury	£290,500	871	3	£333	10/06/2022
10, Connors Way, Canterbury	£289,995	871	3	£333	10/06/2022
Average	£346,612	1,008		£344	

Address	Price	Area (sq ft)	Bedrooms	Price psf	Date Sold
38, Smith Way, Canterbury	£349,995	1,119	4	£313	28/01/2022
40, Smith Way, Canterbury	£348,500	1,119	4	£311	27/01/2022
1, Smith Way, Canterbury	£326,000	1,119	4	£291	23/12/2021
7, Smith Way, Canterbury	£323,500	979	4	£330	20/12/2021
9, Smith Way, Canterbury	£328,500	979	4	£335	17/12/2021
32, Smith Way, Canterbury	£332,500	1,119	4	£297	17/12/2021
28, Smith Way, Canterbury	£320,500	1,119	4	£286	10/12/2021
30, Smith Way, Canterbury	£332,500	1,119	4	£297	10/12/2021
2, Smith Way, Canterbury	£317,995	1,119	4	£284	03/12/2021
4, Smith Way, Canterbury	£329,500	1,119	4	£294	03/12/2021
Average	£330,949	1,091		£303	

Oakdene at the Hoplands, CT3 4GD

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

1.10 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 is not due to complete until 2025.

1.11 We have obtained the following achieved sale prices:

Address	Price	Area (sq ft)	Bedrooms	Price psf	Date Sold
16, Judd Road, Canterbury	£384,995	1,194	4	£322	30/09/2022
20, Judd Road, Canterbury	£379,995	1,194	4	£318	01/07/2022
10, Judd Road, Canterbury	£414,995	1,065	4	£389	20/05/2022
6, Judd Road, Canterbury	£359,995	1,194	4	£301	13/05/2022
8, Judd Road, Canterbury	£374,995	1,194	4	£314	13/05/2022
7, Judd Road, Canterbury	£434,995	1,119	4	£389	29/04/2022
2, Judd Road, Canterbury	£369,995	1,194	4	£310	29/04/2022
9, Judd Road, Canterbury	£369,995	968	4	£382	22/04/2022
11, Judd Road, Canterbury	£369,995	968	4	£382	22/04/2022
5, Judd Road, Canterbury	£359,995	968	4	£372	25/03/2022
1, Judd Road, Canterbury	£404,995	1,065	4	£380	18/03/2022
3, Judd Road, Canterbury	£359,995	968	4	£372	18/03/2022
Average	£382,078	1,091		£350	

Address	Price	Area (sq ft)	Bedrooms	Price psf	Date Sold
1, Longwall Lane, Canterbury	£429,995	1,065	4	£404	29/09/2022
29, Longwall Lane, Canterbury	£461,995	1,119	4	£413	16/09/2022
19, Longwall Lane, Canterbury	£437,495	1,065	4	£411	15/07/2022
13, Longwall Lane, Canterbury	£437,495	1,065	4	£411	21/06/2022
Average	£441,745	1,079		£410	

Kingfisher Close, CT2 7PH

1.12 This Sanderson development lies 1.2 miles southeast of the subject site. The development comprises a collection of two-, three- and four-bedroom homes aimed at those looking to be within close proximity of the city centre. It is formed of 16 units, 5 of which are for social rent.

1.13 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 en-suites, balconies, garages, driveways and private parking. Construction completed in Q4 2022 and all plots have now been sold subject to contract.

1.14 We have obtained the following achieved sale prices:

Address	Price	Area (sq ft)	Bedrooms	Price psf	Date Sold
3, Kingfisher Close, Canterbury	£440,000	1,044	4	£421	08/02/2023
15, Kingfisher Close, Canterbury	£445,000	1,011	4	£440	03/02/2023
4, Kingfisher Close, Canterbury	£450,000	1,044	4	£431	27/01/2023
14, Kingfisher Close, Canterbury	£350,000	861	3	£406	21/12/2022
13, Kingfisher Close, Canterbury	£450,000	1,011	4	£445	21/12/2022
16, Kingfisher Close, Canterbury	£360,000	861	3	£418	21/12/2022
Average	£415,833	972		£428	

Saxon Fields, CT1 3UJ

- 1.15 Saxon Fields is a development by David Wilson Homes that lies approximately 2 miles South West of the lit. It is located just off the A2, with a 30 minute walk to 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 launched off-plan initially, the first phase will comprise of 102 new two, three and four-bedroom homes. We have obtained the current asking prices below:

