

**LOCAL PLAN AND SITE ALLOCATIONS  
VIABILITY STUDY**

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**PREPARED ON BEHALF OF  
WYRE BOROUGH COUNCIL**

**by**



**OCTOBER | 2017**

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## 1.0 INTRODUCTION

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- 1.01 Wyre Borough Council ('the Council') published the draft Wyre Local Plan in September 2017 for a six week consultation. The new Local Plan will provide the framework for the future development of the Borough, containing a policies map and policies that will guide development until 2031. The new Local Plan also includes a strategy for growth, detailed policies to manage development and land allocations for housing, employment and mixed use developments.
- 1.02 Keppie Massie, in conjunction with the White Young Green Group ('WYG'), have been instructed by the Council to consider the cumulative impact of the policies and proposals contained within the new Local Plan on viability and deliverability. This Report provides the final assessment of the overall viability of the Local Plan.
- 1.03 Overall, the aim of the study is to satisfy the tests of viability and deliverability laid down in the National Planning Policy Framework (NPPF) and the National Planning Practice Guidance (NPPG).

### **Format of Report**

- 1.04 The Report is structured based on the following sections:

#### **Section 2 – Planning Policy Context**

- 1.05 Here we have provided an overview of the Strategic Policies, Core Development Management Policies, and Site Allocation Policies with an outline of the key strategic themes and plan policies which impact on viability and delivery.

#### **Section 3 – Methodology**

- 1.06 In this section we outline the methodology that has been adopted for the study and the viability assessments, together with details of the development scenarios tested.

#### **Section 4 – Overview of Wyre**

- 1.07 This section provides general information about the social and economic characteristics of Wyre, together with an overview of the residential and commercial property markets.

**Section 5 – Financial Appraisal Assumptions**

- 1.08 This section outlines the key assumptions that we have made in preparing our financial assessments including details of how we have addressed specific Local Plan Policies.

**Section 6 – Viability Results and Policy Impacts**

- 1.09 This section provides an overview of the results from the viability testing together with a commentary on the results and also the impact of the Local Plan policies on viability. We also consider the viability of the proposed allocations.

**Section 7 – Plan Viability and Deliverability**

- 1.10 At Section 7 we provide our conclusions about the key policies that have implications for economic viability and comment on the viability and deliverability of Wyre’s Local Plan.

## 2.0 PLANNING POLICY CONTEXT

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### **Background**

- 2.01 The Council has published the 'Publication' draft Local Plan that sets out how new development will be managed in the period to 2031. The new Local Plan when adopted will replace the saved Wyre Local Plan (1999) and the 2009 Fleetwood-Thornton Area Action Plan.
- 2.02 This section identifies the key policies contained within the Publication Draft Version of the Local Plan (September 2017) that could potentially impact on development within the Borough. These impacts may be in terms of location, physical form or the level of planning contributions.

### **Publication Draft Wyre Local Plan to 2031 –September 2017 ('The Local Plan')**

### **Overview**

- 2.03 The Local Plan includes Strategic Policies, Core Development Management Policies and Site Allocation Policies which will inform decisions on development within the Borough. Strategic Policies set the overall framework for the Borough. The Core Development Management Policies deal with detailed matters that need to be addressed by development proposals and as such will apply to all planning applications including planning applications on allocated sites where relevant. The Allocation Policies allocate land for specific uses. We have provided a short summary of those most relevant to the study in the paragraphs below.

### **Strategic Policies**

#### **SP1 Development Strategy**

- 2.04 This policy states that the overall planning strategy for the Borough will be one of growth within environmental limits. The overarching aim will be to meet the housing needs of all sections of the community, raise economic performance, average wage levels and GVA generation, while minimising or eliminating net environmental impact. This will be achieved through new development and other activity by the Council and partners on the following factors that affect these outcomes:-
- a) Land supply for business development;

- b) Quantity, quality and mix of housing;
- c) Environmental protection and enhancement;
- d) Provision of key infrastructure and services;
- e) Quality of place

2.05 This policy identifies the settlement hierarchy. New development will be located in accordance with the spatial strategy and will be concentrated within the towns and villages identified in the settlement hierarchy. Within the period 2011 to 2031, the Local Plan will deliver 8,224 dwellings and 43 hectares of employment land. Delivery will be in accordance with the settlement hierarchy. The proposed distribution of new development is set out in Table 2.1.

Hierarchy	Settlements	% of housing growth		Employment growth	
		Number	%	Ha	%
Urban Town	Fleetwood, Poulton-le-Fylde, Cleveleys, Thornton, Normoss	4,139	48	20.88	48
Key Service Centre	Garstang	840	10	4.68	11
Rural Service Centre	Knott End/Preesall, Great Eccleston, Hambleton, Catterall	1,664	19	11.09	25
Main Rural Settlements	Bilsborrow, Pilling, Barton, St Michaels, Bowgreave, Inskip, Stalmine, Forton, Preesall Hill, Scorton	1,684	19.5	1.7	4
Small Rural Settlements	Cabus, Churchtown, Kirkland, Hollins Lane, Calder Vale, Dolphinholme (Lower)	130	1.5	0	0
Other Undefined Rural Settlements		156	2	5.4	12
<b>Total</b>		<b>8,615</b>	<b>100</b>	<b>43.75</b>	<b>100</b>

Table 2.1: Location of New Development

### SP2 Sustainable Development

2.06 This policy states that all development in Wyre should be sustainable and contribute to the continuation or creation of sustainable communities in terms of its location and accessibility.

**SP6 Viability**

- 2.07 This policy states the Council's overarching objective is to ensure that development is viable. Where a developer seeks to negotiate a reduction in standards or infrastructure requirements that would normally apply to a development, or seeks a form of development that would not normally be acceptable, on grounds of financial viability, the Council will require the developer to supply evidence as to the financial viability of the development. This will normally take the form of an open book financial appraisal of the proposed development, demonstrating the full range of costs to be incurred by the development including the initial purchase of the land, the financial return expected to be realised, and the profit expected to be released. The level of detail required in such an appraisal will always be proportionate to the scale and complexity of the development proposed. Where an independent assessment of the appraisal is required, the developer will be expected to cover the cost to the Council

**SP7 Infrastructure Provision and Developer Contributions**

- 2.08 Where new or improved infrastructure is required to meet needs arising directly from a development or to mitigate any adverse impacts of a development on existing infrastructure, then the development will make a financial contribution through the Community Infrastructure Levy (CIL) or a planning obligation made under Section 106 or any other future 'developer contributions' regime towards the provision of infrastructure. This policy states that development should have regard to the latest Infrastructure Delivery Plan (IDP). The areas potentially subject to contributions include but are not limited to:-

- a) Affordable housing;
- b) Highway and transport infrastructure including sustainable transport measures;
- c) Flood prevention and surface water drainage including future maintenance;
- d) Green infrastructure, including future maintenance;
- e) Education;
- f) Health care provision

- 2.09 Where a financial contribution is required the level of the financial contribution will take into account the total contribution liability incurred by the development arising from all policy and site specific requirements. The overall level of contribution required will allow developments to remain viable, wherever this is compatible with securing essential works that are fundamental to the acceptability of the proposal.

**Core Development Management Policies**

**CDMP2 Flood Risk and Surface Water Management**

2.10 This policy states that development is required to have regard to the most up-to-date Wyre Strategic Flood Risk Assessment Level II including the SFRA Level 2 Flood Risk Sequential Test Paper and comply with the most up to date version of any relevant plans including:-

- a) Surface Water Management Plan;
- b) Local Drainage Strategies;
- c) Land Drainage Strategy;
- d) Catchment Flood Management Plans;
- e) Shoreline Management Plan;
- f) Coastal Defence Strategy;
- g) Emergency Flood Plans

2.11 Development will be required to demonstrate that:-

- a) It will not be at an unacceptable risk of flooding; and
- b) It would not lead to an increased risk of flooding elsewhere; and
- c) It would not adversely affect the integrity of tidal and fluvial defences or access for essential maintenance and emergency purposes.

2.12 Major category development will be expected to include proposals for, and implement sustainable urban drainage systems (SuDS) utilising lower lying land within the site, existing natural water features, other above ground measures for the management of surface water at source.

2.13 All development will need to achieve greenfield runoff rate and will need to comply with the options below in accordance with the hierarchy order set below, for the management of surface water:-

- 1) Rainwater harvesting for later use;
- 2) Continue and/or mimic the site's current natural discharge process;
- 3) Discharge into infiltration systems located in porous sub soils;
- 4) Reduce flows to a minimum by green engineering solutions such as ponds; swales or other open water features for gradual release to a watercourse and/or porous sub soils;
- 5) Attenuate by storing in tanks or sealed systems for gradual release to a watercourse;



- 6) Direct discharge to a watercourse;
- 7) Direct discharge to a surface water sewer;
- 8) Direct discharge to highway drainage systems subject to an agreement with the Local Highway Authority; and
- 9) Only as a last resort after all other options have been discounted, including evidence of an assessment, controlled discharge into the combined sewerage network where United Utilities have indicated acceptance. Development will be required to minimise the rate of discharge to the public sewerage system as much as possible. On previously developed land, a reduction of at least 30% will be sought, rising to a minimum of 50% in Critical Drainage Areas. Developments will be expected to drain on a separate sewerage system, with only foul drainage connected into the foul sewerage network

### **CDMP3 Design**

- 2.14 This policy states that all development will be required to be of a high standard of design and appropriate to the end use. Innovative design appropriate to the local context will be supported and will be expected to demonstrate an understanding of the wider context and make a positive contribution to the local area.

### ***Housing Policies***

#### **HP1 Housing Land Supply**

- 2.15 This policy states that between 2011 and 2031, provision will be made for 8,224 net additional dwellings which equates to an annual provision of 411 dwellings.

#### **HP2 Housing Mix**

- 2.16 This policy states that new housing development will be required to widen the choice of housing types available in Wyre. Proposed developments should make provision of appropriate mix in terms of size, type, tenure of housing, to meet identified housing need and local market demand that accords with the most up-to-date Strategic Housing Market Assessment.
- 2.17 In order to help meet the needs of an ageing population and people with restricted mobility, at least 20% of dwellings within developments of 20 dwellings and above should be of a design suitable or adaptable for older people and people with restricted mobility. Where housing for older people and people with restricted mobility is provided as part of a larger scheme, this should, where appropriate, be located within the scheme in the most accessible location for services and facilities.

**HP3 Affordable Housing**

- 2.18 This policy states that affordable housing will be achieved through on-site provision, or where it has been demonstrated that on-site provision is not appropriate, a financial contribution of broadly equivalent value will be required to be paid to the Council to support the delivery of affordable housing elsewhere in the Borough.
- 2.19 All new residential development of 10 dwellings or more will be required to contribute towards meeting the identified need for affordable housing in accordance with Table 2.2.

Settlement	% Affordable Housing	
	Brownfield	Greenfield
Fleetwood	0	0
Thornton Cleveleys, Knott End, Preesall, Preesall Hill, Stalmine, Piling	10	30
Poulton, Hambleton	30	30
Garstang, Forton, Hollins Lane, Scorton, Cabus, Bowgreave, Catterall, Bilsborrow, Barton, Inskip, Churchtown/Kirkland, St Michaels, Great Eccleston, Calder Vale, Dolphinholme (Lower).	30	30

Table 2.2: Level of Affordable Housing By Settlement

- 2.20 The requirement may be varied based on a case by case basis and on submission of viability evidence by the applicant in accordance with policy SP6 – Viability.
- 2.21 The size, type, mix and tenure of affordable dwellings provided shall be negotiated on a case by case in accordance with the latest evidence of need.
- 2.22 The design of affordable housing should be 'tenure blind' in relation to the design of other properties in close proximity within the site.

**HP9 Green Infrastructure in New Residential Developments**

- 2.23 This policy states that all new residential development resulting in a net gain of dwellings will be required to make appropriate provision of sufficient high quality green infrastructure for its residents on site.
- 2.24 For developments of 10 or more units the quantum of green infrastructure must be provided in accordance with standards set out in Table 2.3.

Typology Provision	Quantity Standard per 1000 population (ha)	Accessibility Standard (metres)	
		Urban	Rural
Parks, Gardens	0.4	720	1200
Amenity greenspace	0.4	720	720
Natural and semi natural greenspace	1.5	2000	2000
Children and young people play area	0.18	480	720
Allotments	0.25	960	960
Playing pitches	Provision in line with the match equivalent session demand as set out in the latest Playing Pitch Strategy and action plan		

Table 2.3: Quantum of green infrastructure to be provided in new developments

- 2.25 The Council will determine the most appropriate type and means of open space provision, having regard to the most up to date assessment of open space and Playing Pitch Assessment requirements or provision across Wyre and having regard to the location and character of the development proposed.

