



GRASSCROFT

RESIDENTIAL VIABILITY REPORT

**Land at Holcombe Mill
Ramsbottom, Bury**

On behalf of:

Eccleston Homes

August 2020

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1. Introduction and Background

This report has been produced by Grasscroft Development Solutions, in support of a planning application for the proposed residential development of land at Holcombe Mill, Bridge Street, Ramsbottom, Bury.

The application site is located off Bridge Street in the centre of Ramsbottom. The site is comprised of the former Holcombe Mill, most recently used as a paper mill.

The subject site is irregular in shape extending to a gross site area of 2.85 Hectares (7.06 Acres) and net developable area of 1.83 Hectares (4.53 Acres). The site is bounded to the east by the river Irwell, to the north by Peel Brow/Bridge Street and to the South by Ramsbottom Cricket Club. The eastern boundary of the site is the East Lancashire Railway Station.

Contained within the application boundaries are two former mill buildings and a large chimney which sit within the Holcombe Conservation area.

The purpose of the report is to comment on the viability of the proposed development in light of market conditions, at the date of this report and to set out a proposal for S106 obligations in relation to the site and scheme depicted in Appendices 1 and 2.

2. Grasscroft Development Solutions

This report has been undertaken by Michael Coulter, a Director and Tom Merrills, a consultant at Grasscroft Development Solutions.

Grasscroft Development Solutions is the development consultancy arm of the Grasscroft Property Company Ltd, which is a regional based residential and commercial development company.

The Grasscroft group of companies has been active within the North West, and wider area, for the past twelve years and has undertaken and completed a number of successful residential and commercial developments.

Michael Coulter, has; a First Class Honours Degree in Building; a Master's Degree in Built Environment Research; and, is a Member of the Chartered Institute of Building. He has 20 years' experience, at the highest level within the property industry and has held senior and board level positions at a variety of development and building companies.

Michael's career has had a strong residential focus and as such he has been responsible for the development and delivery of a wide variety of private sector and social housing schemes within the North of England. These schemes have ranged from small new build projects to large urban regeneration initiatives, including Macintosh Village in Manchester which incorporated the UK's first 'eco tower'. Posts held by him have included:

- Roland Bardsley Homes Ltd - Director
- Taylor Woodrow Capital Developments - Associate Director
- Morrison Homes Ltd - Area Development Manager

Tom Merrills has a First Class Master's Degree in Surveying and has worked almost exclusively in residential development for the past 14 years.

Tom has both public and private sector development experience. He worked as a Development Manager for both Gleeson Homes and Keepmoat homes and as a Land and New Business Manager for Countryside Properties, all of which are North West based residential developers. Tom was also employed at plus dane housing group, a Merseyside based Registered Housing provider where he managed multiple affordable housing developments.

Developments of note that he has managed include the North Huyton New Deal residential partnership, a scheme of 2,000 new homes in North Huyton, Knowsley; Norris Green Village in Liverpool, the residential led regeneration of 63 acres of cleared land with over 800 new homes and the acquisition of a number of residential development sites across the north west.

Taking into account the above demonstrable experience, the writer of this paper is in a very strong position to comment on the viability, or otherwise, of the current and future use of the site.

3. The Requirement for Viability Assessment

Paragraph 006 of the NPPG Guidance on Viability states:

“Where up-to-date policies have set out the contributions expected from development, planning applications that fully comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage...”

...Such circumstances could include, for example where development is proposed on unallocated sites of a wholly different type to those used in viability assessment that informed the plan; where further information on infrastructure or site costs is required; where particular types of development are proposed which may significantly vary from standard models of development for sale (for example build to rent or housing for older people); or where a recession or similar significant economic changes have occurred since the plan was brought into force...”

The adopted Bury UDP was adopted in 1997 accordingly cannot be considered an ‘up to date’ policy in respect of the viability of planning obligations and affordable housing requirements.

This viability assessment is required therefore to provide site-specific data on the viability implications of the costs of developing the subject site, and the viability implications of the planning obligations sought.

4. Appraisal Methodology

The appraisals provided in support of this report have been produced using Prodev, a widely used proprietary appraisal software system produced and distributed by Interproperty Systems Ltd.

In completing the appraisal, reference has been made to the RICS guidance Viability in Planning, as issued in August 2012 and also the viability provisions set out within the PPG and the guidance notes appended to the DCLG document titled 'Section 106 Affordable Housing Requirement, Review & Appeal'.

Build costs for the development have been arrived at with reference to the Building Cost Information Service (BCIS) Average Price Index.

The applicant has also provided copies of detailed investigations, studies and reports that have been prepared regarding the site which have been taken into account. A number of industry experts have been consulted regarding various matters as set out in the report.

Market data has been provided by Grasscroft Development Solutions, following an extensive review of the market in the area, enquiries to local estate agents and following a review of available published data from the likes of Rightmove and Zoopla.

5. The Scheme

The scheme involves developing the 7.06 acre site, identified in red in Appendix 1, for the purposes of residential development.

The proposed scheme of 72 units is detailed in the plan contained within Appendix 2. The accommodation provided is highlighted in Figure 1 below:

Name	Type	No of Beds	No of Units	Size (FT ²)
Building A Apt B	Apartment	1	1	491
1 Bed Apartment	Apartment	1	4	501
2 Bed Apartment	Apartment	2	12	663
Building A Apt A	Apartment	2	1	688
Building B Type A	Semi	2	2	820
Croft	Semi	3	22	954
Building A Apt C	Apartment	1	1	1,054
Whalley 2	Detached	4	5	1,152
Hartford	Detached	4	1	1,281
Arnside	Detached	4	9	1,347
Haigh	Detached	4	9	1,468
Willaston	Detached	4	2	1,479
Formby	Detached	4	3	1,567
		Total	72	76,075

Figure 1

Within the figures above, an additional 10% floor area has been added to the apartment blocks to allow for communal areas, corridors and circulation space.

6. Appraisal Inputs

The applicant proposes to develop the site for the purposes of a residential led scheme, delivering houses for sale on the open market.

For the purposes of this report, two appraisal scenarios have been utilised, one reflecting a scenario where all the housing units were to be for sale on the open market (72 Units), a second scenario reflecting a scheme compliant with affordable housing policy, to deliver 54 units for market sale and 18 units of discounted market sale housing.

