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Our Reference: CGP/ 1743637 Your Reference: 2018/0817



Date: 08 July 2020

# Confidential

Dear Mr. Cartwright

Review of Development Viability Appraisal Proposed Development: Former Car Park, North Green, Calverton, Nottinghamshire, NG14 6NT

I refer to your instructions set out in your email dated 5 June 2020 requesting my professional advice in relation to the proposed residential development scheme as described below. I have now considered the matter and I am pleased to report as follows:

#### Instructions

I have been asked to provide an assessment of the viability of the residential development scheme proposed by planning application reference number: 2018/0817. The financial appraisal has been undertaken by a constant on behalf of the applicant Lovely Homes Limited in connection with the proposed scheme comprising 20 single storey bungalows.

My understanding of your instructions is to have regard to the viability of this residential development scheme taking into consideration the Section 106 costs and policy Affordable Housing detailed within the report below.

# Situation/ Location

The subject land is located in Calverton, a former mining village and civil parish located in the Gedling Borough of Nottinghamshire. The village lies approximately eight miles north east of Nottingham city centre and approximately three and a half miles north of Arnold town centre.

Calverton benefits from public transport links to Arnold town centre, Nottingham city centre and other surrounding villages.

The village has a range of local amenities including two primary schools and a secondary school, two convenience stores, a variety of mainly local independent retailers, restaurants, public houses, a library, leisure centre and ample recreational space.

The subject site is located on the north side of North Green on a residential street in a mixed use area of the village. Immediately to the south of the land lies former colliery residential housing, to the west lies a commercial area which includes a household recycling centre and industrial property, to the north and east lies agricultural land.

The site comprises a former colliery hard surfaced car park which is bound by vegetation and trees. The site is rectangular in shape and although relatively flat it appears to slope slightly in a north to south direction. Access to the site is from North Green at the junction of Hollinwood Lane.

# Inspection

The subject land was inspected on the 16 June 2020 from the public highway.

#### **Nature of Interest**

It is assumed that the subject land is held freehold with vacant possession being available.

Easements, Rights of Way and Restrictions affecting Value I have not been made aware of any easements, restrictions, outgoings or charges adversely affecting the subject parcel of land.

I have assumed no ransoms.

# **Planning**

Gedling Borough Council adopted The Local Planning Document on 18<sup>th</sup> July 2018 which works with the Aligned Core Strategy which was adopted on 10th September 2014. The policies map annexed to the planning document identifies the land as housing allocation under policy ref: H16.

I understand that a full planning application (reference number: 2018/0817) has been submitted for the erection of 20 single storey dwellings. The application is undecided and pending decision at the date of this report.

I understand from planning history obtained from the Council's website that a historic application was refused in 2014 for the erection of 21 single storey dwellings suitable for the elderly under planning reference number: 2013/1495. The reason stated for refusal was that the proposed development would constitute inappropriate development within the Greenbelt.

Furthermore, I understand from the planning history that the land was formerly granted temporary planning consent for use as portable site offices and storage in connection with Gedling Homes.

It is noted that an outline planning application has been granted with conditional approval on the land which lies to the east of the subject land. The application was submitted by Persimmon Homes and followed up with an application of reserved matters for the erection of 351 dwellings and associated infrastructure.

The application of reserved matters is pending decision at the date of this report.

#### Floor Areas

I have been provided with the following Gross Internal Floor areas within the viability Appraisal dated May 2020 and I have made the assumption that the floor areas of the residential units have been calculated in accordance with the RICS Code of Measuring Practice, Sixth Edition.