### ***Economy***

#### **EP1 Employment Land Supply**

- 2.26 This policy states during the period 2011 – 2031 provision will be made for a minimum of 43 ha of employment land for B class uses. Land totalling 34.47 hectares will be allocated for B-class uses separated into the three distinct sub-markets, as set out in Table 2.4 below.

Sub-market Area	Hectares
Wyre Peninsula	20.50
A6 Corridor	1.05
Rural Areas	3.92
<b>Total</b>	<b>34.47</b>

Table 2.4: Employment Land Submarkets

### **EP7 Local Convenience Stores**

- 2.27 This policy states that within defined settlement boundaries planning permission will be granted for convenience retail developments, which are not within existing defined centres or specifically allowed for by other policies, where all the following criteria are met:-
- a) The proposal caters for local needs only and individual units do not exceed a maximum of 400 sq.m gross internal floor space;
  - b) There are no available existing units in class A use within reasonable walking distance typically 500 metres of the proposal which would be capable of accommodating the development and serving an area currently not being served;
  - c) Either the development is within or immediately adjacent to an existing group of local shops, or there are no other shopping facilities providing for local need within a reasonable walking distance (typically 500 metres) of the proposal

### **Site Allocation Policies**

- 2.28 Policies SA1, SA2 and SA3 identify sites that are allocated for housing, employment and mixed-use development in order to meet the Local Plan's housing and employment requirements (Policies HP1 and EP1). These policies together with Policy SA4 are key to meeting housing needs, supporting businesses, attracting investment and securing sustainable development.
- 2.29 In total there are 27 proposed residential allocations noted in SA1 ranging in size from 25 up to 516 dwellings. In total these sites have capacity to provide 3,457 dwellings with 3,337 dwellings expected to be delivered over the plan period to 2031.
- 2.30 Policy SA2 contains 4 sites identified for employment use which will provide 6.34 hectares. These sites range in size from 0.34 hectares up to 3.42 hectares.
- 2.31 Policy SA3 deals with sites for mixed use development. A total of 5 sites are identified with capacity for a total of 1,690 houses and 15.13 hectares of employment uses.
- 2.32 Policies SA4 and SA5 are specific policies dealing with Hillhouse Technology Enterprise Zone at Thornton and the Port of Fleetwood respectively.

## 3.0 METHODOLOGY

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### **Economic Viability Framework**

- 3.01 The National Planning Policy Framework 2012 (the NPPF) introduces a focus on viability in considering appropriate Development Plan Policies. In particular Paragraph 173 states that:-

*'Pursuing sustainable development requires careful attention to viability and costs in plan-making and decision-taking. Plans should be deliverable. Therefore, the sites and scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.'*

- 3.02 In addition to the above, the NPPF (paragraph 174) states that:-

*'Local Planning Authorities should set out their Policy on local standards in the Local Plan, including requirements for affordable housing. They should assess the likely cumulative impacts on development in their area of all existing and proposed local standards, supplementary planning documents and policies that support the development plan, when added to nationally required standards. In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle. Evidence supporting the assessment should be proportionate, using only appropriate available evidence.'*

- 3.03 This report provides an analysis of the deliverability and economic viability (satisfying the requirements of the NPPF) of the future development sites in Wyre, taking into account the policy standards contained within the plan.

- 3.04 The Local Housing Delivery Group has published advice for planning practitioners titled 'Viability Testing Local Plans'. This guidance recommends that (page 10):-

*'The approach to assessing plan viability should recognise that it can only provide high level assurance that the policies within the plan are set in a way that is compatible with the likely economic viability. It cannot guarantee that every development in the plan period will be viable, only that the plan policies will be viable for the sufficient number of sites upon which the plan relies in order to fulfil its objectively assessed needs.'*

- 3.05 The guidance states that:-

*'An individual development can be said to be viable if, after taking account of all costs, including central and local government Policy and regulatory costs and the cost and availability of development finance, the scheme provides a competitive return to the developer to ensure that development takes place and generates a land value sufficient to persuade the land owner to sell the land for the development proposed. If these conditions are not met, a scheme will not be delivered.'*

- 3.06 In addition the advice set out within the NPPF (paragraph 175) states that *'where practical, CIL charges should be worked up and tested alongside the Local Plan.'*

### **Appraisal Methodology**

- 3.07 In preparing our viability assessments we have adopted the Residual Approach. This is where the value of the completed development is assessed and the cost of undertaking the development (including the cost of land, finance and planning obligations) is deducted, along with a target developer's profit return. The residual sum that is left represents the development surplus or "headroom". Consideration of this then allows an informed decision to be made about the viability of the development in general, and in particular, the ability to fund Local Plan policies involving additional costs for development such as developer contributions policies and/or CIL.

3.08 Table 3.1 provides a simple diagram illustrating this approach:-

<b>Gross Development Value (value of the completed development scheme)</b>
<i>Less</i>
<i>Cost of Development (inclusive of build costs, fees, finance, land cost)</i>
<i>Less</i>
<i>Other Costs (inclusive of planning obligations)</i>
<i>Less</i>
<i>Developers Target Profit</i>
<i>= Development Surplus or "Headroom"</i>

Table 3.1: Residual Appraisal Approach

- 3.09 This methodology is recognised and supported by the Royal Institution of Chartered Surveyors (RICS) in relation to the valuation of development land. The RICS Guidance Note 'Financial Viability in Planning' defines viability for planning purposes as (paragraph 2.1.1): *'an objective financial viability test of the ability of a development project to meet its costs including the cost of planning obligations, whilst ensuring an appropriate site value for the land owner and a market risk adjusted return to the developer in delivering that project.'*
- 3.10 The guidance note defines site value as follows (paragraph 2.3.1): *'site value should equate to the market value subject to the following assumption; that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan.'*
- 3.11 When undertaking area wide viability testing, the guidance suggests that a second assumption needs to be applied to this definition, namely (paragraph 2.3.3): *'Site value may need to be further adjusted to reflect the emerging Policy/CIL charging level. The level of the adjustment assumes that site delivery would not be prejudiced.'*
- 3.12 We have assessed Market Value in accordance with Valuation Practice Statement 4.1.2 and International Valuation Standards Framework paragraph 29. Under these provisions, the term 'Market Value' is defined as *'the estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm's-length transaction after proper marketing where the parties had each acted knowledgeably, prudently and without compulsion.'*

- 3.13 The document 'Viability Testing Local Plans' suggests that viability testing of Local Plans does not require a detailed viability appraisal of every site anticipated to come forward over the plan period. As a consequence of the potentially widely different economic profiles of sites within the local area, it suggests:-

*'A more proportionate and practical approach in which local authorities create and test a range of appropriate site typologies reflecting the mix of sites upon which the plan relies.'*

- 3.14 In preparing our residual appraisals, it has been necessary to make certain assumptions, both in relation to the form of development and also the variables adopted in each of the appraisals based upon a significant quantity of data. Inevitably, given the character of the property market in Wyre, the data does not necessarily fit all eventualities and every development site will be unique. It has therefore been necessary to draw upon our development experience and use our professional knowledge to derive a data set that best fits the typical characteristics of the site allocations, likely future development sites and form of development in the Borough and can be considered reasonable.
- 3.15 It should be noted that when adopting the Residual Appraisal Approach, the end result is extremely sensitive to even the smallest of changes in any of the assumptions which feed into the appraisal process. We are satisfied however that our approach and the assumptions that we have made are appropriate to the property market characteristics within Wyre and represent the most reasonable approach given the appropriate available evidence at the time of preparing this study.

### **Residential Development Scenarios**

#### **Sites and Typologies for Testing**

- 3.16 The Publication Draft Local Plan has identified a settlement hierarchy for new development across the Borough to focus new housing development in specific locations with the key priority of delivering a balanced housing market across the borough.
- 3.17 Over the plan period, the Local Plan identifies that development will be made up across the locations identified in Table 3.2.



Hierarchy	Settlements	% of housing growth	
		Number	%
Urban Town	Fleetwood, Poulton-le-Fylde, Cleveleys, Thornton, Normoss	4,139	48
Key Service Centre	Garstang	840	10
Rural Service Centre	Knott End/Preesall, Great Eccleston, Hambleton, Catterall	1,664	19
Main Rural Settlements	Bilsborrow, Pilling, Barton, St Michaels, Bowgreave, Inskip, Stalmine, Forton, Preesall Hill, Scorton	1,684	19.5
Small Rural Settlements	Cabus, Churchtown, Kirkland, Hollins Lane, Calder Vale, Dolphinholme (Lower)	130	1.5
Other Undefined Rural Settlements		156	2
<b>Total</b>		<b>8,615</b>	<b>100</b>

Table 3.2: Housing Delivery Distribution

3.18 We have undertaken an analysis of the data that has been collated by the Council in the Strategic Housing Land Availability Assessment (SHLAA) July 2017. In particular we have considered the profile of sites contained in the final list of SHLAA sites at Appendix 10 of the report. We have considered this final list of sites in terms of size and also whether it is greenfield or previously developed (brownfield) site. Table 3.3 contains a summary of SHLAA sites by size and land type.

No Sites									
Capacity	<10	10-24	25-49	50-74	75-99	100-150	150-199	>200	Total
Greenfield	3	15	18	14	12	6	2	11	<b>81</b>
Brownfield		1					1		<b>2</b>
GF/BF		3	2	1	1				<b>7</b>
<b>Total</b>	<b>3</b>	<b>19</b>	<b>20</b>	<b>15</b>	<b>13</b>	<b>6</b>	<b>3</b>	<b>11</b>	<b>90</b>

Table 3.3: Analysis of Final Sites Contained in the SHLAA

- 3.19 The analysis of the final sites taken from the SHLAA shows that the future residential development sites in Wyre are typically greenfield with very few brownfield development sites. The sites range in size with capacities of 4 dwellings up to 469 dwellings.
- 3.20 We have also provided at table 3.4 a summary of the proposed allocations sites contained at Policy SA1 of the Local Plan.

Ref	Address	Total Capacity	Site Type
SA1/1	West of Broadway, Fleetwood	25	GF
SA1/2	Lambs Road/ Raikes Road, Thornton	437	GF
SA1/3	Land between Fleetwood Rd North and Pheasant Wood, Thornton	153	GF
SA1/4	Bourne Poacher, Thornton	42	BF
SA1/5	South East Poulton, Poulton-le-Fylde	236	GF
SA1/6	Land at Garstang Road, Poulton-le-Fylde	516	GF
SA1/7	Land off Moorland Road (Rear of St. Johns Hall), Poulton-le-Fylde	48	GF
SA1/8	Land South of Blackpool Road, Poulton-le-Fylde	154	GF
SA1/9	South Stalmine, Stalmine	162	GF
SA1/10	North of Garstang Road, Pilling	40	BF
SA1/11	North of Norcross Lane, Norcross	338	BF
SA1/12	Land at Arthurs Lane, Hambleton	165	GF
SA1/13	Inskip Extension, Inskip	255	GF
SA1/14	North of New Holly Hotel and Bodkin Cottage, Hollins Lane	38	GF
SA1/15	Land East of Hollins Lane, Hollins Lane	51	GF
SA1/16	West of Cockerham Road, Garstang	100	GF/BF
SA1/17	Land South of Prospect Farm, West of the A6, Garstang	53	GF
SA1/18	South of Kepple Lane, Garstang	105	GF/BF
SA1/19	Bowgreave House Farm, Bowgreave	29	GF/BF
SA1/20	Garstang Road, Bowgreave	46	GF

Ref	Address	Total Capacity	Site Type
SA1/21	Land South of Calder House Lane, Bowgreave	49	GF
SA1/22	Garstang Country Hotel and Golf Course, Bowgreave	95	GF
SA1/23	Daniel Fold Farm, Daniel Fold Lane, Catterall	122	GF
SA1/24	Daniel Fold Farm Phase 2, Daniel Fold Lane, Catterall	66	GF
SA1/25	Land off Garstang Road, Barton	72	GF
SA1/26	Land Rear of Shepherds Farm, Barton	34	GF
SA1/27	Land Rear of 867 Garstang Road, Barton	26	GF
<b>Total</b>		<b>3,457</b>	

Table 3.4: Summary of Residential Allocations

- 3.21 Policy SA3 contains a number of mixed use sites which also contain a significant element of new residential development. These are summarised in table 3.5. In addition Policy SA4 deals with Hillhouse Technology Enterprise Zone which is to be developed for employment uses (13 hectares) and 250 dwellings together with complementary commercial uses.