Following a detailed review of the local and national housing markets, the following open market values have been adopted in Figure 2 below:

Name	No of Beds	Number of Units	Unit Size (FT ²)	Net Value Per Unit	Net Value (FT ²)	Total Revenue
Building A Apt B	1	1	491	£125,000	£254.58	£125,000
1 Bed Apartment	1	4	501	£130,000	£259.48	£520,000
2 Bed Apartment	2	12	663	£165,000	£248.87	£1,980,000
Building A Apt A	2	1	688	£168,000	£244.19	£168,000
Building B Type A	2	2	820	£230,000	£280.49	£460,000
Croft	3	22	954	£267,000	£279.87	£5,874,000
Building A Apt C	1	1	1,054	£220,000	£208.73	£220,000
Whalley 2	4	5	1,152	£322,000	£279.51	£1,610,000
Hartford	4	1	1,281	£359,000	£280.25	£359,000
Arnside	4	9	1,347	£378,000	£280.62	£3,402,000
Haigh	4	9	1,468	£411,000	£279.97	£3,699,000
Willaston	4	2	1,479	£414,000	£279.92	£828,000
Formby	4	3	1,567	£439,000	£280.15	£1,317,000
		72	Total			£20,562,000

Figure 2 – Sales Values

Further evidence with regard to the market in the vicinity of the subject site is detailed within Appendix 3.

For the avoidance of doubt, the above revenues do not account for a change in revenues and market conditions which will result from the current Covid 19 crisis. Whilst it is too early to predict the impact of the pandemic on house prices, it is likely that the current situation will have a negative impact on the market. It is likely that the above revenues are somewhat optimistic, Grasscroft therefore reserve the right to revisit sales values, and other appraisal inputs, pre-determination.

Affordable Housing

Policy H4/1 in the Bury UDP requires 25% affordable housing to be provided on site. For the purposes of this report, the values assumed for the affordable housing follow the 2004 Bury Affordable Housing Provision in New Residential Developments SPD and assume a discounted market sale product as the affordable tenure. The transfer values utilised are set at 75% of OMV (25% discount).

The values and mix of units adopted in this regard are detailed within figure 3 below:

Discounted Market Sale Units	No of Beds	Number of Units	Unit Size (FT ²)	Net Value Per Unit	Net Value (FT ²)	Total Revenue
1 Bed Apartment	1	2	501	£97,500	£194.61	£195,000
2 Bed Apartment	2	3	663	£123,750	£186.65	£371,250
Croft	3	6	954	£200,250	£209.91	£1,201,500
Arnside	4	7	1,347	£283,500	£210.47	£1,984,500
		18				£3,752,250

Figure 3 – Affordable Housing Units and Values

New Build Costs

A total build cost of £120.00/ft² (£1,291.68/m²) has been assumed for the new build housing based on GDS' experience of the construction and delivery of low-rise family housing and reflective of the high quality materials and specification for the units proposed. Assuming an external works allowance of 20% is contained within this figure, this results in a base build cost of £100.00/ft² (£1,076.40/m²) for the subject site.

The BCIS average price index for new build estate housing 'generally' and 'detached' rebased to Bury is highlighted within Figure 5 below:



£/m² study

Description: Rate per m² gross internal floor area for the building Cost including prelims.

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➤ Rebased to Bury (95; sample 16)

Maximum age of results: Default period

Building function (Maximum age of projects)	Mean	Lowest	£/m ² gross internal floor area				Sample
			Lower quartiles	Median	Upper quartiles	Highest	
New build							
810.1 Estate housing							
Generally (15)	1,217	594	1,041	1,175	1,331	4,216	1595
Single storey (15)	1,366	777	1,155	1,313	1,535	4,216	262
2-storey (15)	1,178	594	1,025	1,146	1,284	2,563	1224
3-storey (15)	1,241	762	1,021	1,187	1,390	2,486	104
4-storey or above (15)	2,572	1,249	2,067	2,307	3,435	3,802	5
810.11 Estate housing detached (15)	1,576	915	1,188	1,341	1,584	4,216	21
810.12 Estate housing semi detached							
Generally (15)	1,211	719	1,044	1,193	1,333	2,244	377
Single storey (15)	1,340	865	1,146	1,323	1,490	2,244	75
2-storey (15)	1,181	719	1,043	1,160	1,296	2,050	288
3-storey (15)	1,157	863	936	1,130	1,232	1,762	14
810.13 Estate housing terraced							
Generally (15)	1,251	762	1,028	1,186	1,382	3,802	313
Single storey (15)	1,412	931	1,186	1,324	1,677	1,994	33
2-storey (15)	1,208	765	1,020	1,162	1,333	2,563	230
3-storey (15)	1,247	762	1,009	1,176	1,370	2,486	48
816. Flats (apartments)							
Generally (15)	1,428	708	1,192	1,358	1,607	4,941	895
1-2 storey (15)	1,360	829	1,160	1,299	1,502	2,451	210
3-5 storey (15)	1,405	708	1,182	1,350	1,586	2,979	586
6 storey or above (15)	1,725	1,035	1,402	1,613	1,851	4,941	96

Figure 5 – BCIS Average Price Index, rebased to Bury

BCIS average price information serves as a useful cost benchmark and Figure 4 highlights that the base build cost adopted by GDS is broadly in line with the lower quartile figure of the Bury-rebased cost, for new build estate housing generally, but significantly below the lower quartile figure for detached estate housing, which the site is largely comprised of.

The rates utilised makes allowances for the following:

- Basic superstructure costs
- Nominal strip footing foundations
- Plot development costs (including provision of utilities, driveways, formation of curtilage parking spaces and gardens, boundary treatments to properties)
- The rate includes for builders' preliminary costs (site management, all welfare facilities, site office, construction utilities, etc.)
- Normal infrastructure costs including access road, parking courts and private drives servicing more than one unit

An additional £7,500 per garage has been included within the appraisals for the 16No Garages shown within the proposals.

For the apartments, a total build cost of £125.00/ft² (£1,345.50/m²) has been assumed and assuming an external works allowance of 10% is contained within this figure, this results in a base build cost of £113.63/ft² (£1,223/m²) for the subject site. BCIS average price information serves as a useful cost benchmark and Figure 4 highlights that the base build cost adopted by GDS is broadly in line with the lower quartile figure of the Bury-rebased cost, for new build apartment construction generally.

Refurbishment Costs

Buildings A & B are existing buildings on site, in a significant state of disrepair and are required to be refurbished. A refurbishment cost of £90/ft² including external works has been adopted within the appraisals reflective of the significant works required to reinstate these buildings for residential use.

Building Contingency

Taking into account the technical challenges posed by this site, it is considered that a reasonably prudent developer would require a contingency to be included within their appraisal at this stage of the development cycle. In line with the writers' professional view and judgement on risk, a contingency sum equating to 3% of the total construction budget has been allowed.