The proposed scheme will comprise 20 single storey dwellings as follows:

Type/ Description	No of Units	Sq M	Sq Ft	Total Sq M	Total Sq Ft
1 Bed Type B Semi	2	47	506	94	1,012
1 Bed Type B Detached	1	47	506	47	506
1 Bed Type D Semi	6	47	506	282	3,036
1 Bed Type D Terraced	3	47	506	141	1,518
2 Bed Type C Detached	2	60	646	120	1,292
2 Bed Type E Semi	4	60	646	240	2,584
2 Bed Type E Detached	2	60	646	120	1,292
<u>Total</u>	20			<u>1,044</u>	<u>11,240</u>

Affordable Housing, Section 106 Requirements and Community Infrastructure Levy

I understand that the Council are seeking the following contributions:

Affordable Housing - In accordance with the Gedling Borough Council Affordable Housing Supplementary Planning Document, the proposed scheme is for 15 dwellings or more and therefore, there is a requirement for 20% affordable housing. I understand that the Council will seek this to be provided in the form of on-site affordable dwellings. I understand that the affordable housing split will comprise three affordable rental units and one intermediate unit.

Section 106 Requirements – The Council require £44,004 towards off-site open space provision.

Community Infrastructure Levy - In respect of Community Infrastructure Levy (CIL), it has been confirmed by the Council that the Charge generated by the proposed scheme is £62,056.

#### Site Area

I understand from the Viable Viability Appraisal that the following approximate land area which I understand is calculated on a gross site area basis is:

Acres Hectares 1.33 0.54

The Council have informed me of a site area of 0.48 hectares. However, I have measured the site area using digital mapping tools and I am of the opinion that the above adopted site area is correct.

# **Mineral Stability**

The property is situated in an underground mining area and in view of the possibility of mine workings and the increased risk of damage from underground mining subsidence, it is recommended in our Standard Terms of Business (a copy of which has been supplied) that a report is obtained from the Agency's Mineral Valuer. However, as you have not requested such a report you are deemed to have instructed the Agency to assume in arriving at its viability assessment:

- (1) that the property valued is not at the date of viability assessment affected by any mining subsidence and will not be so affected in the future; and
- (2) that the site is stable and will not occasion any extraordinary costs with regard to Mining Subsidence.

You hereby accept that the Board of HM Revenue & Customs for and on behalf of the Agency and its employees cannot, in these circumstances, provide any warranty, representation or assurance whatsoever to you or any third party as to the mineral stability or otherwise of the subject property being assessed and you hereby agree to waive any claim which you might otherwise have had against the Board, the Agency or any of their employees for negligence or breach of contract arising from any loss or damage suffered as a result of the fact that the Agency's viability assessment on your specific instructions, is to take no account of any matters which might reasonably be expected to have been disclosed by an Underground Mining Subsidence Report.

# Flooding

I have made the Special Assumption that the subject land is unaffected by flooding.

# Contamination

I have made the Special Assumption that the subject land is unaffected by contamination, other than as detailed later in this report.

# **Archaeology**

I have made the Special Assumption that the subject land is unaffected by archaeological remains.

# **Ecology**

I have made the Special Assumption that the subject land is unaffected by any ecological matters.

# Comments regarding

Development Appraisal (0% Affordable Housing) The applicant's Affordable Housing Viability Report dated May 2020 has been produced by American It uses the site value approach whereby the Gross Development Value (GDV) of the scheme, comprising the applicant's estimated sales values for the proposed bungalows and from this figure are deducted the various development costs, comprising construction and abnormal costs, associated professional fees, finance costs, sales and marketing costs, a charge in respect of Community Infrastructure Levy (CIL) and developer's profit, to derive the Residual Land Value for the scheme.

The applicant has undertaken one appraisal which provides for a 100% open market scheme with no Affordable Housing. This derives a Residual Land Value (RLV) in the negative sum of (£292,907).

The applicant's appraisal has then been assessed against the applicant's opinion of Benchmark Land Value, which they have estimated at £290,000. The applicant has therefore concluded that the scheme is unviable and cannot support the provision of any Affordable Housing or Section 106 contributions.

Regarding the various inputs within the applicant's appraisal I would comment as follows:-

#### **Gross Development Value**

In their appraisal, the applicant has confirmed a GDV of £2,880,150 which reflects an average rate of £2,758.76 per square metre or £256 per square foot which provides for a 100% open market scheme. In my opinion, the GDV is slightly low on the basis of a 100% open market scheme. The GDV has been calculated on a price per square metre basis which I would comment is not typically in line with the residential market approach.