Ref	Address	Total Capacity	Employment Land (ha)	Site Type
SA3/1	Fleetwood Docks and Marina, Fleetwood	120	7.5	BF
SA3/2	Joe Lane (Land Bounded by Garstang Road, A6 and Joe	242	0.95	GF
SA3/3	Land West of Great Eccleston	590	1.0	GF
SA3/4	Forton extension, Forton	468	1.0	GF
SA3/5	Land West of the A6 (Nateby Crossing), Garstang	270	4.68	GF
		<b>1690</b>	<b>15.13</b>	

Table 3.5: Summary of Mixed Use Allocations

- 3.22 A number of the sites identified in the SHLAA have been carried forward as specific allocations within the Publication Draft Local Plan. Having regard to the draft Local Plan, the analysis taken from the SHLAA, the proposed site allocations and to the general character of the borough, it is likely that a significant amount of future residential development will take place on greenfield sites on the edge of settlement areas. This will be complemented by the development of a smaller number of brownfield sites typically within the settlement areas.

- 3.23 The Planning Advisory Service in the note 'Successful Plan Making – Advice for Practitioners' suggests that:-

*'Under the NPPF, authorities need to test the whole plan and all its policies together to show its impact on viability; however, separate viability testing of strategic sites is also recommended if they are key to the delivery of the plan.'*

- 3.24 The Harman Guidance suggests that:-

*'Planning Authorities may build up data based on the assessment of a number of specific local sites included within the land supply, or they may create a number of hypothetical sites, typologies or reasonable assumptions about the likely flow of development sites.'*

*'What is important is that partners have confidence that the profile of sites included within an assessment is a good match with likely future supply over the plan period, and avoid making assumptions that could be contested.'*

*'The appraisal should be able to provide a profile of viability across a geographical range and/or range of different types of site.'*

*'Once this profile is established, it may also help to include some tests of case study sites, based on more detailed examples of actual sites likely to come forward for development if this information is available.'*

- 3.25 The SHLAA assesses site capacity based on a density of 30 dwellings per net hectare and this assumption is carried forward in assessing the dwelling capacities for the proposed site allocations in the Local Plan. It is anticipated that developments may come forward at higher densities of up to 40 dwellings per hectare in certain locations particularly on previously developed sites within existing settlements. For the purpose of our testing we have assessed viability based on a range of densities at 30, 35 and 40 dwellings per net hectare. This variation in densities allows a range of densities to be considered and applied to best suit the character and requirements of different parts of the Borough ie. edge of settlement and rural village locations in comparison with town centre sites.

- 3.26 Having regard to the location, characteristics, size and development density of future development sites we have prepared a framework of generic development typologies for the purpose of undertaking our viability testing for residential development. Tables 3.6 and 3.7 provide details of the generic development typologies that we have adopted.

<b>Scheme</b>	<b>No of Dwellings</b>	<b>Density (dwellings per net ha)</b>
<b>1</b>	5	30, 35 and 40
<b>2</b>	10	30, 35 and 40
<b>3</b>	25	30, 35 and 40
<b>4</b>	50	30, 35 and 40
<b>5</b>	75	30, 35 and 40
<b>6</b>	100	30, 35 and 40
<b>7</b>	250	30, 35 and 40

Table 3.6: Brownfield– Residential Testing Typologies

<b>Scheme</b>	<b>No of Dwellings</b>	<b>Density (dwellings per net ha)</b>
<b>1</b>	5	30, 35 and 40
<b>2</b>	10	30, 35 and 40
<b>3</b>	25	30, 35 and 40
<b>4</b>	50	30, 35 and 40
<b>5</b>	75	30, 35 and 40
<b>6</b>	100	30, 35 and 40
<b>7</b>	250	30, 35 and 40

Table 3.7: Greenfield – Residential Testing Typologies

- 3.27 The proposed allocation sites in Policy SA1 and SA3 are significant to the delivery of new housing in the Borough. Development has already commenced on a small number of these sites whilst some of the sites already benefit from planning permission. Our approach has also been to undertake site specific viability testing across a broad sample of these allocations reflecting the differing market areas. We have undertaken assessments both of greenfield and brownfield sites based on differing sizes and locations. We have also prepared an assessment of each of the mixed use allocations at SA3. Our testing is based on a sample of 20 sites, including the 5 mixed use allocations and 15 residential allocations. Table 3.8 contains further details of the site specific viability assessments that we have prepared.

Ref	Address	Net Area (ha)	Net Area (acres)	Density	Units
SA1/1	West of Broadway, Fleetwood	0.83	2.06	30	25
SA1/2	Lambs Road/Raikes Road, Thornton	14.6	35.98	30	437
SA1/3	Land between Fleetwood Rd North and Pheasant Wood, Thornton	5.09	12.57	30	153
SA1/8	Land South of Blackpool Road, Poulton-le-Fylde	5.13	12.68	30	154
SA1/11	North of Norcross Lane	9.95	24.58	34	338
SA1/12	Land at Arthurs Lane, Hambleton	5.5	13.6	30	165
SA1/13	Inskip Extension	8.5	21.0	30	255
SA1/15	Land East of Hollins Lane, Hollins Lane <i>part</i>	1.7	4.2	30	51
SA1/17	Land South of Prospect Farm, West of the A6, Garstang	1.8	4.4	30	53
SA1/18	South of Kepple Lane, Garstang	3.5	8.6	30	105
SA1/21	Land South of Calder House Lane, Bowgreave	1.63	4.0	30	49
SA1/22	Garstang Country Hotel And Golf Club Garstang Road Bowgreave	3.17	7.8	30	95
SA1/23	Daniel Fold Farm, Daniel Fold Lane, Catterall	4.07	10.0	30	122
SA1/25	Land of Garstang Road, Barton	2.4	5.9	30	72
SA1/26	Land Rear of Shepherds Farm, Barton	1.13	2.8	30	34
SA3/1	Fleetwood Dock and Marina	4.0	9.9	30	120
SA3/2	Joe Lane (Land Bounded by Garstang Road, A6 and Joe Lane), Catterall	8.07	19.9	30	242
SA3/3	Land West of Great Eccleston, Great Eccleston	19.67	48.58	30	590
SA3/4	Forton Extension, Forton	15.6	38.5	30	468
SA3/5	Land West of the A6 (Nateby Crossing), Garstang	9.0	22.2	30	270

Table 3.8: Site Specific Viability Testing

- 3.28 For site specific viability tests we have adopted the capacity identified for the proposed allocation in the Site Allocation Policies based on a density of 30 dwellings per hectare (save for the SA1/11 Norcross at 34 dwellings per hectare). The capacity and density have then been used to inform the net developable area.
- 3.29 In relation to the generic testing, the net developable site area has been calculated at the respective density. We have then calculated the gross site area with reference to the net developable area calculation contained in the SHLAA which we have reproduced in Table 3.9.

Total Site Area	Net Developable Area
Less than 0.4 Ha	100% of gross area
0.4 ha to 4 Ha	80% of gross area
Sites over 4 Ha	60% of gross area

Table 3.9: Net Developable Area Calculation taken from the SHLAA

#### Form of Development Assumed for Testing

- 3.30 Having established the development areas for each site we have then adopted a typical housing mix and house size reflecting the development density. In order to inform this we have considered both the emerging Local Plan and also the evidence base documents that support this including the Strategic Housing Market Assessment. We have also undertaken an analysis of recent planning consents relating to residential development in Wyre based on the available information. The analysis is based on 17 of the most recent consents. Further details are contained at Appendix 1. Table 3.10 provides a summary of the average housing mix taken from this analysis whilst table 3.11 contains details of the average house sizes.

	1 bed	2 bed	3 bed	4+ beds	Total
% of mix	0%	14%	36%	50%	100%

Table 3.10: Housing Mix (excluding apartments) from Planning Applications Analysis

	1 bed	2 bed	3 bed	4 bed	5 bed
Size (sq.m)	0	65.6	86.6	119.6	155.2
Size (sq.ft)	0	706	932	1,288	1,670

Table 3.11: Average House Size (excluding apartments) from Planning Applications Analysis

- 3.31 The Local Plan makes reference to the most up to date Strategic Housing Market Assessment (SHMA) being used to inform the mix in terms of size, type and tenure of housing. Policy HP2 also states that new housing development will be required to widen the choice of house types available in Wyre. The explanation to the policy notes that it is important to provide smaller properties in order to widen the choice for young people and families.
- 3.32 The analysis of recent planning consents at table 3.10 shows that 50% of the dwellings consented were 4 and 5 beds.
- 3.33 The Fylde Coast SHMA 2014 indicates an overall average dwelling requirement for Wyre as noted in table 3.12.

<b>less than 50 sq.m</b>	<b>50 to 69 sq.m</b>	<b>70 to 89 sq.m</b>	<b>90 to 109 sq.m</b>	<b>110 sq.m or more</b>
18%	28%	27%	12%	15%

Table 3.12: Estimated Size of Properties Required – Wyre

- 3.34 The SHMA does not refer to bedrooms but rather floor space which the Council interprets as indicated in table 3.13.

<b>less than 50 sq.m</b>	<b>50 to 69 sq.m</b>	<b>70 to 89 sq.m</b>	<b>90 to 109 sq.m</b>	<b>110 sq.m or more</b>
Studio / small 1 bedroom apartment	2 bedroom flat or small mews house	2 or 3 bedroom family house - semi-detached / mews	3 or 4 bedroom family semi-detached house or small 4 bedroom detached house	Larger 4 + family detached house

Table 3.13: Broad Associated Property Description's SHMA (2014)

- 3.35 Following discussions with Council officers we understand that they interpret the SHMA dwelling mix as outlined in table 3.14.

<b>1 bed</b>	<b>2 bed</b>	<b>3 bed</b>	<b>4 bed</b>	<b>5 bed</b>
18%	28%	27%	12%	15%

Table 3.14: Estimated Size of Properties Required – Wyre



- 3.36 We understand that the Council do not pursue 1 bed properties, but instead aim for a better provision of 2 and 3 bed dwellings. This is consistent with the planning application analysis which shows no development of 1 bed houses. The analysis does however show a relatively high proportion of 4 and 5 bed dwellings and in the context of the SHMA and the emerging Local Plan housing policy this is likely to be rebalanced to deliver a greater number of 2 and 3 bed dwellings.
- 3.37 Having regard to the SHMA evidence in terms of house sizes required we have therefore adjusted the split contained in tables 3.12 and 3.14. Based on our discussions with Council Officers we have based our viability testing on a mix which re-apportions the 18% one bed properties between 2 and 3 bed properties. This gives a dwelling mix for testing as detailed in table 3.15. This mix has been adopted for both the site specific and generic viability testing.

2 bed	3 bed	4 bed	5 bed
37%	36%	12%	15%

Table 3.15: Housing Mix Adopted for Viability Testing

- 3.38 In terms of the size of the dwellings that have been adopted for the purpose of our testing we have considered the analysis of recent planning applications at table 3.11. We have made some minor adjustments for rounding to the sizes of the respective dwellings and based on this have adopted the dwelling sizes contained at table 3.16 for the purpose of our viability assessments. The dwellings sizes have been adopted both for the generic and for the site specific assessments.

	2 bed	3 bed	4 bed	5 bed
Size (sq.m)	65	84	116	158
Size (sq.ft)	700	905	1,250	1,700

Table 3.16: House Sizes Adopted for Viability Testing

- 3.39 Our viability testing also has regard to the requirements of Policy HP3: Affordable Housing. In those cases where our testing includes affordable provision we have assumed that the affordable housing will be provided across the 2 and 3 bed house types. We have assumed that the affordable housing split will be 60% 2 bed and 40% 3 bed dwellings.

### Non-Residential Development Scenarios

- 3.40 In preparing a schedule of non-residential development types to be tested, we have had regard to recent planning applications and discussed the forms of development that are likely to come forward during the plan period with the Council.
- 3.41 In addition we have also had regard to the various evidence base studies that have been undertaken for the Local Plan including the 2015 Wyre Employment Land Study and its 2017 Addendum II and the Fylde Coast Retail Study 2013 Update.
- 3.42 Based on planning policy documents, the evidence base and discussions with Council Officers, we have considered development scenarios for the Borough based on retail (comparison and convenience), offices, industrial (B2/B8) and food and drink.
- 3.43 Table 3.17 below contains a summary of the non-residential developments that have been tested as part of the viability assessment.