Abnormal Costs

Following a review of the supporting documentation which accompanies the planning application and information provided by the applicant, an abnormal works cost of £2,032,598 has been assumed. This cost will include for the site-specific abnormal works which are illustrated in Figure 4 below:

Abnormal Costs	
Remediation	£706,710
Works to Chimney	£10,000
Piled Foundations	£838,661
Gas Membranes (Cat 2)	£46,625
Regrade / Cut & Fill	£76,757
Import Material	£175,045
Acoustic Fence	£20,800
Substation	£85,000
Box Culvert	£73,000
Total	£2,032,598

Figure 4

Professional Fees

In accordance with standard industry practice and to reflect the scope of professional fees required, a provision equating to 7.5% of the build cost has been allowed. This figure will cover the following professional costs:

- Architect
- Landscape Architect
- Flood Engineer
- Conservation Consultant
- Engineer (Civil and Structural)
- Traffic Engineer
- Legals (draft S106 agreement etc.)
- Topographical Survey
- Site Investigations
- Ecological Reports
- NHBC or other building warranty costs
- Planning application fee
- Building Regulations application fee
- Viability Advice

Finance Costs

An interest rate of 6.5%, which is approximately 6% above the 3-month UK LIBOR rate has been utilised. The interest rate utilised is very conservative with many funding institutions currently seeking to charge a much higher rate.

Sales & Marketing Costs

An allowance of 3.5% of the gross development value has been allowed for sales and marketing costs of the units. In addition to this, 0.30% of the sales value has been allowed for legal fees associated with selling each of the units. These figures are in line with contemporary feedback from volume house builders. They also take into account the significant investment in sales and marketing that will be required in order to achieve the sales rate detailed within the appraisals contained within this report.

Developer's Return for Risk and Profit (before taxation)

In accordance with contemporary guidance and practice, a developer's margin equating to 20% of the Gross Development Value (GDV) should be seen as the benchmark profit expectation on a development of this nature. Recent feedback from house builders suggests that many of the national housebuilding companies are currently seeking margins closer to 22/23%.

This is applied to both market housing for sale and discounted market sale housing.

7. Appraisal Commentary

In order to form a professional view on viability, GDS have produced two appraisals which are contained within Appendix 4 & 5.

In order to form a view on viability the writer has sought to test viability by benchmarking Residual Land Value against EUV+ in accordance with NPPG (2018)

According to National Planning Policy Guidance (NPPG) on Viability that was issued alongside the revised National Planning Policy Framework (NPPF) on 24th July 2018, BLV is defined as follows:

“To define land value for any viability assessment, a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to comply with policy requirements. This approach is often called ‘existing use value plus’ (EUV+).”

In arriving at a value for the site it is reasonable to assess the existing use of the site and apply an uplift on this value to reflect the incentive to the landowner to sell the site. In this instance the site is currently employment land. It is the considerable experience of GDS that employment/industrial land values in secondary locations across greater Manchester are in the order of £350,000 and £450,000 per gross acre.

The subject site suffers from a degree of technical constraints, such as flood risk, remediation and poor ground conditions which would have an impact on the site for industrial development (although to a much lesser degree than for residential development) and so to account for these constraints, an existing use value of £275,000 per gross acre is a reasonable, conservative assessment of the EUV of the subject site.

Adopting a conservative assessment of £275,000 per gross acre, results in an EUV of £1,941,500 for the subject site.

In accordance with NPPF/NPPG it is necessary to apply an uplift on this value to reflect the incentive to sell and it is GDS's view that an uplift of circa 10% to 20% is an appropriate incentive for the landowner to bring forward the land for redevelopment.

Noting the premium, central location of the subject site and scarcity of available sites in this location, it is appropriate to apply an uplift at the higher end of this range. It is therefore appropriate to apply a 18% uplift to the EUV resulting in a BLV of £2,290,970. For the purposes of viability assessment this is rounded to £2,300,000.

The results of benchmarking developer return with a land value of EUV+ of £2,300,000 are contained within Figure 5 over:

Description	Appendix 4	Appendix 5	Appendix 6
	Open Market for Sale Scheme with Zero Contributions and Zero Affordable Housing	Open Market for Sale Scheme Including the S106 Contributions Sought	Open Market for Sale Scheme with 15% Non-Grant Funded Affordable
Benchmark Land Value	£2,300,000	£2,300,000	£2,300,000
Residual Land Value	£2,060,000	£1,776,000	£1,121,000
Surplus/Defecit against Benchmark Land Value	-£240,000	-£524,000	-£1,179,000
Viability Concern	Yes	Yes	Yes - Significant

Figure 5

The above figures clearly demonstrate that the viability of the subject site is finely balanced and in strict viability terms, no financial contributions are viable.

The application of on-site affordable housing creates a significant viability issue in the current case and is therefore a material consideration when taking into account s.106 contributions.

8. Conclusions

The appraisals contained within this report represent a robust assessment of the viability of a residential development on the subject site.

This report has been produced utilising a recognised appraisal software package. Due regard has been given to guidance published by the RICS, the Growth and Infrastructure Act and the PPG.

The appraisals contained within Appendix 4, 5 & 6 clearly demonstrate that viability is an issue on the subject site and the viability of the site without any contributions is finely poised. This is therefore a material consideration in the setting of planning obligations.

The BLV adopted within the appraisals is in accordance with NPPF/NPPG guidance and reflects a conservative assessment of the uplift in the EUV of existing use to incentivise the landowner to bring the site forward for development.

The viability tests that have been used compare the residual land value generated by the development, to a benchmark land value of EUV+. The appraisals contained within this report demonstrate that the scheme is at the limits of viability without the imposition of affordable housing or s.106 contributions. The appraisals contained within appendices 4 & 5 clearly demonstrate that viability is an issue with the subject site and the imposition of any affordable housing or other s.106 obligations would only serve to exacerbate the viability concerns.

It is clear that viability is a material consideration and that it would be unreasonable for the local authority to impose an additional burden on the development by seeking S106 contributions. In considering this matter further, the Authority also needs to be mindful of the fact that in addition to delivering new housing, the scheme will also provide significant additional economic benefits to the Authority in the form of a New Homes Bonus and Council Tax and secure the retention and refurbishment of existing structures within the Ramsbottom Conservation Area.

This report has tested appraisals of both a wholly open market scheme, and a scheme reflecting on site affordable housing requirements. It is apparent that viability is material consideration in the assessment of these proposals.