#### **Construction Costs**

The applicant has applied £1,475 per square metre/ £137 per square foot to derive at a total cost for construction and externals in the sum of £1,539,900.

The applicant has commented that their adopted rate compares favourably against the RICS BCIS Median Quartile rate as at Q1 2020 rebased to Gedling Borough Council, in the sum of £1,393 per square metre/ £129 per square foot base rate plus an allowance for external works of 10% which would indicate a RICS BCIS Median Quartile base rate of £1,532 per square metre/ £142 per square foot.

In my view, this is slightly high, due in the main to the fact that the applicant is closer in value to BCIS Median Quartile figures, whereas in my view Lower Quartile is the appropriate rate taking into account the nature of the location.

# Site Abnormals/ Development Costs

The planning applicant has confirmed the following abnormal and development costs will be incurred as follows:

Removal of car park tarmac and disposal	£27,000
Excavate and disposal of 700mm contaminated soil, import 100mm of type 1 marker barrier, provide 450mm of clean certified sub soil and 150mm of certified top soil	£76,000
Install gas monitoring for 3 months	£5,000
Gas protection measures including gas membrane/ mechanical venting/ insitu reinforced suspended floor slab to suit NHBC traffic light system	£100,000 (£5,000 per unit)
Install private pumping to each dwelling as required to foul water to suit existing levels and allow for upgrade of existing pumping station	£50,000

#### **Professional Fees**

The applicant's appraisal includes an allowance for professional fees to external consultants in the sum of 8% which reflects a figure of £123,120. The adopted rate of 8% is reasonable in my view.

Total

£258,000

# Affordable Housing, Section 106 and Community Infrastructure Levy (CIL)

The applicant's appraisal makes no provision for Affordable Housing or Section 106 contributions but does make an allowance of £62,056 for CIL.

# Finance Costs/Development Program

The planning applicant has adopted a total development / construction period of approximately 12 months which I assume includes the lead-in period with an additional sales allowance of 6 months. In my view, this seems reasonable.

The adopted finance cost at 5% with an additional bank arrangement fee of 1% seems reasonable as at the date of this report.

# Sales and Marketing Costs

The sale and marketing fees at £2,880 per unit (£57,603 / 20 = £2,880 per unit) equating to 2% of the Gross Development Value which seems reasonable as at the date of this report, taking into consideration the current economic climate and property market.

# **Developer's Profit**

An allowance for developer's profit based on 20% of the gross development value has been adopted. I would comment that the optimum market industry standard is a profit margin between 17.5% and 20%. Although 20% is considered to be the ideal return, developers in the market often accept a much lower profit margin and therefore, I consider 20% developers profit to be slightly on the high side.

# DVS Development Appraisal (20% Affordable Housing)

# **Gross Development Value**

I have produced a residual development appraisal for the proposed residential scheme for 20 single storey bungalows on a policy-compliant basis, providing for 16 Open Market units, 3 Affordable Rent units and 1 Intermediate unit as detailed below:-

Туре	Number of Units	Total Size Sq M	Total Size Sq Ft
Open Market:			
1 Bed Type B Semi	2	94	1,012
1 Bed Type D Semi	6	282	3,036
2 Bed Type C Detached	2	120	1,292
2 Bed Type E Semi	4	240	2,584
2 Bed Type E Detached	2	120	1,292
Affordable Rent:			
1 Bed Type D Terraced	3	141	1,518
Shared Ownership:			
1 Bed Type B Detached	1	47	506
Scheme Total	20	1,044	11,240

I have assessed the values of the Open Market units by researching and analysing comparable sales transactions to arrive at a price per unit which is the usual approach when valuing in the residential market. I have estimated the total sales values of the Open Market units at a figure of £2,460,000 which equates to an average of £2,874 per square metre/ £267 per square foot.

In respect of the Affordable units, I have valued the bungalows for Affordable Rent at 60% of open market value (OMV) and the Shared Ownership units at 68.8% of OMV. Both of these provisions are within the acceptable parameters that Registered Providers are currently paying for dwellings of these tenure types. The GDV for the Affordable Housing element is £337,858.