Type	Floor Area (sq.m)	Floor Area (sq.ft)
Industrial B2	464	5,000
Industrial B2	1,857	20,000
Industrial B2/B8	4,643	50,000
Industrial B2/B8	9,287	100,000
Offices	464	5,000
Offices	1,857	20,000
Retail	279	3,000
Retail	929	10,000
Retail	2,787	30,000
Food and Drink	557	6,000

Table 3.17: Summary of Non-Residential Development Testing Typologies

- 3.44 In relation to these non-residential developments, we have had regard to parking requirements, circulation space and the provision of landscaping to arrive at typical forms of development for testing. Based on both our and WYG's experience, together with a review of relevant previous developments, we have considered typical development footprints in comparison with site areas to form a view as to the ratio of built footprint compared to site area.

### Mixed Use and Non-Residential - Site Specific Testing

- 3.45 The Publication Draft Local Plan in Policy **SA3** contains a number of sites allocated for mixed use developments. On these sites it is anticipated that as well as new houses, new employment and other non-residential uses will be provided. We have provided at table 3.18 below details of the development mix that has been assumed for the mixed use sites that have been tested.

Ref	Address	Total Capacity	Employment Land (ha)	Other Uses
SA3/1	Fleetwood Docks and Marina, Fleetwood	120	7.5	Leisure Uses 2.0 ha
SA3/2	Joe Lane (Land Bounded by Garstang Road, A6 and Joe Lane)	242	0.95	Local Centre (1,500 sq.m)
SA3/3	Land West of Great Eccleston	590	1.0	Convenience Store (400 sq.m) Health/community centre Land for a new primary school
SA3/4	Forton extension, Forton	468	1.0	Neighbourhood Centre to include a convenience Store (400 sq.m)
SA3/5	Land West of the A6 (Nateby Crossing), Garstang	270	4.68	Convenience Store (400 sq.m)

Table 3.18: Uses assumed for Mixed Use Sites Testing

- 3.46 Our testing of the mixed use sites includes the costs of servicing the employment and leisure land which is then sold as serviced plots.

### Local Plan Development Management Policies

3.47 For the generic and allocated sites that we have tested, table 3.19 contains a summary of the key policies that impact on viability and how these have been dealt with in our testing.

Requirements	Viability Consideration	Policy
<b>Mix of New Residential Development</b>	<p>We have assumed a broad mix of house types, and in particular have incorporated provision for a greater number of smaller 2 house types in the typologies that have been tested.</p> <p>We have undertaken testing based on a range of density requirements of 30, 35 and 40 dwellings per hectare net. The testing of the allocations assumes a density in accordance with the identified capacity typically at 30 dwellings per hectare.</p>	HP2 – Housing Mix
<b>Elderly Provision</b>	<p>We have undertaken specific testing including an additional cost of per dwelling for specific elderly adaptations to 20% of the homes within our viability assessments.</p> <p>We have considered the impact of two options namely:-</p> <p><b>Accessible and Adaptable Dwellings</b> In line with Building Regulations Requirement M4 (2) - £1,050 per dwelling</p> <p><b>Wheelchair-accessible Dwellings</b> In line with Building Regulations Requirement M4 (3A) - £5,618 per dwelling</p>	HP2 – Housing Mix
<b>Affordable Housing</b>	<p>Testing has been undertaken based on 30% affordable housing provision. Where viability is at issue we have tested at lower thresholds to establish at what level of affordable provision the typology becomes viable.</p> <p>The policy requires that the mix and tenure of the affordable dwellings will be negotiated on a case by case basis. For the purpose of our testing we have assumed a mix based on 60% 2 bed and 40% 3 bed dwellings. We have assumed in the higher value areas a tenure split based on 60% affordable rent and the balance intermediate. In all other areas we have assumed 40% affordable rent and the balance intermediate.</p>	HP3 – Affordable Housing

Requirements	Viability Consideration	Policy
<b>Water Measures</b>	<p>The construction cost assessments prepared by WYG will achieve the minimum standards for water efficiency, as defined by Building Regulations and include a cost for surface water attenuation.</p> <p>The form of development tested and in particular the inclusion of open spaces addresses the requirement for Sustainable Urban Drainage Systems, and the costs assessed by WYG make an allowance for SUDs costs.</p> <p>In relation to the site allocations tested the construction cost assessments make provision for the identified surface water drainage as defined by the policy for the respective site.</p>	CDMP2 – Flood Risk and Surface Water Management
<b>Local Infrastructure Provision and Developer Contributions</b>	Our appraisals are inclusive of S106 contributions. We have assumed contributions of £1,200 per dwelling.	SP7 – Infrastructure Provision and Developer Contributions.
<b>Open Space Provision</b>	The development typologies for each site reflect any relevant requirements for public open space, and therefore the construction cost assessments are reflective of this together with the costs of future maintenance of the open space.	HP9 – Green Infrastructure In New Residential Developments

Table 3.19: Implications of Development Management Policies

## 4.0 OVERVIEW OF WYRE

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- 4.01 Wyre is a Lancashire coastal district bounded by the sea along parts of its western and northern boundaries. It shares a common land boundary with the City of Lancaster to the north, with the Boroughs of Ribble Valley, Preston and Fylde to the east and south respectively, and with Blackpool Unitary Authority along the remainder of its western boundary.
- 4.02 Wyre lies in the north of what collectively with Fylde and Blackpool is known as the Fylde Coast sub-region. Wyre however extends a considerable way inland in the east and includes part of the Forest of Bowland Area of Outstanding Natural Beauty (AONB). The northern coastline from Fleetwood to Pilling form part of Morecambe Bay which continues along the coastline to Barrow in Cumbria.
- 4.03 The main urban areas are situated in the west of the Borough, with a large expanse of rural area to the East. The urban areas are primarily situated on a peninsula west of the River Wyre, and include the coastal towns of Fleetwood, Thornton and Cleveleys, and to the south, further inland, the market town of Poulton-le-Fylde.
- 4.04 The main rural area settlements with the most service provision (i.e. shops etc.) are the market town of Garstang, together with Knott End/Preesall and Great Eccleston. The rural area is itself characterised by a large area of low-lying countryside and farmland, and east of the M6, the Bowland Fells which fall within the Forest of Bowland AONB.
- 4.05 Wyre as part of the Fylde Coast sub-region has strong functional links but also a close working relationship with Blackpool and Fylde. The three authorities share a common housing market area and have established an Economic Development Company.

- 4.06 A map showing the boundaries of the Borough and the main settlements is provided as figure 4.1.

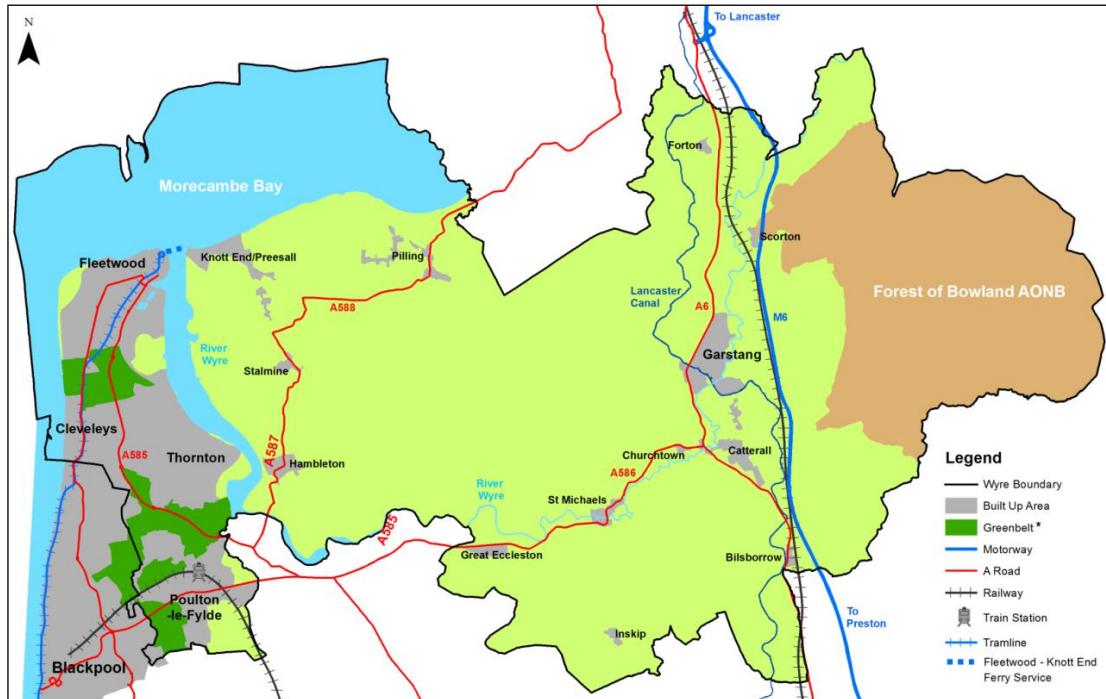


Figure 4.1 – Map of Wyre

- 4.07 The Fylde Coast sub-region demonstrates a high level of self-containment in terms of housing markets, travel to work patterns and economic functionality, i.e. a single housing market and a single employment market. The Fylde Coast sub-regional housing market area is broadly determined by patterns of local migration and travel to work patterns.
- 4.08 The 2015 Index of Multiple Deprivation shows that there are significant inequalities between the urban and rural parts of the Borough. The more deprived areas are found exclusively in the urban areas around Fleetwood whilst other areas in the Borough such as Garstang and parts of Poulton-le-Fylde and Thornton Cleveleys are ranked some of the least deprived in England.
- 4.09 Wyre Borough can be readily divided into local areas allowing for their individual characteristics to be addressed. The Draft Publication Local Plan recognises four main towns:-
- Fleetwood;
  - Thornton-Cleveleys;
  - Poulton-le-Fylde;
  - Garstang

- 4.10 The majority of employment is currently located in the West of the Borough around Fleetwood, Thornton and Poulton-le-Fylde. Hillhouse at Thornton was designated as an Enterprise Zone (EZ) in 2016 and forms part of the Lancashire Advance Manufacturing and Energy Cluster. Fleetwood Port ceased to operate in 2010 it still remains a designated port with opportunities for port related activities.
- 4.11 Wyre has relatively poor road access to the national road system. The M6 bi-sects the eastern part of the Borough but there are no junctions on this part of the motorway. The A585(T) links the Borough's main urban towns with the M55. There is one train station in Wyre in Poulton-le-Fylde with services to Blackpool, Preston and Manchester.

### **Property Market Overview**

#### **Residential Market**

- 4.12 Following national trends, the average house price in Lancashire as a whole declined from a high of £135,095 in December 2007 to a low of £101,450 in May 2014 according to Land Registry. Table 4.1 shows that the average dwelling price in Lancashire has now recovered to £140,230 however this is still lower than the North West average of £157,427. The volume of transactions in the county has reduced from a high of around 2,400 per month in 2007 to an average of 1,394 for May 2017.
- 4.13 Table 4.1 shows that the average house price in Wyre is currently £147,434 which although higher than the Lancashire average is less than the North West average. The average selling price for detached dwellings in Wyre is £219,487, for semi-detached dwellings it is £143,420, whilst terraced dwellings sell for an average of £118,034 and flats and maisonettes sell for an average of £87,747.

Area	Detached	Semi – Detached	Terraced	Maisonette / Flat	All
<b>North West</b>	£270,726	£165,203	£120,672	£118,714	£157,427
<b>Lancashire</b>	£241,768	£147,495	£101,094	£95,676	£140,230
<b>Wyre</b>	£219,487	£143,420	£118,034	£87,747	£147,434

Table 4.1: Average House Prices in North West, Lancashire and Wyre (July 2017 - Land Registry)

- 4.14 Sales prices in the Borough vary significantly between locations. This is illustrated below at Table 4.2 which shows the average sales prices for the four main towns in the Borough.



Location	Average House Price (last 12 months)
Fleetwood	£120,918
Thornton-Cleveleys	£143,931
Poulton-le-Fylde	£203,447
Garstang	£233,448

Table 4.2 – Average Sales Prices over the last 12 Months Sept 2017(Rightmove via Land Registry)

- 4.15 The data shows that Average House Prices within the four main settlements range between £120,918 in Fleetwood up to £233,448 in Garstang. The majority of the sales relate to second hand properties and the prices paid are reflective of the type and quality of the housing stock, for example the housing stock in Fleetwood is characterised by a number of older Victorian terraces close to the town centre.