Address	Price	Bedrooms	Typology
Cockering Road Canterbury CT1 3UJ	£299,995	2	D
Cockering Road Canterbury CT1 3UJ	£324,995	2	D
Cockering Road Canterbury CT1 3UJ	£349,995	2	S
Cockering Road Canterbury CT1 3UJ	£389,995	3	S
Cockering Road Canterbury CT1 3UJ	£394,995	3	S
Cockering Road Canterbury CT1 3UJ	£574,995	4	D
Cockering Road Canterbury CT1 3UJ	£549,995	4	D
Cockering Road Canterbury CT1 3UJ	£599,995	4	D

- 1.16 We have also obtained historic asking prices from earlier this year, however the transaction prices have not been able to be confirmed.

Address	Price	Bedrooms	Typology	Date Appeared
Thanington Road Canterbury CT1 3XB	£389,995	3	S	04/11/2023
Thanington Road Canterbury CT1 3XB	£324,995	2	D	16/09/2023
Thanington Road Canterbury CT1 3XB	£349,995	2	S	16/09/2023
Thanington Road Canterbury CT1 3XB	£394,995	3	S	15/08/2023
Thanington Road Canterbury CT1 3XB	£569,995	4	D	01/07/2023
Thanington Road Canterbury CT1 3XB	£384,995	3	S	17/05/2023
Thanington Road Canterbury CT1 3XB	£524,995	4	D	09/03/2023
Thanington Road Canterbury CT1 3XB	£489,995	3	D	09/03/2023

Thanington Road Canterbury CT1 3XB	£384,995	2	S	09/03/2023
Thanington Road Canterbury CT1 3XB	£599,995	4	D	11/02/2023
Thanington Road Canterbury CT1 3XB	£299,995	2	D	10/02/2023
Thanington Road Canterbury CT1 3XB	£549,995	4	D	10/02/2023

The Woodlands, CT2 0NJ

- 1.17 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 two, three and four-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 also ensure that a new Barratt home is up to 57% cheaper to run than the same sized older home with modern day improvements.
- 1.18 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.
- 1.19 We have obtained the current asking prices below:

Address	Price	Bedrooms	Typology
Herne Bay Road, CT2 0NJ	£364,995	3	S
Herne Bay Road, CT2 0NJ	£390,995	3	D
Herne Bay Road, CT2 0NJ	£399,995	3	D
Herne Bay Road, CT2 0NJ	£404,995	3	D
Herne Bay Road, CT2 0NJ	£494,995	4	D
Herne Bay Road, CT2 0NJ	£534,995	4	D

- 1.20 We have also obtained historic asking prices from earlier this year, however the transaction prices have not been able to be confirmed.

Address	Price	Typology	Bedrooms	Date Appeared
Herne Bay Road Canterbury CT2 0NJ	£364,995	3	S	25/04/2023
Herne Bay Road Canterbury CT2 0NJ	£464,995	4	D	10/02/2023
Herne Bay Road Canterbury CT2 0NJ	£399,995	3	D	10/02/2023
Herne Bay Road Canterbury CT2 0NJ	£445,995	4	D	10/02/2023
Herne Bay Road Canterbury CT2 0NJ	£379,995	3	D	17/12/2022

Secondary Evidence

- 1.21 We have also analysed units that have been recently sold in a radius of 1.5 miles from to the Site, highlighting an average of £375 per sq ft, across a mix of 1-, 2- and 3-Bedroom flats and houses.

Address	Postcode	Sold Price	Sold Price Per Sqft	Property Type	Bedrooms	Size	Date Sold
139, Rough Common Road, Canterbury	CT29BS	£575,000	£408	D	3	1410	01/09/2023
Flat 7, Hilltop House, Glen Iris Avenue, Canterbury	CT28HP	£160,000	£346	F	1	462	07/08/2023
10, Westgate Close, Canterbury	CT28JP	£315,000	£357	S	3	882	28/07/2023
9, Hales Drive, Canterbury	CT27AB	£412,500	£540	D	3	764	25/07/2023
20, Foxdown Close, Canterbury	CT27RR	£300,000	£429	T	2	699	19/07/2023
Flat 6, 82, Beaconsfield Road, Canterbury	CT27LH	£205,000	£312	F	2	656	28/06/2023
36, Shaftesbury Road, Canterbury	CT27LF	£200,000	£320	F	2	624	20/06/2023
10, St Johns Crescent, Canterbury	CT29NB	£310,000	£365	T	3	850	16/06/2023
102, Rough Common Road, Canterbury	CT29BU	£415,000	£321	S	3	1291	12/06/2023
1, Green Dell, Canterbury	CT27BU	£265,000	£333	T	3	796	09/06/2023
19, Ross Gardens, Canterbury	CT29BZ	£287,000	£381	T	3	753	02/06/2023