My opinion of the total GDV reflecting the policy compliant scheme as set out above is £2,797,858.

#### **Construction Costs**

In assessing the construction costs, I have taken into account RICS BCIS Lower Quartile Rate as at Q2 2020, rebased to Nottingham, and have assessed the "base" construction costs in respect of the scheme at a figure equating to £1,251 per square metre/ £116 per square foot. I have then assessed the cost of external works at 10% of "base" build costs which equates to a total figure of £1,376 per square metre/ £128 per square foot.

I would comment that the applicant rebased their assessment of construction costs to Gedling. I originally adopted the same approach but found the sample size to be small and to only include 13 samples compared with a sample size of 152 for Nottingham. Based on sample size, I consider the BCIS rates rebased to Nottingham to reflect a higher level of reliability and I have adopted these rates accordingly.

I have applied a contingency of 5% to this figure which is appropriate taking into account the current situation relating to Coronavirus/Covid-19 (detailed further below) and the fact that the proposed development is a scheme of bungalows on a former colliery car park.

#### **Abnormal/Development Costs**

Removal of car park tarmac and disposal.

The applicant has provided a copy of the Geoenvironmental Appraisal Report and Gas Risk Assessment undertaken by Dunelm Geotechnical and Environmental which conclude the need for the site abnormal works listed below. I have not had sight of costings and therefore, I have assumed that the estimates provided are a correct reflection of the costs relating to the works required.

The planning applicant's agents have confirmed the following abnormal development costs which have been accepted as follows:

£27 000

Tremoval of car park tarmac and disposal	227,000
Excavate and disposal of 700mm contaminated soil, import 100mm of type 1 marker barrier, provide 450mm of clean certified sub soil and 150mm of certified top soil	£76,000
Install gas monitoring for 3 months	£5,000
Gas protection measures including gas membrane/ mechanical venting/ insitu reinforced suspended floor slab to suit NHBC traffic light system	
Install private pumping to each dwelling as required to foul water to suit existing levels and allow for upgrade of existing pumping station	£50,000

# Sales and Marketing Costs

I have made the following allowances in respect of sales and marketing:

Promotion/Marketing/Agent's Fees: 2% of sales values Legal Fees: £600 per unit

I have also made allowances for the notional costs that a developer would incur for the sale of the Affordable Housing units to a Registered Provider.

#### **Professional Fees**

I have adopted an allowance for professional fees at 8% of construction costs equating to £114,924.

# Finance Costs/Development Program

I have provided for a lead-in period of three months prior to start on site to allow for completion of purchase, site set-up, clearance and preparation. I have then estimated a main construction period of twelve months.

In respect of the sales period, I have assumed that sales will commence nine months after site acquisition / six months into the construction programme and will then sell at a rate of two dwellings per month, with completion of the sale of the last of the units being achieved within a period of eight months.

I have adopted finance costs of 6% including arrangement/exit fees and a credit rate of 1.5%.

# Developer's Return / Profit

An allowance for developer's profit based on 18.5% of the gross development value has been adopted. I consider that my adopted profit margin takes into consideration the risk and economic uncertainty which currently exists as a result of the Coronavirus/ Covid-19 pandemic.

I have provided for a return from the Affordable Housing units based on 6% of costs.

#### Residual Land Value

My appraisal results in a Residual Land Value based on the proposed policy-compliant scheme for 20 single storey bungalows as detailed above, as at the date of assessment, in the sum of £216,435.

# Site Value/Benchmark Land Value

It is accepted practice that residual appraisal methodology for financial viability testing should be used, and that this can be whereby either the level of return or land value can be input and the consequential output (either a residual land value or a level of return respectively) can then be compared to a benchmark to assess the impact of planning obligations or policy implications on viability.

In terms of my assessment, I have calculated the land value of the proposed scheme on a residual basis and I have then compared this figure to the benchmark land value to assess viability.