### **New Housing Developments**

- 4.16 The data contained in the preceding paragraphs is helpful to an understanding of relative house prices in Wyre and underlying house price trends. It does however relate principally to re-sales of properties and hence will reflect the stock and condition of properties within each area. To fully inform the study we need to understand the prices that are likely to be achieved for the sale of newly constructed dwellings. Therefore the best evidence of house prices for the purpose of the study comes from sales of new dwellings that have recently taken place in the Borough.
- 4.17 Over the last few years as confidence has returned to the housing market a number of new housing developments have commenced in the Borough. Some of these developments are now complete and all houses have been sold, whilst others are part way through development and some have only just started.
- 4.18 To inform our study evidence base we have undertaken an analysis of sales prices (taken from Land Registry) for these newly built housing developments in Wyre. **Appendix 2** contains an overview of the research that we have undertaken in relation to the sales prices for dwellings on these various developments.

4.19 Table 4.3 contains a summary analysis of each of the newly built developments we have considered in preparing our evidence base. The average price paid per sq.m and per sq.ft is presented without any adjustments for the incentives that might have been required to secure a sale. Typically we would expect incentives to be in the range of 0-2% of the purchase price, and in more limited cases up to 5%. The sales data relates to sales at these developments over the period since 2015. The table also includes information relating to asking prices for those developments where no sales have yet been recorded at Land Registry.

Scheme	Location	Developer	Ave Price per sq.m	Ave Price per sq.ft	Sales Assessed	Comments
<b>Harbour Village</b>	Fleetwood	Persimmon/Redrow	<b>£1,916</b>	<b>£178</b>	64	A development on previously developed land to the eastern side of Fleetwood docks overlooking the Wyre Estuary. The development is of 380 dwellings comprising a mix of 1, 2, 3 and 4 bed houses.
<b>Radcliffe Road</b>	Fleetwood	Splendor Homes	<b>£1,796</b>	<b>£167</b>	Asking Prices	Release of first phase of 4 homes on a brownfield site close to the Town Centre.
<b>Thornton Fields</b>	Thornton-Cleveleys	Rowland Homes	<b>£2,125</b>	<b>£197</b>	33	Greenfield development of 100 dwellings. Development located to the north of Thornton Cleveleys. Mix of 2, 3 and 4 bed houses.
<b>Hawley Gardens</b>	Thornton-Cleveleys	Barratt/David Wilson Homes	<b>£1,915</b>	<b>£178</b>	47	A development on previously developed land to the north of Thornton-Cleveleys close to Hillhouse EZ. The development is of 274 dwellings comprising a mix of 2, 3 and 4 bed houses and 1 and 2 bed apartments.
<b>Ashdell Gardens</b>	Thornton-Cleveleys	Melrose Developments	<b>£2,097</b>	<b>£195</b>	23	A development on previously developed land to the centre of Thornton-Cleveleys. The development is of 40 dwellings comprising 3, 4 and 5 bed dwellings. There are two other phases of the development comprising of affordable dwellings and an apartment block.
<b>Highcross Park</b>	Poulton-le-Fylde	Wainhomes	<b>£2,252</b>	<b>£209</b>	65	A development on previously developed land to the south of Poulton-le-Fylde. The development is of 118 dwellings comprising 2, 3, 4 and 5 bed houses.
<b>The Pavillions</b>	Poulton-le-Fylde	Redrow	<b>£2,589</b>	<b>£241</b>	Asking Prices	A development on previously developed land to the centre of Poulton-le-Fylde. The development comprises of 39no 4 bed houses.
<b>The Pastures</b>	Hambleton	Story Homes	<b>£2,240</b>	<b>£208</b>	13	Greenfield development of 51 dwellings. Development is located to the north of Hambleton. Mix of 2, 3 and 4 bed houses.

Table 4.3 Summary Analysis - Newly Built Housing Developments

<b>Scheme</b>	<b>Location</b>	<b>Developer</b>	<b>Ave Price per sq.m</b>	<b>Ave Price per sq.ft</b>	<b>Sales Assessed</b>	<b>Comments</b>
<b>Bowland Gardens</b>	Forton	Applethwaite	<b>£2,444</b>	<b>£227</b>	18	A development on previously developed land to the north of Forton. The development is of 27 dwellings comprising a mix of 3 and 4 bed predominantly detached dwellings.
<b>Hollins Park Gardens</b>	Hollins Lane	Rural Splash	<b>£2,096</b>	<b>£194</b>	Asking Prices	A development of 10 large 2.5 storey homes. Prices range from £2,639 (£244 per sq.ft) for a 3-4 bed semi to £1,707 per sq.m (£159 per sq.ft) for the largest house type of 249 sq.m (2,681 sq.ft).
<b>Canal View</b>	Garstang	Redrow	<b>£2,664</b>	<b>£248</b>	31	Greenfield development of 64 dwellings. Development is located to the south of Garstang. Mix of 2, 3 and 4 bed houses and 1 bed apartments.
<b>The Links</b>	Garstang	Barratt	<b>£2,559</b>	<b>£238</b>	Asking Prices	Development of 130 houses on a greenfield site close to the river. Excluding the asking prices for the 2.5 storey dwellings the average asking price is £2,613 per sq.m (£243 per sq.ft)
<b>The Thatch</b>	Garstang	Roxford Homes	<b>£2,574</b>	<b>£239</b>	Asking Prices	A small development of 10no 3 and 4 bed dwellings adjacent on the main A6 Lancaster to Preston Road and adjacent to a park homes site.
<b>The Limes</b>	Barton	Wainhomes	<b>£2,452</b>	<b>£228</b>	Asking Prices	A development of 20no 4 and 5 bed detached houses together with 9 affordable dwellings. A greenfield site to the south of Barton situated between the railway line and main A6 road.
<b>Bowland View</b>	Claughton-on-Brock	Rowland Homes	<b>£2,441</b>	<b>£227</b>	24	Greenfield development of 44 dwellings. Development is located in Claughton-on-Brock. Mix of 2, 3 and 4 bed houses.
<b>Ash Meadows</b>	Inskip	Create Homes	<b>£2,579</b>	<b>£240</b>	Asking Prices	A development of 27no 2, 3 and 4 bed houses on a greenfield site in the village.

Table 4.3 Summary Analysis - Newly Built Housing Developments

- 4.20 The evidence of sales and asking prices for the new developments in the Borough shows that there is a significant difference in values between Fleetwood and Thornton in the northwest of the Borough and the rest of the Borough, particularly the higher value areas to the east around Garstang.
- 4.21 In Fleetwood the only significant new development has been at Harbour Village and over the last 2 years sales prices have been at an average of £1,916 per sq.m (£178 per sq.ft). Asking prices have also now just been released for a small development of 15 homes on a brownfield site on Radcliffe Road to the south of the town centre. The site is adjacent to an area of Local Authority Housing. The asking prices equate to £1,796 per sq.m (£167 per sq.ft) for 3 bed semi-detached houses.
- 4.22 Reflecting the prices that have been achieved to date at Harbour Village we would expect the majority of new build housing developments to achieve sales prices of around **£1,830 per sq.m (£170 per sq.ft)**. In the better locations there are prospects to achieve slightly higher values although as demonstrated by the initial asking prices at Radcliffe Road in some locations prices may be slightly less. It is anticipated however that in the context of Radcliffe Road the initial prices have been slightly discounted to ensure sales and that for later phases of the development prices will be higher.
- 4.23 It is anticipated that any new residential developments in Thornton-Cleveleys and the rural settlements to the north of Borough in less accessible locations such as Piling and Knott End are likely to have similar house prices. These prices are higher than those in Fleetwood with sales evidence from the developments known as Thornton Fields, Hawley Gardens and Ashdell Gardens showing prices of between £1,915 per sq.m (£178 per sq.ft) and £2,125 per sq.m (£197 per sq.ft). The evidence from Hawley Gardens at £1,915 per sq.m (£178 per sq.ft) is now slightly dated with the majority of the sales evidence from 2015 and the first part of 2016. The sales at Ashdell Gardens and Thornton Fields are more recent with the majority of sales in 2016 and some in 2017. These two developments indicate consistent levels of value at around £2,097 - £2,125 per sq.m (£195 - £197 per sq.ft). We anticipate that in Thornton Cleveleys and the northern rural villages new housing development is likely to achieve as a minimum **£2,045 per sq.m (£190 per sq.ft)** and indeed higher prices may be achieved in some locations with sea views.

- 4.24 Within Poulton-le-Fylde the last significant new housing development was Highcross Park to the south of the Town. The sales evidence here is now slightly historic with the majority of sales in 2015 and 2016. Based on this evidence the average price paid was £2,252 per sq.m (£209 per sq.ft). Redrow are currently developing the Pavillions in the Town and the asking prices equate to £2,589 per sq.m (£241 per sq.ft). This is a significant uplift in prices albeit the development is of 4 bed detached houses close to the centre of the Town. Within the adjacent village of Hambleton, Story Homes have completed the sales of all dwellings on the Pastures in only 12 months. Based on the transactions listed on Land Registry to date (excluding the affordable dwellings) the average price achieved equates to £2,240 per sq.m (£208 per sq.ft).
- 4.25 The asking prices for the Pavillions development indicate that it might be possible to achieve sales prices in excess of £2,476 per sq.m (£230 per sq.ft) in the best located parts of the town. We anticipate however that in Poulton and the nearby village of Hambleton net selling prices of **£2,260 - £2,368 per sq.m (£210 - £220 per sq.ft)** are likely to be more typical.
- 4.26 The house prices in the best parts of Poulton are similar to those in the Garstang and the rural settlements in the south and east of the Borough. These locations have the highest house prices in Wyre. The evidence relating to sales and asking prices contained at table 4.3 shows that excluding Hollins Park Gardens the sales and asking prices are a minimum of £2,441 per sq.m (£227 per sq.ft) up to £2,664 per sq.m (£248 per sq.ft) for the Canal View development in Garstang. The Hollins Park development comprises large 2.5 storey houses and purchasers and developers typically discount the value of the top floor by half. Adjusting the average asking price of £2,096 per sq.m (£194 per sq.ft) by 5/6ths to account for this factor would give an average asking price of £2,508 per sq.m (£233 per sq.ft).
- 4.27 In these locations to the south and east of the Borough we anticipate that net selling prices are likely to be in the range of **£2,368 per sq.m to £2,583 per sq.m (£220 to £240 per sq.ft)**. The actual price will depend very much on the situation of the development ie. proximity to the A6 and road noise will depress prices whilst those developments with rural aspects adjacent to the canal will conversely have higher prices.

## **Non Residential Development**

### ***Overview***

- 4.28 According to the Office of National Statistics, the UK Economy grew by 0.3% in Q2 2017. Whilst such figures provide a positive outlook for the economy, there remains an imbalance between sectors. The largest contributors to growth in services were retail trade, which improved after a fall in the first quarter, and film production and distribution. Construction and manufacturing were the largest downward pulls on quarterly GDP growth, following 2 consecutive quarters of growth.
- 4.29 Whilst the predicted outlook for the national economy is more positive, there remains some unease about sustained growth. A combination of international and national external factors has impacted upon the property market and will likely continue to do so during 2017. In particular, the volatility within the stock markets, slow down within China's economy, weak commodity prices and uncertainty over the UK's position within the EU has, and will continue to have, some bearing on investment activity moving forward.
- 4.30 Furthermore, there is currently a degree of caution amongst commentators concerning reduced growth following the UK's decision to leave the European Union (following the Referendum on 23 June 2016). Until such time as the terms of the UK's withdrawal from the EU are known, it is difficult to predict the impact on the UK economy (which is particularly dependent on the UK's continued access to the common market). The Monetary Policy Committee at the Bank of England recently decided to maintain interest rates to a historic low of 0.25% although the level in which this will be transferred to Bank lending remains to be seen.
- 4.31 In addition to the above, there has been some speculation that inflation may increase as a result of the devaluation of Sterling following the UK's decision for withdrawal (which has been compounded by the decision of the Bank of England to reduce interest rates). Whilst this may immediately impact on the UK economy, by and large prime investment classes funds have adopted somewhat of a "wait and see" approach before committing to longer term projects to assess what the immediate outlook for the UK economy is likely to be. A degree of inertia, in addition to existing uncertainty could further harm the prospects of growth in the immediate future. However within the wider "general market" liquidity remains good and there has been no tangible evidence of a drastic change within the current market.