9. Disclaimer

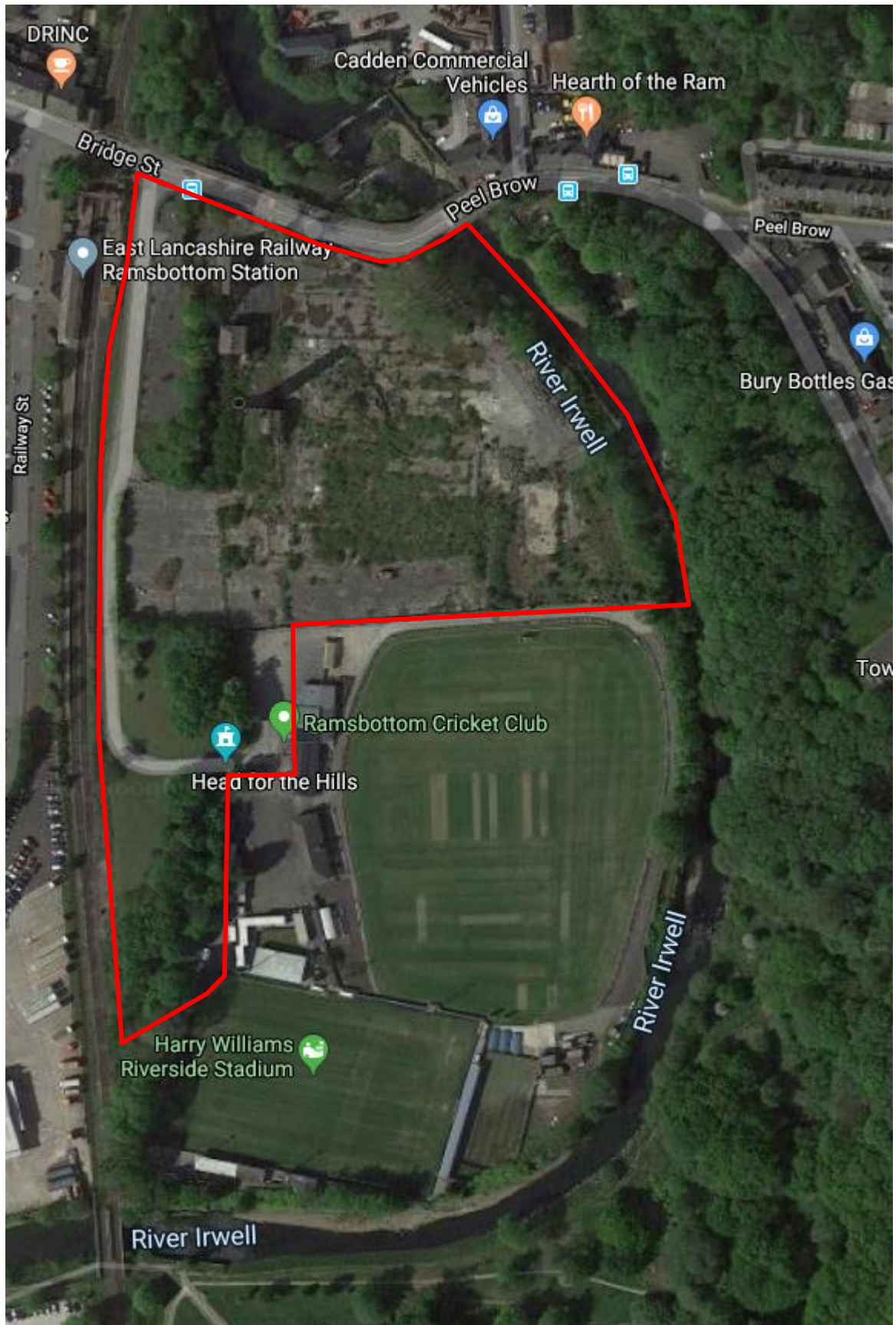
The contents of this report do not constitute a valuation, in accordance with the appropriate sections of the Valuation Standards (“VS”) and United Kingdom (“UKVS”) contained within the RICS Valuation – Professional Standards 2012 (the “Red Book”).

This report is addressed to Eccleston Homes and its contents should not be reproduced in part or in full without the prior written consent of Grasscroft Development Solutions.

This viability report is provided on a confidential basis to Eccleston Homes. The report and its appendices should not be disclosed to any third parties (other than consultants instructed by Eccleston Homes and the Council to review the report) under the Freedom of Information Act 2000 (sections 41 and 43(2)) or under the Environmental Information Regulations.

Appendix 1

Location Plan



Appendix 2

Scheme Layout

Appendix 3

Market Research- Holcombe Mill, Ramsbottom

Average Price & Volume of Sales

Source: Land Registry

2020

	Detached	Sales	Semi-det	Sales	Terraced	Sales	Flat/mais	Sales	Overall average	Total sales
BLO 9	£323,192	13	£255,313	11	£166,050	10	£120,000	6	£234,761	40
Total	£323,192	13	£255,313	11	£166,050	10	£120,000	6	£234,761	40

2019

	Detached	Sales	Semi-det	Sales	Terraced	Sales	Flat/mais	Sales	Overall average	Total sales
BLO 9	£342,870	49	£211,048	49	£173,535	98	£122,029	17	£217,009	213
Total	£342,870	49	£211,048	49	£173,535	98	£122,029	17	£217,009	213

2018

	Detached	Sales	Semi-det	Sales	Terraced	Sales	Flat/mais	Sales	Overall average	Total sales
BLO 9	£322,015	52	£206,848	57	£171,617	91	£115,119	8	£216,698	208
Total	£322,015	52	£206,848	57	£171,617	91	£115,119	8	£216,698	208

2017

	Detached	Sales	Semi-det	Sales	Terraced	Sales	Flat/mais	Sales	Overall average	Total sales
BLO 9	£279,492	64	£200,434	53	£157,677	89	£136,923	13	£202,391	219
Total	£279,492	64	£200,434	53	£157,677	89	£136,923	13	£202,391	219

2016

	Detached	Sales	Semi-det	Sales	Terraced	Sales	Flat/mais	Sales	Overall average	Total sales
BLO 9	£281,047	75	£191,895	51	£149,150	85	£186,961	52	£202,528	263
Total	£281,047	75	£191,895	51	£149,150	85	£186,961	52	£202,528	263

2015

	Detached	Sales	Semi-det	Sales	Terraced	Sales	Flat/mais	Sales	Overall average	Total sales
BLO 9	£294,836	64	£181,283	52	£150,757	69	£109,850	2	£208,118	187
Total	£294,836	64	£181,283	52	£150,757	69	£109,850	2	£208,118	187

New Build Availability

Net price assumes 5% deduction from asking price due to negotiation and incentives on all new build properties

Unknown Developer - The Rise Edgworth, Turton

House Name	Asking Price	Size (ft²)	Gross Asking Price (ft²)	Net Asking Price (ft²)	Bedrooms	Type	Storeys
A	£950,000	3193	£297.53	£290.09	4	Detached	3
Average Net Asking Value (ft²)				£290.09			

Unknown Developer - Ainsworth Road, Bury

House Name	Asking Price	Size (ft²)	Gross Asking Price (ft²)	Net Asking Price (ft²)	Bedrooms	Type	Storeys
Plot 1	£595,000	2169	£274.32	£267.46	4	Detached	2
Plot 2	£595,000	2169	£274.32	£260.60	4	Detached	2
Average Net Asking Value (ft²)				£264.03			