Furthermore, this Report has been undertaken in accordance with the NPPF key principles regarding viability as published on 6 March 2014, revised on 24 July 2018, and further updated on 19 February 2019. This latest NPPF Guidance provides that the starting point for assessment of Benchmark Land Value (BLV) is the Existing Use Value (EUV) of the property and that a premium should be applied to the EUV in order to incentivise the landowner to bring the property forward for development in preference to progressing other possible options for the property (EUV+).

This latest NPPF Guidance also provides that, if applying Alternative Use Value (AUV) in the assessment of the BLV, then the AUV use should fully comply with up-to-date Development Plan Policies, including any Policy requirements for contributions towards Affordable Housing at the relevant levels set out in the Plan. It goes on to say that valuation based on AUV includes the premium to the landowner.

The subject site is allocated for housing development in the Gedling Borough Council Local Plan under policy Ref H16. I am therefore of the opinion that potential for residential use is established and AUV should be considered accordingly. Planning consent is pending a decision at the date of this report and therefore, I have reflected an element of planning risk in arriving at my opinion of AUV.

In arriving at my opinion of AUV, I have researched and analysed comparable evidence relating to the development land sales values and asking prices for sites with planning consent and I have made adjustments for risk accordingly. I have concluded that the AUV of the subject site reflecting a policy-compliant scheme is £200,000. The AUV reflects current market conditions resulting from the Coronavirus/Covid-19 pandemic and site abnormal costs of £258,000.

I understand from discussions with the applicant's agent that a purchase price of £350,000 has been agreed subject to planning consent being obtained. Furthermore, I understand that the agreed purchase price is not conditional on specific agreements relating to Section 106, Affordable Housing or CIL and is effectively a fixed price which will not be renegotiated as a result of any site specific planning obligations.

I have then assessed the EUV of the site which I consider to be industrial storage land. I have adopted both the comparable and investment valuation methods of valuation in order to arrive at my opinion of EUV at a figure of £240,000 and added a premium of 20% to represent a reasonable incentive for the landowner to release the site in accordance with the NPPF guidance. I have concluded that the EUV of the site is £290,000.

My opinion of EUV compares favourably when making a direct comparison to my opinion of AUV, reflecting a difference in site value of £90,000. I would comment further that the site abnormal costs at a figure of £258,000 are specific to the residential redevelopment of the land and have a direct impact on the AUV of the subject site. Any prudent landowner in the market would demand a minimum site value in line with the highest site use/value regardless of the developer's intentions in relation to the future use of the site. Therefore, the EUV is considered as the most valuable site use.

Based on the above, my opinion of BLV is £290,000.

#### Conclusion

My assessment shows a Residual Land Value based on the proposed development scheme detailed above in the sum of £216,435 against a Benchmark Land Value of £290,000.

Accordingly, I have concluded that the proposed scheme is not viable on a policy-compliant basis as at the date of this report.

I have therefore undertaken sensitivity testing to establish whether the proposed scheme could support the provision of any amount of Affordable Housing or Section 106 contributions.

This sensitivity testing has involved the undertaking of a further Residual appraisal on the basis that no amount of Affordable Housing provision or Section 106 contributions are provided, so that the resultant Residual Land Value can be compared to the Benchmark Land Value in order to establish whether there is a surplus available which can then be applied to the provision of Affordable Housing or Section 106 contributions. This appraisal has derived a Residual Land Value of £357,088. When this Residual Land Value is compared to the Benchmark Land Value of £290,000 detailed above, it can be seen that the scheme is viable with a surplus of £67,088 which could be used as a contribution towards Affordable Housing or Section 106. I will await further instructions from you in relation to any negotiations required with the applicant on this matter.

# Date of Viability Assessment

The date of assessment is the 08 July 2020.

#### Coronavirus/ Covid-19

The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a "Global Pandemic" on 11 March 2020, has impacted global financial markets. Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors. As at the valuation date, we consider that we can attach less weight to previous market evidence for comparison purposes to inform opinions of value. Indeed, the current response to COVID-19 means that we are faced with an unprecedented set of circumstances on which to base a judgement.