- 4.32 The Q2 2017 RICS UK Commercial Property Market Survey illustrated that there has been growth within the market for both rental and capital values although sentiment was more cautious. Across the UK, occupier demand was reported flat at the all-sector level. Falling demand was reported within office and retail sectors although reasonable growth was recorded in the industrial market. The report highlights that rental levels are anticipated to rise within the industrial sector. With regards to the investment market, this remains modestly positive although there remains an imbalance across market sectors with the industrial market again being viewed positively.
- 4.33 We have provided a brief overview of the different property market sectors relevant to Wyre including commentary in relation to stock and transactions within the Borough.

### **Offices**

- 4.34 Manchester and to a lesser extent Liverpool dominate the supply of office accommodation in the North West. Prime rents in Manchester now exceed £345 per sq.m (£32 per sq.ft), which is significantly higher than other North West Centres including Liverpool at £226 per sq.m (£21 per sq.ft).
- 4.35 The majority of office accommodation in Wyre is located within Poulton-le-Fylde, Fleetwood and Thornton-Cleveleys, although there is a small concentration of offices in Garstang. Preston and Blackpool tend to dominate the Central Lancashire office market and there is limited new or refurbished office accommodation in the Borough.
- 4.36 We have provided at table 4.4 details of the most recent office lettings that have taken place in relation to modern offices in the Borough. These include a number of lettings just over the boundary in Blackpool. Further detail about these lettings is contained at **Appendix 3**.



Date	Address	Location	Floor Area (sq.ft)	Rent (per sq.ft)	Year Built
27/02/2017	19 Wyrefields, Sovereign Court	Poulton Le Fylde	765	£10.46	2000
30/01/2017	Robson Way	Blackpool	1,271	£10.82	1960
25/07/2016	Cherestanc Sq	Garstang	1,658	£6.01	2009
29/01/2016	Hardhorn Rd	Poulton Le Fylde	617	£13.61	2008
01/02/2016	Fleetwood Rd North, Marsh Mill Village	Thornton Cleveleys	1,205	£8.00	1985
31/08/2015	Fleetwood Rd North	Thornton Cleveleys	533	£8.36	1990
30/08/2015	Faraday Way	Blackpool	685	£10.00	2008
20/03/2015	19 Wyrefields, Sovereign Court	Poulton Le Fylde	574	£13.07	2000

Table 4.4: Recent Office Rental Transactions Wyre

- 4.37 The information relating to lettings shows that for the smallest modern office suites it may be possible to achieve rents in the region of £1,399 per sq.m (£13 per sq.ft). More typically rents are in the region of £108 to £118 per sq.m (£10 to £11 per sq.ft).
- 4.38 A greater amount of new office development has taken place in the neighbouring Authorities of Fylde and Blackpool around Whitehills Business Park and Blackpool Airport. Table 4.5 contains details of recent transactions for modern offices in these locations.

Date	Address	Location	Floor Area (sq.ft)	Rent (per sq.ft)
Feb-17	Unit 36 Amy Johnson Way	Blackpool	500	£14.00
Dec-16	Unit 4 Olympic Court	Whitehills	1,425	£8.38
Nov-16	8 Avroe Crescent	Whitehills	5,683	£11.44
Nov-16	Unit 1 Graceways	Whitehills	4,288	£9.56
Nov-16	Unit 35 Amy Johnson Way	Blackpool	500	£14.40
Oct-16	28 Orchard Road	Lytham St Annes	574	£13.07

Table 4.5: Recent Office Rental Transactions Blackpool/Fylde

- 4.39 Information provided by Henco International agents for Whitehills Business Park indicates that they are achieving rents of £129 - £151 per sq.m (£12-£14 per sq.ft) for new office space. The most recent office sale at the Business Park was at £1,453 per sq.m (£135 per sq.ft) for a 5 year old, non-air conditioned unit. The rental and capital values in these locations are higher than in Wyre as these developments are located in a highly accessible position at the end of the M55.
- 4.40 Yields are inevitably linked to the covenant strength of the tenant, the terms of the lease, condition of the building and the local market. We anticipate that prime yields in Wyre for new build offices will be in the order of between 8% and 9%, although this is heavily dependent on the specific nature of the transaction (and could well be higher or lower depending on the tenant and specific terms of the lease).

### ***Industrial***

- 4.41 According to CoStar there is around 14,856 sq.m (159,913 sq.ft) of available industrial accommodation in Wyre, which has reduced from 16,232 sq.m (174,724 sq.ft) in 2012.
- 4.42 Industrial accommodation in Wyre is characterised by large quantities of older accommodation, which is often in poor condition or not well suited to the needs of modern business. The main employment locations in the Borough include Victoria Industrial Park, Harbour Trading Estate (Fleetwood), Red Marsh Industrial Estate (Thornton-Cleveleys), Poulton Industrial Estate (Poulton-le-Fylde) and Leachfield Industrial Estate (Garstang).
- 4.43 Notwithstanding the reduction in availability rental levels appear to have reduced over the same timescale, with asking rents falling from around £43 to £37 per sq.m (£4 per sq.ft to £3.50 per sq.ft). We consider that this could be reflective of the quality of the accommodation that is currently being marketed.
- 4.44 We have provided at table 4.6 details taken from Co-Star of the most recent lettings of more modern industrial accommodation in the Borough. Further details are contained at **Appendix 4**.

Date	Address	Location	Floor Area (sq.ft)	Rent (per sq.ft)	Year Built
30/03/2017	Holly Close	Thornton Cleveleys	4,591	£3.81	1989
14/02/2017	Copse Rd	Fleetwood	2,500	£4.00	1980
01/12/2016	Butts Close	Thornton Cleveleys	700	£5.42	1985
30/10/2016	Brockholes Way	Preston	18,816	£3.61	1985
01/07/2016	Holly Rd	Thornton Cleveleys	1,256	£5.80	1985
01/05/2016	Aldon Rd	Poulton Le Fylde	6,507	£3.53	1985
01/05/2016	Croft Court, Butts Close	Thornton Cleveleys	990	£5.42	1990
07/05/2016	Maritime St	Fleetwood	5,071	£3.06	1987
01/02/2016	Bracewell Ave	Poulton Le Fylde	1,459	£4.46	1978
23/12/2015	10 Sovereign Court	Poulton Le Fylde	2,538	£4.74	2009
01/11/2015	Bracewell Ave	Poulton Le Fylde	1,459	£4.79	1978

Table 4.6: Recent Industrial Rental Transactions Wyre

- 4.45 The majority of recent lettings relate to accommodation built prior to 1990 with only one letting at Sovereign Court of accommodation built in the last 10 years. This is reflective of the limited amount of new accommodation built over the last 10 years. Rents for the best accommodation are typically at between £48 - £59 per sq.m (£4.50 - £5.50 per sq.ft). It is anticipated that for smaller new units rents may be achieved in excess of £65 per sq.m (£6 per sq.ft).
- 4.46 As with new office development, in considering likely values for new industrial development in the Borough we have also had regard to the rental evidence from Whitehills Business Park and around Blackpool Airport. Further details are provided at table 4.7.

Date	Address	Location	Floor Area (sq.ft)	Rent (per sq.ft)
Mar-17	Unit 9 Apollo Court	Whitehills	3,350	£8.16
Feb-17	Arkwright Court	Whitehills	743	£8.16
Sep-16	Unit 1 & 2 Boundary Road	Lytham St Annes	3,020	£6.62
Jul-16	Unit 30 Amy Johnson Way	Blackpool	750	£8.00

Table 4.7: Recent Industrial Rental Transactions – Blackpool/Fylde

- 4.47 With reference to the sales information the developer of Whitehills Business Park has confirmed that industrial and hybrid units have sold for £1,130 per sq.m (£105 per sq.ft) for smaller units and £1,023 per sq.m (£95 per sq.ft) for the larger units.
- 4.48 There have been few sales of industrial units in the Borough over the last few years. Since the start of 2015 Co-Star has recorded 2 sales of single industrial units in the Borough. These are 3 and 4 Cocker Avenue, Poulton-le-Fylde which sold for £159,950 and 3 Red Marsh Drive in Thornton Cleveleys which sold for £57,000. Based on the respective unit sizes at 3,415 sq.ft and 1,550 sq.ft, the sales prices equate to £506 per sq.m (£47 per sq.ft) and £396 per sq.m (£37 per sq.ft). The former building was built in 1933 and the latter in 1988.
- 4.49 Yields for industrial accommodation are linked to the covenant strength of the tenant, the terms of the lease, condition of the building and the local market. We anticipate that prime yields in Wyre for new build industrial units will be in the order of between 8% and 8.5%.

### ***Retail***

- 4.50 Convenience retail supermarket accommodation typically lets at rents of between £130 per sq.m (£12 per sq.ft) and £215 per sq.m (£20 per sq.ft), which is dependent on the type of operator, location, catchment and competition. Rental levels have decreased in recent years from the upper end of the range identified above to around £162 per sq.m (£15 per sq.ft) as the larger supermarket operators have seen reduced footfall and profitability due to increased competition from budget retailers such as Aldi and Lidl and online retailing. This is evidenced within the lettings that are detailed at Table 4.8.

Unit	Tenant	Rent	Area	Term	Date
Walney Island, Barrow	Farm-Foods	£140,000 pa ( <b>£117 psm</b> or £10.87 psf)	1,112 sq.m (11,975 sq.ft)	New 15 year lease. Existing Unit.	Aug 2015
Kent Banks Road, Grange-over-Sands	Tesco	£55,000 pa ( <b>£169 psm</b> or £15.73 psf)	433 sq.m (4,659 sq.ft)	New 20 year lease. Break at year 10.	Jan 2015
Manchester Road, Stockport	Asda	£640,000 pa ( <b>£152 psm</b> or £14.10 psf)	4,207 sq.m (45,285 sq.ft)	New 25 year lease. Existing Unit.	Aug 2014
26-28 Highgate Kendal	Tesco	£50,000 pa ( <b>£204 psm</b> or £18.96 psf)	245 sq.m (2,637 sq.ft)	New 20 year lease. Existing Unit.	July 2014
Heywood Way, Salford	Aldi	£160,000 pa ( <b>£112 psm</b> or £10.41 psf)	1,428 sq.m (15,376 sq.ft)	New build Unit. 20 Year Lease.	April 2014
Tarvin Bridge, Chester	Aldi	£485,000 pa ( <b>£137 psm</b> or £12.70 psf)	3,547 sq.m (38,178 sq.ft)	New build Unit. 20 Year Lease. 5 yearly upward only RR at 2.5%.	Sept 2013
London Road, Northwich	Waitrose	£481,500 pa ( <b>£141 psm</b> or £13.12 psf)	3,410 sq.m (36,702 sq.ft)	New build Unit.	Jan 2013

Table 4.8: Supermarket Lettings in the North West from 2013 Onwards (Source: CoStar and Land Registry)

4.51 Partly as a result of their perceived covenant strength, supermarket premises are popular amongst investors despite their performance in recent years. This is evident within the yields that are outlined at Table 4.9, which shows that supermarket premises have sold at yields of between 5% and 7.5% in the North West over the last 3 years. The level of yield is informed by the specific covenant strength of the operator, alongside other factors including the age, condition and performance of the specific store.

Unit	Tenant	Area	Yield	Date
Entwistle Road, Rochdale	Aldi	1,300 sq.m (13,986 sq.ft)	<b>6.1%</b>	July 2016
33-35 Ocean Road, Barrow-in-Furness	Tesco	420 sq.m (4,511 sq.ft)	<b>8.3%</b> ( <b>6.8% Rev</b> )	May 2016
School Lane, Standish, Wigan	Aldi	1,765 sq.m (18,998 sq.ft)	<b>5.4%</b>	June 2015
Crossley Street, Little Lever, Bolton	Tesco	2,740 sq.m (29,500 sq.ft)	<b>5.1%</b>	April 2015
Edgeley Road, Stockport	Morrisons	8,244 sq.m (88,745 sq.ft)	<b>5.9%</b>	Dec 2014
26-28 Highgate, Kendal	Tesco	455 sq.m (4,900 sq.ft)	<b>6.7%</b>	October 2014
Heywood Way, Salford	Aldi	1,428 sq.m (15,376 sq.ft)	<b>6.5%</b>	April 2014
Abbey Road/Rawlinson St, Barrow-in-Furness	Tesco	382 sq.m (4,112 sq.ft)	<b>7.4%</b>	July 2013

Table 4.9: Supermarket Investment Yields in the North West (Source: CoStar and Land Registry)

- 4.52 Comparison retail rents tend to differ more within retail locations relative to convenience retail units, and tend to vary on a street by street basis depending on footfall and accessibility. Town Centre locations that are busier and more accessible typically command higher rents relative to district centres and out of town locations. Over the past 20 years however out of town retail parks featuring larger accommodation types have proved popular and competed with Town Centre locations.
- 4.53 Fundamental changes in shopping habits are limiting the demand side pressure on retail rents outside of leading centres. Due to strong online growth, consumers and retailers have become increasingly selective about their locations, and as such mid-sized sub regional centres have struggled in recent years.
- 4.54 Recent lettings within Fleetwood, Thornton-Cleveleys, Poulton-le-Fylde and Garstang have taken place at rents of between £54 per sq.m and £215 per sq.m (£5 per sq.ft and £20 per sq.ft) based on the overall sales area, depending principally on the size and character of the accommodation and footfall. We have provided information taken from Co-star at Appendix 5.