Silverlane Developments - Hawkshaw View, Bolton Road

House Name	Asking Price	Size (ft²)	Gross Asking Price (ft²)	Net Asking Price (ft²)	Bedrooms	Type	Storeys
Twobrook	£410,000	1493	£274.61	£267.75	4	Terraced	3
Marshall	£345,000	1255	£274.90	£268.03	3	Terraced	3
Average Net Asking Value (ft²)				£267.89			

DMC Construction - Chesham Fold Road, Bury

House Name	Asking Price	Size (ft²)	Gross Asking Price (ft²)	Net Asking Price (ft²)	Bedrooms	Type	Storeys
A	£140,000	753	£185.92	£181.27	2	Semi	2
A	£140,000	753	£185.92	£181.27	2	Semi	2
A	£140,000	753	£185.92	£181.27	2	Semi	2
A	£140,000	753	£185.92	£181.27	2	Semi	2
Average Net Asking Value (ft²)				£181.27			

The Brickworks, Lowes Road, Bury

House Name	Asking Price	Size (ft²)	Gross Asking Price (ft²)	Net Asking Price (ft²)	Bedrooms	Type	Storeys
Rosewood	£269,950	1140	£236.80	£230.88	4	Semi	2.5
Malberry	£239,950	938	£255.81	£249.41	3	Semi	2
Malberry	£239,950	938	£255.81	£249.41	3	Semi	2
Copperwood	£229,950	938	£245.15	£239.02	3	Semi	2
Average Net Asking Value (ft²)				£242.18			

Unknown Developer - Norfolk Avenue, Heywood

House Name	Asking Price	Size (ft²)	Gross Asking Price (ft²)	Net Asking Price (ft²)	Bedrooms	Type	Storeys
A	£215,000	1500	£143.33	£139.75	3	Detached	2
B	£205,000	1280	£160.16	£156.15	3	Semi	2
B	£205,000	1280	£160.16	£156.15	3	Semi	2
Average Net Asking Value (ft²)				£150.68			

Unknown Developer - Oakenhead, Rawtenstall

House Name	Asking Price	Size (ft²)	Gross Asking Price (ft²)	Net Asking Price (ft²)	Bedrooms	Type	Storeys
Type D	£350,000	1258	£278.22	£271.26	4	Detached	2
Average Net Asking Value (ft²)				£271.26			

New Build Sold

Unknown Developer - The Brickworks, Lowes Road, Bury

Plot No.	House Name	Sale Price	Size (ft²)	Gross Sale Price (ft²)	Net Sale Price (ft²)	Bedrooms	Type
19	Elder	£315,000	1291	£244.00	£237.90	4	Detached
9	Elder	£305,000	1291	£236.25	£230.34	4	Detached
5	Elder	£305,000	1291	£236.25	£230.34	4	Detached
18	Willow	£230,000	968	£237.60	£231.66	3	Detached
10	Lancewood	£230,000	968	£237.60	£231.66	3	Detached
17	Willow	£225,000	968	£232.44	£226.63	3	Detached
8	Malberry	£209,950	968	£216.89	£211.47	3	Terrace
6	Malberry	£205,000	938	£218.55	£213.09	3	Terrace
7	Foxtail	£185,000	938	£197.23	£192.30	3	Terrace
				Average Net Sale Price (ft²)	£222.82		

Eccleston Homes - Chatterton Place, Croft End Mill, Stubbins, BLO ONB

Plot No.	House Name	Sale Price	Size (ft²)	Gross Sale Price (ft²)	Net Sale Price (ft²)	Bedrooms	Type
7	Waddington	£504,995	1793	£281.65	£274.61	4	Detached
8	Waddington	£504,995	1793	£281.65	£274.61	4	Detached
3	Stonyhurst	£449,995	1598	£281.60	£274.56	4	Detached
4	Stonyhurst	£449,995	1598	£281.60	£274.56	4	Detached
9	Stonyhurst	£446,995	1598	£279.72	£272.73	4	Detached
10	Stonyhurst	£446,995	1598	£279.72	£272.73	4	Detached
2	Stonyhurst	£446,995	1598	£279.72	£272.73	4	Detached
11	Rimington	£412,995	1487	£277.74	£270.79	4	Detached
1	Rimington	£411,995	1487	£277.06	£270.14	4	Detached
				Average Net Sale Price (ft²)	£273.05		

Bellway - Tudor Grange, Bury

Plot No.	House Name	Sale Price	Size (ft²)	Gross Sale Price (ft²)	Net Sale Price (ft²)	Bedrooms	Type
179	Thomas	£409,995	1806	£227.02	£221.34	5	Detached
180	Thomas	£407,995	1806	£225.91	£220.26	5	Detached
136	Thomas	£399,995	1806	£221.48	£215.94	5	Detached
187	Thomas	£399,995	1806	£221.48	£215.94	5	Detached
181	Fleming	£383,355	1466	£261.50	£254.96	4	Detached
188	Fleming	£369,995	1466	£252.38	£246.07	4	Detached
182	Fleming	£369,995	1466	£252.38	£246.07	4	Detached
148	Edgeworth Alt	£354,825	1327	£267.39	£260.70	4	Detached
178	Edgeworth	£349,995	1311	£266.97	£260.29	4	Detached
142	Larch	£349,995	1293	£270.68	£263.92	4	Detached
184	Edgeworth	£349,995	1311	£266.97	£260.29	4	Detached
143	Larch	£349,995	1293	£270.68	£263.92	4	Detached
183	Edgeworth	£349,995	1311	£266.97	£260.29	4	Detached
185	Larch	£344,995	1293	£266.82	£260.15	4	Detached
145	Oakwood	£329,475	1151	£286.25	£279.09	4	Detached
144	Oakwood	£324,995	1151	£282.36	£275.30	4	Detached
138	Oakwood	£324,405	1151	£281.85	£274.80	4	Detached
141	Oakwood	£323,995	1151	£281.49	£274.45	4	Detached
189	Oakwood	£314,995	1151	£273.67	£266.83	4	Detached
139	Weston	£267,995	1025	£261.46	£254.92	3	Detached
153	Rufford	£209,995	809	£259.57	£253.08	3	Semi-detached
134	Rufford	£203,995	809	£252.16	£245.85	3	Semi-detached
				Average Net Sale Price (ft²)	£253.39		

Lancet Homes - Geoffrey Street, Bury (Some Shared Ownership)

Plot No.	House Name	Sale Price	Size (ft²)	Gross Sale Price (ft²)	Net Sale Price (ft²)	Bedrooms	Type
21	B+	£140,000	702	£199.43	£194.44	2	Terraced
17	B+	£135,000	702	£192.31	£187.50	2	Terraced
7	B+	£135,000	702	£192.31	£187.50	2	Terraced
15	B+	£135,000	702	£192.31	£187.50	2	Terraced
25	B+	£135,000	702	£192.31	£187.50	2	Terraced
27	B+	£135,000	702	£192.31	£187.50	2	Terraced
37	B+	£112,000	702	£159.54	£155.56	2	Terraced
11	B+	£108,000	702	£153.85	£150.00	2	Terraced
9	B+	£108,000	702	£153.85	£150.00	2	Terraced
33	B+	£108,000	702	£153.85	£150.00	2	Terraced
29	B+	£108,000	702	£153.85	£150.00	2	Terraced
				Average Net Sale Price (ft²)	£171.59		

Second Hand Sales

Search criteria: within 1 miles of postcode BLO 9AB. Sales Completed within past 12 months.