Asking Price Evidence

- 1.22 We have obtained the recent asking prices for all new build units (1-4 Bedrooms) in proximity to Canterbury and highlight the averages below, from a sample of 99 units. The schemes will range in quality and location; however, this provides a strong indication of prices in the last 6-months. It should be noted that achieved pricing will likely be at a discount to asking prices, as they will be subject to incentives and any price negotiation.

Beds	Average Asking Price
1 Bed Flat	£175,100
2 Bed Flat	£299,167
2 Bed - Terraced	£310,714
2 Bed – Semi detached	£314,623
2 Bed – Detached	£347,496
3 Bed House - Terrace	£332,500
3 Bed House – Semi detached	£401,361
3 Bed House - Detached	£502,102
4 Bed - Detached	£576,664

Summary

- 1.23 The Northern Site benefits from a desirable rural location with good transport links into central Canterbury, surrounding villages as well as the A2 and M2 motorway network to the west.
- 1.24 We would highlight that new build surrounding schemes achieved transaction values of £303 - £428 per sq ft 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.
- 1.25 The Kingfisher Close and Royal Parade schemes provide the most useful comparable evidence for the subject sites due to their proximity to Canterbury City Centre. We would expect a new build development to achieve broadly similar values depending on size and specification.
- 1.26 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 £312 - £540 per sq ft. We would expect a new build development to command a premium at the higher end of this range, or over and above this.
- 1.27 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. The smaller units comprising one- and two-bedroom flats are generally for affordable housing.

Appendix 2 – Development Appraisal

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD**

University of Kent - Site BCD
2,000 Dwellings

Appraisal Summary for Phase 1 2,000 Units

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	221.00	152,926	32,114,394
Affordable Houses	390	397,192	205.00	208,780	81,424,360
Totals	2,000	2,023,697			686,030,935

NET REALISATION

686,030,935

OUTLAY**ACQUISITION COSTS**

Residualised Price		42,557,497	
			42,557,497
Stamp Duty		2,117,375	
Effective Stamp Duty Rate	4.98%		
Agent	0.50%	212,787	
Legal Fee	1.00%	425,575	
			2,755,737

CONSTRUCTION COSTS

Construction	ft²	Build Rate ft²	Cost
Market Flats	146,130	151.60	22,153,262
Market Houses	1,360,634	151.60	206,272,114
Affordable Flats	176,138	151.60	26,702,548
Affordable Houses	397,192	151.60	60,214,307
Totals	2,117,794 ft²		315,342,232
Contingency		3.00%	9,460,267
			324,802,499
Other Construction			
Infrastructure	2,000 un	20,000.00 /un	40,000,000
Access Road			24,780,000
			64,780,000

Section 106 Costs

Section 106 Costs	2,000 un	17,500.00 /un	35,000,000
Neutrient Neutrality (Not required)			1
BNG Offset			602,268
CIL	1,506,764 ft²	18.74	28,236,752
			63,839,021

PROFESSIONAL FEES

Other Professionals		5.00%	15,767,112
			15,767,112

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			22,560,689
Construction			10,427,376
Total Finance Cost			32,988,065

TOTAL COSTS

564,603,465

APPRAISAL SUMMARY**AVISON YOUNG (UK) LTD****University of Kent - Site BCD****2,000 Dwellings****PROFIT****121,427,469****Performance Measures**

Profit on Cost% 21.51%

Profit on GDV% 17.70%

Profit on NDV% 17.70%

IRR% (without Interest) 15.10%

Profit Erosion (finance rate 6.500) 3 yrs

Appendix 3 – S106 Calculation

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

Contact Details

Enquiries

Charles Trustram Eve



Visit us online

avisonyoung.co.uk