#### ***Food and Drink***

- 4.55 The rents and yields achievable in respect of leisure accommodation are extremely diverse, reflecting accessibility, foot fall and location. For example, rental levels in Central Liverpool and Manchester for A3 uses are reported to be at above £538 per sq.m (£50 per sq.ft) per annum (at Liverpool One and the Printworks/Triangle in Manchester). From our experience, we are aware that pub operators in the North West will pay rents ranging between £172 per sq.m and £226 per sq.m (£16 and £21 per sq.ft) for new build premises. We are aware that such premises have been acquired on the basis of a 6% - 6.5% yield. The sale and leaseback of the new Marsdens Pub on Herring Arm Road in Fleetwood was based on a rent of £220 per sq.m (£20.50 per sq.ft) and a yield of 6%.
- 4.56 Fast food operators (such as McDonalds and Kentucky Fried Chicken) and restaurant operators (including Nando's, Pizza Hut, Frankie and Benny's) typically achieve rents in excess of public houses, which is generally in the order of £215 to £269 per sq. m (£20 to £25 per sq.ft) in out of town locations. Key comparable transactions include the passing rents at the McDonalds and Frankie and Benny's units at the Festival Leisure Park in Blackpool which were both let at rents of between £205 and £215 per sq.m (£19 and £20 per sq.ft).

## 5.0 FINANCIAL APPRAISAL ASSUMPTIONS

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5.01 In this section, we have outlined the assumptions that have been adopted in our financial appraisals in relation to the residential and commercial development scenarios and also used within our site allocations testing.

### **Base Input Land Cost**

5.02 Land value is difficult to assess for a number of reasons. Firstly, development land value is an utterly derived value, with land being bought as a factor of production in the course of development. The price is generally determined by the development potential of the site. Secondly, the comparison of land value in terms of prices paid for sites is extremely difficult because of the large number of site specific variables that will impact upon the price paid. For example, the amount of remediation or other abnormal costs are likely to differ from site to site. Hence, any evidence of land transactions needs to be treated with a degree of subjectivity as adjustments may be necessary for factors such as abnormal site conditions, contamination and development density.

5.03 The National Planning Policy Framework states that viability should consider "*competitive returns to a willing landowner and willing developer to enable the development to be deliverable.*"

5.04 Paragraph: 015 of the Planning Practice Guidance notes that:-

*'A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.'*

- 5.05 Building on this approach, the document 'Viability Testing in Local Plans' advocates the use of 'threshold land value'. This should represent the value at which a typical willing landowner is likely to release land for development, before the payment of taxes. The guidance suggests that threshold land value needs to take account of the fact that future plan Policy requirements will have an impact on land values and landowner expectations, and therefore using a market value approach as a starting point carries the risk of building in assumptions of current Policy costs rather than helping to inform the potential for future Policy. As a result it suggests that market values can be a useful 'sense check' and suggests that the threshold land value is based on a premium over current use values and credible alternative use values. The latter would be most appropriate where there is competition for land among a range of alternative uses such as in town centres.
- 5.06 The RICS Guidance Note 'Financial Viability in Planning' explains that for a development to be financially viable, any uplift from the current use value of land that arises when planning permission is granted should be able to meet the cost of planning obligations, whilst at the same time, ensuring an appropriate site value for the land owner and a risk adjusted return to the developer for delivering the project. The return to the land owner will be in the form of a land value increase in excess of current use value. The land value will be based on market value which will be risk adjusted, so it will normally be less than current market prices for development land on which planning permission has been secured and planning obligation requirements are known. The guidance note recognises that the market value will be by definition at a level at which the landowner would be willing to sell.
- 5.07 In arriving at our assessments of land values in Wyre, we have had regard to available transactional evidence in the Borough. We have undertaken research using Land Registry data and other databases such as EGi and CoStar. We have also had regard to Valuation Office Property Market Surveys (albeit these are now fairly out-dated, which has been reflected in the weighting that we have given to such studies). We have provided as part of **Appendix 6** details of land transactions that we have considered.

### **Residential Land Values**

- 5.08 The future residential development sites within the Borough are likely to be either previously developed sites, or more likely Greenfield sites located immediately adjacent or close to the existing settlements in the Borough. This is reflected within the proposed allocations, which include some Brownfield sites although the majority comprise Greenfield sites that are located on the edge of existing settlements.



- 5.09 Having regard to the likely characteristics of future development within the Borough, we have identified a number of possible development scenarios on both Brownfield and Greenfield sites. We have had regard to these classifications for the purpose of our testing.
- 5.10 In arriving at a market value for previously developed, brownfield land in this case, both the land owner and the developer would have regard to a site's current use value, albeit a landowner would be seeking uplift in value above this level. Conversely, a developer would be reluctant to pay a full residential value for the site, having regard to the risk and cost involved in obtaining planning consent and the likely policy contributions being sought by the Council. In arriving at an assessment of market value for these purposes it is therefore necessary to have regard to both evidence of current use values as well as evidence from sites with residential planning permissions and then make reasonable adjustments to reflect factors such as the land owner's aspirations, the developer's concerns, risks inherent in the development process, and potential planning obligations.
- 5.11 Within Wyre we would expect current values for previously developed land in the settlement areas with extant planning consents for commercial development to be in the range of £370,500 per hectare (£150,000 per acre) to £617,500 per hectare (£250,000 per acre). The definition of viability in the context of planning recognises the issue of a landowner receiving an appropriate site value, which whilst being less than full residential value is likely to be higher than current use value. Having regard to this we have considered the level of site value at which a landowner is likely to release a site for development in the town and settlement areas. This will also be influenced by the supply of competing residential development sites available in the area. A large number of sites will have a limiting effect on value, and conversely a more limited number of sites are likely to increase the landowners' expectations of a value uplift.
- 5.12 The landowner in making a decision regarding site value will also have regard to the likely house prices in the area and inevitably those in higher value areas will be seeking a greater site value than those in lower house price areas.

- 5.13 Having regard to these factors we have considered the range of land values based on the likely revenues that residential developments would be expected to achieve across the Borough and the availability of land for development. In the circumstances we believe that it is reasonable to assume a land input cost for previously developed brownfield land to be in the region of £988,000 per hectare (£400,000 per acre) for the highest value areas in Garstang and to the east of the Borough and a figure of £617,500 per hectare (£250,000 per acre) for the lowest value locations around Fleetwood.
- 5.14 In order to deliver the growth proposed in the Local Plan and due to the characteristics of the Borough there are a large number of Greenfield development sites that are likely to come forward for development. The majority of the Site Allocations in the Publication Draft Local Plan comprise greenfield sites.
- 5.15 At the present time, these sites will normally be used for agricultural and grazing purposes or informal open space with site values on this basis typically in the region of £12,500 - £50,000 per hectare (£5,000 - £20,000 per acre) or less. It is probable that a number of such sites have had development expectations, since they are at the edge of or within the settlement area and in some cases may already be subject to option agreements. Naturally, any land owner is unlikely to sell such sites for that level of value and clearly a land owner will be seeking an uplift in value if they are to consider releasing the site for development.
- 5.16 With reference to the RICS guidance and that from the Housing Delivery Group, it would be inappropriate to assume land values based on sites with full residential planning permission, and in reality the site value for viability purposes will lie somewhere between this and current value. In addition greenfield sites may require expenditure on services and infrastructure to enable them to be developed for residential purposes. We believe that for greenfield locations it would be reasonable to assume a land input cost in the region of £494,000 per hectare (£200,000 per acre) to £617,500 per hectare (£250,000 per acre) dependent on site size and location as being the level at which a landowner would consider releasing a site for development in the first instance.

- 5.17 The NPPF requires local authorities to provide a buffer of 5% or 20% in relation to their supply of sites to ensure choice and competition in the market for land. This is intended to ensure that the landowner will have to compete in the market to sell their site so will have to competitively price the site to sell, albeit they will still want a return in excess of its current or alternative use value. If a landowner has unrealistic expectations of value, then the theory is that developers will just acquire a more competitively priced site elsewhere and the overpriced site will remain undeveloped.
- 5.18 Having regard to these factors we have considered the range of land values based on the likely revenues that residential developments would be expected to achieve across the Borough and the availability of land for development. Table 5.1 provides a summary of the ranges of base input land costs that we have adopted our viability testing.

	Brownfield		Greenfield	
	(£ per ha)	(£/acre)	(£/Ha)	(£/acre)
<b>Highest Value</b>	988,000	400,000	617,500	250,000
<b>Lowest Value</b>	617,500	250,000	494,000	200,000

Table 5.1: Residential Land Value Assumptions

- 5.19 As a sense check we have also considered residential land sales based on the available evidence. From the sales listed at **Appendix 1** it is clear that there is a range of prices that have been paid for land with residential planning permission reflecting the differing characteristics of the development sites, the landowner's expectations and the existing planning policy requirements.
- 5.20 From the analysis that we have been able to undertake based on the available evidence, the prices paid for land with residential planning permission range from £487,000 per net hectare (£197,000 per net acre) for a greenfield site in Hambleton to £1,549,000 per net hectare (£627,000 per net acre) for a greenfield site in Cloughton on Brock. The majority of transactions are at land prices of £864,500 per net hectare (£350,000 per net acre) or less, and more recent transactions appear to be towards the lower end of this range. As previously noted these values can only provide guidance in relation to the subject viability testing as these sales will include the pre-existing policy requirements and as a consequence are not directly comparable for this exercise.

### Commercial Land Values

- 5.21 Consideration of current use values has also been applied to the sites for non-residential development to assess the commercial land values. Over the last few years, there have been limited land sales in Wyre as a result of limited development activity in the commercial development sector. Having regard to this, considered adjustments have been made in order to reach land values based on both the reported transactional evidence elsewhere and our market experience within the area.
- 5.22 Potential commercial development sites are most likely to be vacant Previously Developed Land, opportunity sites within or adjacent to existing industrial areas, or alternatively the extension of current industrial areas into the surrounding Greenfield areas.
- 5.23 In arriving at our assessment of market value, current use values have been considered and allowances made to reflect both the land owner's aspirations and the developer's concerns. The specific characteristics of each form of development have been taken into account.
- 5.24 Table 5.2 provides a summary of the land values for commercial uses that we have adopted, together with an explanation of the differences.

Type	Land Value (price/hectare)	Land Value (price/acre)	Rationale
<b>Industrial (B1b, B1c, B2, B8)</b>	£247,000	£100,000	Located outside of Town Centre locations. Use requires fairly accessible location, although does not usually require significant frontage.
<b>Office (A2, B1a)</b>	£247,000	£100,000	Office land values can differ significantly depending on whether site is in town centre or periphery. Assumed lower land value to test viability in this instance. Accessible location with frontage required.
<b>Retail/Food and Drink</b>	£740,000	£300,000	Use requires highly accessible location in close proximity to key public transport interchanges or main arterial routes. Requires significant plot sizes. Competition for land from other uses.

Table 5.2: Commercial Base Land Input Values adopted within Testing

### Acquisition Costs

- 5.25 In addition to the base input land values detailed above, we have also assumed land acquisition costs based on a total of 1.8% of the purchase price for agent's fees and legal fees. This is in line with normal market practice and rates. We have also assumed payment of stamp duty in accordance with HMRC thresholds and rates which are summarised in table 5.3.