Source: Calnea Analytics

Address	Last sale price	Last sale date	Property type	Bedrooms
Kibboth Crew Kibboth Crew BLO 9D	£935 000	16 Dec 2019	Detached	6
9 Knowl Close BLO 9YY	£435 000	20 Dec 2019	Detached	6
2 Cobden Mews Square Street BLO 9	£320 000	11 Sep 2019	Terrace	4
Rockcliffe Green Acre Close BLO 0HI	£430 000	22 Nov 2019	Detached	5
25 Lansdowne Close BLO 9WE	£324 950	20 Sep 2019	Detached	4
33 Callender Street BLO 9DX	£275 000	08 Jan 2020	Detached	4
56 Stanford Hall Crescent BLO 9FD	£283 000	14 Feb 2020	Detached	3
388 Whalley Road BLO 0EG	£235 000	01 Nov 2019	Terrace	3
6 Cheshire Court BLO 0BL	£260 000	15 Oct 2019	Detached	3
57 Ramsbottom Lane BLO 9BY	£226 000	13 Aug 2019	Terrace	4
2 Sims Close BLO 9NT	£245 000	16 Aug 2019	Terrace	4
86 Bolton Road West BLO 9ND	£215 000	13 Dec 2019	Terrace	3
44 Cheshire Court BLO 0BL	£262 000	17 Jan 2020	Detached	3
21 Major Street BLO 9JH	£185 000	04 Oct 2019	Terrace	3
103 St. Andrews Close BLO 9LB	£233 500	15 Nov 2019	Terrace	3
62 Thelma Street BLO 9JL	£175 000	18 Dec 2019	Terrace	4
1 Victoria Street BLO 9ED	£125 000	17 Dec 2019	Terrace	2
11 Edith Street BLO 0EE	£175 000	05 Dec 2019	Terrace	3
43 Callender Street BLO 9DX	£260 000	22 Nov 2019	Terrace	3
66 Tanners Street BLO 9ES	£194 500	07 Nov 2019	Terrace	2
29 Stanford Hall Crescent BLO 9FD	£215 000	07 Feb 2020	Semi-detached	3
27 Eliza Street BLO 0AT	£180 000	17 Jan 2020	Terrace	2
250 Whalley Road BLO 0EF	£176 000	14 Feb 2020	Detached	2
33 Peel Brow BLO 0AL	£195 000	13 Dec 2019	Terrace	2
159 Bolton Road West BLO 9PJ	£229 000	20 Sep 2019	Detached	3
12 Fir Street BLO 0BJ	£146 000	24 Oct 2019	Terrace	3
73 Fir Street BLO 0BG	£145 000	30 Aug 2019	Semi-detached	3
19 Springwood Street BLO 9DT	£157 000	06 Sep 2019	Terrace	2
190 Whalley Road BLO 0DN	£179 950	20 Dec 2019	Terrace	2
6 Albert Street BLO 9EL	£195 001	05 Mar 2020	Terrace	2
59 Queen Street BLO 9JJ	£162 500	01 Nov 2019	Terrace	2
90 Carr Street BLO 9EG	£174 000	19 Aug 2019	Terrace	2
67 Victoria Street BLO 9ED	£160 500	11 Dec 2019	Terrace	2
30 Rostron Road BLO 9EE	£160 000	01 Nov 2019	Terrace	2
10 Annie Street BLO 9PP	£155 000	27 Aug 2019	Terrace	2
135 Stubbins Lane BLO 0PR	£157 000	27 Sep 2019	Terrace	2
2 Fir Street BLO 0BJ	£248 000	21 Feb 2020	Terrace	3
108 Peel Brow BLO 0AU	£145 000	30 Aug 2019	Terrace	4
5 Coulthurst Street BLO 9ET	£180 000	16 Aug 2019	Terrace	2
90 Fir Street BLO 0BG	£138 000	14 Oct 2019	Semi-detached	3
11 Stanley Street BLO 9JG	£140 000	26 Feb 2020	Terrace	3
256 Bolton Road North BLO 0NG	£150 000	06 Nov 2019	Terrace	3
114 Albert Street BLO 9EA	£188 000	25 Sep 2019	Terrace	3
47 Queen Street BLO 9JJ	£160 000	29 Nov 2019	Terrace	2
84 Peel Brow BLO 0AU	£150 000	31 Jan 2020	Terrace	2
4 Earl Road BLO 9EF	£131 500	28 Aug 2019	Terrace	2
22 Spring Street BLO 9JQ	£138 500	13 Dec 2019	Semi-detached	2
7 Spring Close BLO 9SQ	£160 000	10 Sep 2019	Semi-detached	2
1 Harrison Street BLO 0AH	£90 900	29 Nov 2019	Terrace	2
99 Chatterton Road BLO 0PQ	£175 000	13 Feb 2020	Terrace	2
6 Richard Street BLO 0DZ	£130 000	16 Sep 2019	Terrace	2
44 Rostron Road BLO 9EE	£158 000	22 Nov 2019	Terrace	2
Apartment 4 Garden Court 53 Garde	£65 000	11 Oct 2019	Flat	0
54 Silvermere Close BLO 9WH	£190 000	29 Nov 2019	Terrace	3
7 St. Pauls Street BLO 9BW	£158 000	17 Oct 2019	Terrace	3
35 Peel Brow BLO 0AL	£135 000	04 Oct 2019	Terrace	1
8 Mary Street BLO 9PB	£143 000	07 Feb 2020	Semi-detached	2
18 Rostron Road BLO 9EE	£129 000	15 Jan 2020	Terrace	2
6 Damar Court Square Street BLO 9Z	£110 000	06 Dec 2019	Flat	2