This viability assessment is therefore reported on the basis of 'material valuation uncertainty' as per VPS 3 and VPGA 10 of the RICS Red Book Global. Consequently, less certainty – and a higher degree of caution – should be attached to our viability assessment and the valuations which inform it than would normally be the case. Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that you keep the viability of the proposed scheme under frequent review.

#### Comments

The subject parcel of land is situated in an established mixed use area in a former mining village located in north Nottinghamshire.

The sales values adopted in arriving at my opinion of GDV reflect the location of the subject site and its close proximity to the household recycling centre and industrial property.

Gedling Borough Council should be aware that I have been provided with a number of abnormal / development costs by the planning applicant.

It should be noted that some of these abnormal and development costs are based on estimates and could change.

Accordingly, the local authority is strongly advised to monitor the costs, as cost savings could be made, which could help achieve a more viable development scheme.

In accordance with the requirements of the recent RICS Professional Standard 'Financial viability in planning: conduct and reporting', (effective from 1st September 2019) it is confirmed that:

In carrying out this viability assessment review the valuer has acted with objectivity, impartiality, without interference and with reference to all appropriate sources of information provided.

The professional fee for this report is not performance related and contingent fees are not applicable.

DVS are not currently engaged in advising this local planning authority in relation to area wide viability assessments in connection with the formulation of future policy.

The appointed valuer, is not currently engaged in advising this local planning authority in relation to area wide viability assessments in connection with the formulation of future policy.

This viability assessment has been undertaken having regard to the Duty of Care and Diligence set out in S4 of the RICS Professional Standard 'Financial viability in planning: conduct and reporting.

#### Recommendations

As at the date of this assessment, there is a great deal of economic uncertainty caused by the Coronavirus/Covid-19 pandemic, as referred to throughout this Report. Accordingly, I would advise that the viability of the scheme should be kept under constant review, and particularly that the matter of scheme viability should be revisited in the event that development of the scheme has not commenced within a period of three months from the date of this assessment.

# Validity

This report remains valid for 3 (three) months from its date unless market circumstances change or further or better information comes to light, which would cause me to revise my opinion.

# Restrictions on Disclosure and Publication

The client will neither make available to any third party or reproduce the whole or any part of the report, nor make reference to it, in any publication without our prior written approval of the form and context in which such disclosure may be made.

# Limits or Exclusions of Liability

The report should only be used for the stated purpose and for the sole use of your organisation and your professional advisers. No responsibility whatsoever is accepted to any Third Party who may seek to rely on the content of the report unless previously agreed.

# Confirmation of Standards

The viability assessment has been prepared in accordance with the Royal Institution of Chartered Surveyors: RICS Valuation – Global Standards 2017 and RICS UK National Supplement, commonly known together as the Red Book.

Compliance with the RICS professional standards and valuation practice statements gives assurance also of compliance with the International Valuations Standards (IVS).

If agreed departures from these Standards have been required in accordance with any instruction received from you, these will be specifically identified and detailed in this report.

#### **Conflict of Interest**

Checks have been undertaken in accordance with the requirements of the RICS standards and have revealed no conflict of interest. It is confirmed that I am unaware of any previous conflicting material involvement and am satisfied that no conflict of interest exists.

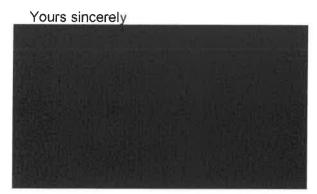
#### Status of Valuer

It is confirmed that the viability assessment has been carried out by Charlene Pearson, an RICS Registered Valuer, acting in the capacity of an external valuer, who has the appropriate knowledge and skills and understanding necessary to undertake the viability assessment competently and is in a position to provide an objective and unbiased viability assessment.

#### **Exempt Information**

You may wish to consider whether this report contains Exempt Information within the terms of Paragraph 9 of Schedule 12A to the Local Government Act 1972 (Section 1 and Part 1 of Schedule 1 to the Local Government (Access to Information) Act 1985) as amended by the Local Government (Access to Information) (Variation) Order 2006.

I trust the above will enable you to proceed but should you require anything further, please do not hesitate to contact this office.



Reviewed by

Energy Site Location Plan

Encs: Site Location Plan