Second Hand Available

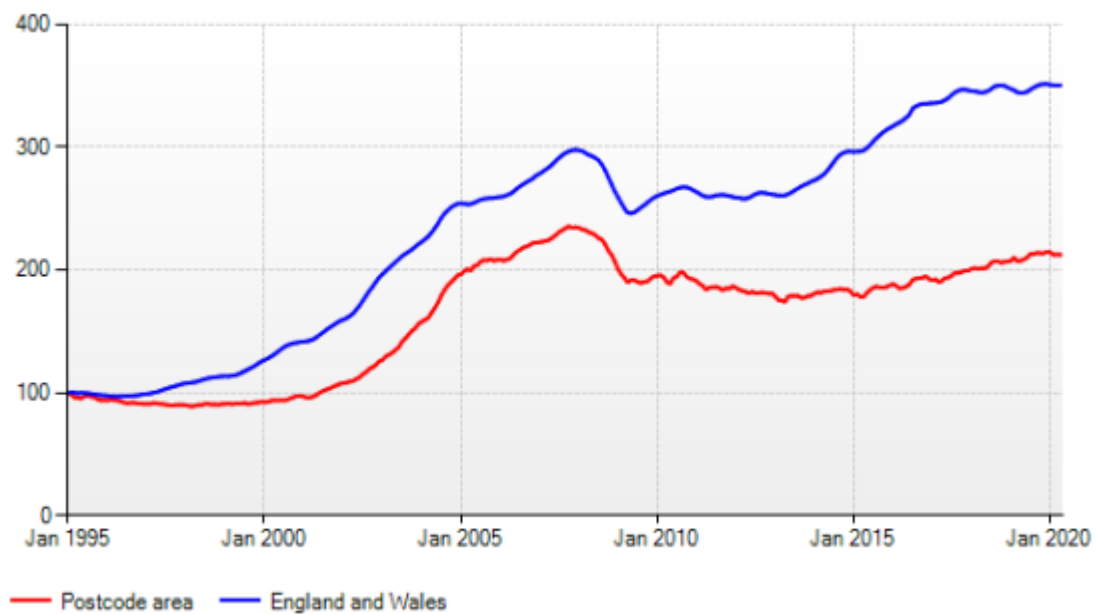
Search criteria: Modern houses for sale within 1 mile of postcode BLO 9AB

Source: www.rightmove.co.uk

Address	Type	Bedrooms	Price
Heatherside Road, Ramsbottom	Detached	5	£650,000
Bury New Road, Ramsbottom	Detached	3	£650,000
The Old College, Ramsbottom	Detached	5	£599,950
Dundee Lane, Ramsbottom	Detached	4	£560,000
Dundee Lane, Ramsbottom	Semi	4	£320,000
Nuttall Hall Road, Ramsbottom	Semi	3	£250,000
Grant Mews, Ramsbottom	Terraced	3	£230,000
Linden Avenue, Bury	Semi	3	£220,000
St Pauls Court, Ramsbottom	Terraced	3	£215,000
Spring Close, Ramsbottom	Semi	2	£195,000
Church Close, Ramsbottom	Terraced	3	£195,000
Church Close, Ramsbottom	Terraced	3	£185,000
Bolton Street, Ramsbottom	Terraced	2	£150,000
St Pauls Street, Ramsbottom	Terraced	2	£149,995

House Price Index Graph – BB3 Postcode

Source: Calnea Analytics



Price Trends – BLO 9AB

Market Characteristics	BLO	BL	National
Market Size Indicator: no. of transactions	8,703	153,002	24,461,447
Market Size Indicator: total no. of properties	8,349	178,439	30,771,375
Market liquidity Indicator: transactions / properties	104.24%	85.74%	79.49%
Market Growth Indicator: new homes built	511	12,991	2,571,303
Market Growth Indicator: new builds / transactions	5.87%	8.49%	10.51%

Growth Rate	BL	National
5 year house price growth	17.14%	2.08%
5 year house price CAGR	2.67%	2.54%
Last 12 months house price growth	1.88%	2.08%

Average House Prices

Source: Calnea Analytics

Postcode Area – BL0 9AB

Number of Beds	BL0	BL	National
1 Bedroom properties	£120,400	£88,200	£218,100
2 Bedroom properties	£161,500	£118,300	£235,600
3 Bedroom properties	£224,600	£167,600	£271,000
4 Bedroom properties	£331,200	£287,700	£453,100
5+ Bedroom properties	£421,400	£404,300	£731,600

Appendix 4

Financial Appraisal Assuming Full Open Market Scheme
With Zero Affordable Housing Zero Financial Contributions

REVENUE

File: All Open Market

Open Market Gdv	20,302,000
REVENUE	20,302,000

COSTS

Site Value		2,060,000	
Site Stamp Duty		92,500	
Site Legal Fees		15,000	
Site Agency Fees	at 1.00%	20,600	
		Site Costs	2,188,100
New Build Housing Costs	61,023.00 sq-ft at 120.00 psf	7,322,760	
Detached Garages		120,000	
New Build Apartment Costs	10,626.00 sq-ft at 125.00 psf	1,328,250	
Refurbishment Costs	4,426.00 sq-ft at 90.00 psf	398,340	
Remediation		706,710	
Chimney Works		10,000	
Piled Foundations		838,661	
Gas Membrane		46,625	
Regrade / Cut & Fill		76,757	
Import Material		175,045	
Acoustic Fencing		20,800	
Substation		85,000	
Box Culvert		73,000	
Contingency	at 4.00%	448,078	
Professional Fees	at 7.50%	840,146	
		Build Costs	12,490,172
Direct Sale Agents Fee	at 3.50%	710,570	
Direct Sale Legal Fees	at 0.30%	60,906	
		Disposal Fees	771,476

INTEREST	(See CASHFLOW)		792,270
6.50% pa	on Debt charged Monthly and compounded Monthly		
Site Costs	Month 1 (Jan 20)		
New Build Housing Costs (bld.)	Month 3 to 40 (Mar 20 - Apr 23)		
Detached Garages (bld.)	Month 3 to 40 (Mar 20 - Apr 23)		
New Build Apartment Costs (bld.)	Month 3 to 40 (Mar 20 - Apr 23)		
Refurbishment Costs (bld.)	Month 3 to 40 (Mar 20 - Apr 23)		
Remediation	Month 1 to 3 (Jan 20 - Mar 20)		
Chimney Works	Month 1 (Jan 20)		
Piled Foundations	Month 3 to 28 (Mar 20 - Apr 22)		
Gas Membrane	Month 3 to 28 (Mar 20 - Apr 22)		
Regrade / Cut & Fill	Month 1 to 3 (Jan 20 - Mar 20)		
Import Material	Month 1 to 6 (Jan 20 - Jun 20)		
Acoustic Fencing	Month 3 to 28 (Mar 20 - Apr 22)		
Substation	Month 1 to 2 (Jan 20 - Feb 20)		
Box Culvert	Month 2 to 5 (Feb 20 - May 20)		
Contingency	Month 1 to 40 (Jan 20 - Apr 23)		
Professional Fees	Month 1 to 35 (Jan 20 - Nov 22)		
Direct Sale Agents Fee	Month 1 to 37 (Jan 20 - Jan 23)		
Direct Sale Legal Fees	Month 12 to 44 (Dec 20 - Aug 23)		
Direct Sales	Month 12 to 44 (Dec 20 - Aug 23)		
PROFIT	4,059,982	COSTS	16,242,018
PROFIT/SALE	20.00%	PROFIT/COST	25.00%

Appendix 5

Assuming Full Open Market Scheme Including S106 Financial Contributions
Zero Affordable Housing

REVENUE

File: Open Market Inc S106

Open Market Gdv		20,302,000
	REVENUE	20,302,000

COSTS

Site Value		1,776,000	
Site Stamp Duty		78,300	
Site Legal Fees		15,000	
Site Agency Fees	at 1.00%	17,760	
		Site Costs	1,887,060
Recreation Provision Contribution		207,795	
Highways Mitigation		100,000	
		Initial Payments	307,795
New Build Housing Costs	61,023.00 sq-ft at 120.00 psf	7,322,760	
Detached Garages		120,000	
New Build Apartment Costs	10,626.00 sq-ft at 125.00 psf	1,328,250	
Refurbishment Costs	4,426.00 sq-ft at 90.00 psf	398,340	
Remediation		706,710	
Chimney Works		10,000	
Piled Foundations		838,661	
Gas Membrane		46,625	
Regrade / Cut & Fill		76,757	
Import Material		175,045	
Acoustic Fencing		20,800	
Substation		85,000	
Box Culvert		73,000	
Contingency	at 4.00%	448,078	
Professional Fees	at 7.50%	840,146	
		Build Costs	12,490,172

Direct Sale Agents Fee	at 3.50%	710,570	
Direct Sale Legal Fees	at 0.30%	60,906	
		Disposal Fees	771,476
INTEREST	(See CASHFLOW)		785,688
6.50% pa	on Debt charged Monthly and compounded Monthly		
Site Costs	Month 1 (Jan 20)		
Recreation Provision Contribution	Month 6 (Jun 20)		
Highways Mitigation	Month 3 (Mar 20)		
New Build Housing Costs (bld.)	Month 3 to 40 (Mar 20 - Apr 23)		
Detached Garages (bld.)	Month 3 to 40 (Mar 20 - Apr 23)		
New Build Apartment Costs (bld.)	Month 3 to 40 (Mar 20 - Apr 23)		
Refurbishment Costs (bld.)	Month 3 to 40 (Mar 20 - Apr 23)		
Remediation	Month 1 to 3 (Jan 20 - Mar 20)		
Chimney Works	Month 1 (Jan 20)		
Piled Foundations	Month 3 to 28 (Mar 20 - Apr 22)		
Gas Membrane	Month 3 to 28 (Mar 20 - Apr 22)		
Regrade / Cut & Fill	Month 1 to 3 (Jan 20 - Mar 20)		
Import Material	Month 1 to 6 (Jan 20 - Jun 20)		
Acoustic Fencing	Month 3 to 28 (Mar 20 - Apr 22)		
Substation	Month 1 to 2 (Jan 20 - Feb 20)		
Box Culvert	Month 2 to 5 (Feb 20 - May 20)		
Contingency	Month 1 to 40 (Jan 20 - Apr 23)		
Professional Fees	Month 1 to 35 (Jan 20 - Nov 22)		
Direct Sale Agents Fee	Month 1 to 37 (Jan 20 - Jan 23)		
Direct Sale Legal Fees	Month 12 to 44 (Dec 20 - Aug 23)		
Direct Sales	Month 12 to 44 (Dec 20 - Aug 23)		
PROFIT	4,059,809	COSTS	16,242,191
PROFIT/SALE	20.00%	PROFIT/COST	25.00%

Appendix 6

Assuming Full Open Market Scheme Including S106 Financial Contributions
Full 25% Affordable Housing

REVENUE

File: Inc Aff Inc S106

Open Market Gdv		19,266,650
	REVENUE	19,266,650

COSTS

Site Value		1,121,000	
Site Stamp Duty		45,550	
Site Legal Fees		15,000	
Site Agency Fees	at 1.00%	11,210	
		Site Costs	1,192,760
Recreation Provision Contribution		207,795	
Highways Mitigation		100,000	
		Initial Payments	307,795
New Build Housing Costs	61,023.00 sq-ft at 120.00 psf	7,322,760	
Detached Garages		120,000	
New Build Apartment Costs	10,626.00 sq-ft at 125.00 psf	1,328,250	
Refurbishment Costs	4,426.00 sq-ft at 90.00 psf	398,340	
Remediation		706,710	
Chimney Works		10,000	
Piled Foundations		838,661	
Gas Membrane		46,625	
Regrade / Cut & Fill		76,757	
Import Material		175,045	
Acoustic Fencing		20,800	
Substation		85,000	
Box Culvert		73,000	
Contingency	at 4.00%	448,078	
Professional Fees	at 7.50%	840,146	
		Build Costs	12,490,172

Direct Sale Agents Fee	at 3.50%	674,333	
Direct Sale Legal Fees	at 0.30%	57,800	
		Disposal Fees	732,133
INTEREST	(See CASHFLOW)		690,633
6.50% pa	on Debt charged Monthly and compounded Monthly		
Site Costs	Month 1 (Jan 20)		
Recreation Provision Contribution	Month 6 (Jun 20)		
Highways Mitigation	Month 3 (Mar 20)		
New Build Housing Costs (bld.)	Month 3 to 40 (Mar 20 - Apr 23)		
Detached Garages (bld.)	Month 3 to 40 (Mar 20 - Apr 23)		
New Build Apartment Costs (bld.)	Month 3 to 40 (Mar 20 - Apr 23)		
Refurbishment Costs (bld.)	Month 3 to 40 (Mar 20 - Apr 23)		
Remediation	Month 1 to 3 (Jan 20 - Mar 20)		
Chimney Works	Month 1 (Jan 20)		
Piled Foundations	Month 3 to 28 (Mar 20 - Apr 22)		
Gas Membrane	Month 3 to 28 (Mar 20 - Apr 22)		
Regrade / Cut & Fill	Month 1 to 3 (Jan 20 - Mar 20)		
Import Material	Month 1 to 6 (Jan 20 - Jun 20)		
Acoustic Fencing	Month 3 to 28 (Mar 20 - Apr 22)		
Substation	Month 1 to 2 (Jan 20 - Feb 20)		
Box Culvert	Month 2 to 5 (Feb 20 - May 20)		
Contingency	Month 1 to 40 (Jan 20 - Apr 23)		
Professional Fees	Month 1 to 35 (Jan 20 - Nov 22)		
Direct Sale Agents Fee	Month 1 to 37 (Jan 20 - Jan 23)		
Direct Sale Legal Fees	Month 12 to 44 (Dec 20 - Aug 23)		
Direct Sales	Month 12 to 44 (Dec 20 - Aug 23)		
PROFIT	3,853,157	COSTS	15,413,493
PROFIT/SALE	20.00%	PROFIT/COST	25.00%