Property or lease premium or transfer value	SDLT rate
<b>Up to £150,000</b>	Zero
<b>The next £100,000 (the portion from £150,001 to £250,000)</b>	2%
<b>The remaining amount (the portion above £250,000)</b>	5%

Table 5.3: HMRC Stamp Duty Rates

### Timing of Land Acquisition

- 5.26 Our viability appraisals assume that the land is acquired on day 1 of the development programme and hence the purchase carries finance costs from the outset. For most of the small allocations considered this would be usual practice. However, it should be noted that for the larger residential developments typically above 100 units it would be unusual for a developer to acquire the entirety of such a large site from day 1. A large development site would normally be the subject of a phased acquisition programme, with the land only being drawn down by the developer as required. As a result, land acquisition costs are more likely to be phased over the development period and so the cost of finance would be reduced with a corresponding increase in viability and the amount of development surplus. Whilst each development will depend on its own circumstances inevitably a landowner would expect and accept a phased draw down of land from a developer. Hence in our assessments the landowner is benefitting from the entire land receipt at the outset.

### Residential Appraisal Assumptions

#### Development Programme

- 5.27 In our experience a developer would seek to construct and sell around 30-40 dwellings per annum. For the purpose of the assessments we have assumed an average sales rate for each site of between 2 and 4 per month, depending on the size of the development, with the first sales typically taking place at between 7 months and 10 months after the start on site again dependent on the size of the development.

- 5.28 Sales rates tend to increase in respect of larger sites as developers seek to 'double up' and develop out a site in tandem. This may take the form of affiliated developers (such as Barratt and David Wilson Homes) or separate house builders. We have factored this into the sales rates assumed within the testing parameters for the largest developments and have adopted a rate of 4 per month.

### Sales Values

#### Market Housing

- 5.29 Having regard to the market commentary contained at Section 4 and the detailed comparable sales evidence at **Appendix 2** we have applied the ranges of net sales values detailed at Table 5.4. The prices reflect the values that we would expect to be paid for new houses in these locations.

Value Zone	Location	Net Sales Price (per sq.m)	Net Sales Price (per sq.ft)
<b>Low</b>	Fleetwood	£1,830	£170
<b>Medium</b>	Thornton, Cleveleys, Knott End, Pressall, Stalmine and Piling	£2,045	£190
<b>High</b>	Poulton, Hambleton	£2,260	£210
<b>Prime</b>	Garstang, Forton, Hollins Lane, Scorton, Cabus, Bowgreave, Catterall, Bilsborrow, Barton, Churchtown, St Michaels, Inskip, Great Ecclestone	£2,368	£220

Table 5.4: Sales Values Adopted for Viability Testing

- 5.30 Justification is provided at Table 5.5 in relation to why the respective sales prices have been adopted within each location.

Zone	Schemes Considered	Sales/Asking Price per sq.m (per sq.ft)	Adopted Sales Price per sq.m (per sq.ft)	Comments
<b>Low</b>	<p>Harbour Village, Fleetwood (Persimmon/Redrow)</p> <p>Radcliffe Road, Fleetwood (Splendor Homes)</p>	<p>£1,916 (£178)</p> <p>£1,796 (£167)</p>	<p><b>£1,830 (£170)</b></p>	<p>In Fleetwood the only significant new development has been at Harbour Village and over the last 2 years sales prices have been at an average of £1,916 per sq.m (£178 per sq.ft). The majority of recent sales which have informed our analysis are of 3 and 4 bed dwellings. In line with the Local Plan Housing Mix Policy we anticipate that there will be a greater number of smaller 2 bed dwellings.</p> <p>The Persimmon houses have sold for a slightly lower average price than the Redrow dwellings at £1,808 per sq.m (£168 per sq.ft). We consider Persimmon's product is more reflective of the developments we would expect to see come forward in Fleetwood.</p> <p>Asking prices have also now just been released for a small development of 15 homes on a brownfield site on Radcliffe Road to the south of the town centre. The site is adjacent to an area of Local Authority Housing. The asking prices equate to £1,796 per sq.m (£167 per sq.ft).</p> <p>Reflecting the prices that have been achieved to date at Harbour Village we would expect the majority of new build housing developments to achieve sales prices of around <b>£1,830 per sq.m (£170 per sq.ft)</b>. In the better locations there are prospects to achieve slightly higher values although as demonstrated by the initial asking prices at Radcliffe Road in some locations prices may be slightly less. It is anticipated however that in the context of Radcliffe Road the initial prices have been slightly discounted to ensure sales and that for later phases of the development prices will be higher.</p>
<b>Medium</b>	<p>Thornton Fields, Thornton Cleveleys (Rowland Homes)</p> <p>Hawley Gardens, Thornton Cleveleys (Barratt/David Wilson)</p> <p>Ashdell Gardens, Thornton Cleveleys (Melrose Developments)</p>	<p>£2,125 (£197)</p> <p>£1,915 (£178)</p> <p>£2,097 (£195)</p>	<p><b>£2,045 (£190)</b></p>	<p>It is anticipated that any new residential developments in Thornton-Cleveleys and the rural settlements to the north of Borough in less accessible locations such as Piling and Knott End are likely to have similar house prices. These prices are higher than those in Fleetwood with sales evidence from the developments known as Thornton Fields, Hawley Gardens and Ashdell Gardens showing prices of between £1,915 per sq.m (£178 per sq.ft) and £2,125 per sq.m (£197 per sq.ft).</p> <p>The evidence from Hawley Gardens at £1,915 per sq.m (£178 per sq.ft) is now slightly dated with the majority of the sales evidence from 2015 and the first</p>

5.0 Financial Appraisal Assumptions

				part of 2016. The sales at Ashdell Gardens and Thornton Fields are more recent and these two developments indicate consistent levels of value at around £2,097 - £2,125 per sq.m (£195 - £197 per sq.ft). We anticipate that in Thornton Cleveleys and the northern rural villages new housing development is likely to achieve as a minimum <b>£2,045 per sq.m (£190 per sq.ft)</b> and indeed higher prices may be achieved in some locations with sea views.
<b>High</b>	<p>Highcross Park, Poulton-le Fylde (Wainhomes)</p> <p>The Pavillions, Poulton-le Fylde (Redrow) – Asking Price</p> <p>The Pastures, Hambleton (Story Homes)</p>	<p>£2,252 (£209)</p> <p>£2,589 (£241)</p> <p>£2,240 (£208)</p>	<b>£2,260 (£210)</b>	<p>Within Poulton-le-Fylde the last significant new housing development was Highcross Park to the south of the Town. The sales evidence here is now slightly historic with the majority of sales in 2015 and 2016. Based on this evidence the average price paid was £2,252 per sq.m (£209 per sq.ft). Redrow are currently developing the Pavillions in the Town and the asking prices equate to £2,589 per sq.m (£241 per sq.ft). This is a significant uplift in prices albeit the development is of 4 bed detached houses close to the centre of the Town. Within the adjacent village of Hambleton, Story Homes have completed the sales of all dwellings on the Pastures in 12 months. Based on the transactions listed on Land Registry to date (excluding the affordable dwellings) the average price achieved equates to £2,240 per sq.m (£208 per sq.ft).</p> <p>The asking prices for the Pavillions development indicate that it might be possible to achieve sales prices in excess of £2,476 per sq.m (£230 per sq.ft) in the best located parts of the town. We anticipate however that in Poulton and the nearby village of Hambleton net selling prices of <b>£2,260 - £2,368 per sq.m (£210 - £220 per sq.ft)</b> are likely to be more typical.</p> <p>We have adopted a relatively conservative approach to values in our testing and assumed a net selling price of <b>£2,260 per sq.m (£210 per sq.ft)</b>. It is likely however that in certain parts of Poulton values will exceed this and will be in line with the values achieved to the east of the Borough around Garstang and the A6. The testing that is undertaken for the prime value will also be relevant to the highest value locations in Poulton.</p>
<b>Prime</b>	<p>Bowland Gardens, Forton (Applethwaite)</p> <p>Hollins Park Gardens, Hollins Lane (Rural Splash) – Asking Price</p> <p>Canal View, Garstang (Redrow)</p>	<p>£2,444 (£231)</p> <p>£2,096 (£194)</p> <p>£2,664 (£248)</p>	<b>£2,368 (£220)</b>	<p>The house prices in the best parts of Poulton are similar to those in the Garstang and the rural settlements in the south and east of the Borough. These locations have the highest house prices in Wyre.</p> <p>The evidence relating to sales and asking prices shows that excluding Hollins Park Gardens the sales and asking prices are a minimum of £2,441 per sq.m (£227 per sq.ft) up to £2,674 per sq.m (£248 per sq.ft) for the Canal View development in Garstang.</p>



	The Links, Garstang (Barratt) – Asking Price	£2,559 (£239)		<p>The Hollins Park development comprises large 2.5 storey houses and purchasers and developers typically discount the value of the top floor by half. Adjusting the average asking price to account for this factor would give an average asking price of £2,508 per sq.m (£233 per sq.ft).</p> <p>In these locations to the south and east of the Borough we anticipate that net selling prices are likely to be in the range of <b>£2,368 per sq.m to £2,583 per sq.m (£220 to £240 per sq.ft)</b>. The actual price will depend very much on the situation of the development ie. proximity to the A6 and road noise will depress prices whilst those developments with rural aspects adjacent to the canal will conversely have higher prices.</p> <p>There are a considerable number of rural villages in the prime location, and we have adopted a cautious approach in relation to the values adopted as there may be difficulties in such areas with regard to marketing and uptake. Also specific circumstances of a site along the A6 corridor due to road or rail noise may result in discounts to values. Reflecting these factors for the purpose of our testing we have therefore adopted a sales price of <b>£2,368 per sq.m (£220 per sq.ft)</b>.</p>
	The Thatch, Garstang (Roxford Homes) – Asking Price	£2,574 (£239)		
	The Limes, Barton (Wainhomes) – Asking Price	£2,452 (£228)		
	Bowland View, Cloughton-on-Brock (Rowland Homes)	£2,441 (£227)		
	Ash Meadows, Inskip (Create Homes) – Asking Price	£2,579 (£240)		

Table 5.5: Revenue Assumptions, Evidence and Justification

**Affordable Housing**

5.31 The values that have been assumed for the affordable homes are based on the likely bid by a Registered Provider. In this respect we have assumed average bid prices for the different tenure options based on a percentage of market value. The average bid prices adopted for our testing are as follows:-

- Affordable Rent                    35% of market value
- Intermediate                        70% of market value

5.32 Our testing assumes a zero grant position.

**Construction Costs**

5.33 The construction costs that have been adopted have been prepared by WYG Quantity Surveyors. A report containing their methodology and generic cost assessments is contained at **Appendix 7**. In addition the individual construction cost assessments for the site specific viability appraisals are contained as Appendix C to their report.

5.34 These costs are based on current building regulation requirements and are inclusive of substructures, super structures, all external works, incoming services and drainage, preliminaries, fees and a contingency.

5.35 The construction costs are inclusive of the provision of on-site public open space and play areas as appropriate together with the capitalised cost of future maintenance.

5.36 To account for future development on previously developed sites, some of which may be subject to significant contamination, WYG have made an additional allowance for dealing with the additional costs associated with these matters. Further details are provided in their report.

5.37 In addition to the base construction cost assessments WYG have also assessed additional costs per dwelling for a number of emerging policy requirements relating to elderly provision. These are:-

**Accessible and Adaptable Dwellings**

In line with Building Regulations Requirement M4 (2) - £1,050 per dwelling

**Wheelchair-accessible Dwellings**

In line with Building Regulations Requirement M4 (3A) - £5,618 per dwelling



### **Section 106/Section 278 and Emerging Planning Policy Requirements**

- 5.38 **Policy HP3 – Affordable Housing.** The viability testing that we have undertaken for each of the generic development typologies and also the site specific viability assessments assumes in the first instance 30% affordable housing provision. Where viability is an issue we have then undertaken testing based on a reduced level of affordable housing provision to understand at what point development becomes viable.
- 5.39 We have assumed that 60% of the affordable provision comprises 2 bed units and the remaining 40% 3 bed dwellings, which is in line with RPs requirements for smaller dwellings.
- 5.40 We have assumed a tenure mix of 60% affordable rent and 40% intermediate in the viability testing for the highest value parts of the Borough (ie. the 'prime' areas). In the remainder of the Borough we have adopted a tenure mix based on 60% intermediate and 40% affordable rent.
- 5.41 **Policy SP7 Infrastructure Provision and Developer Contributions** relates to developer contributions and requires development to contribute to the mitigation of its impact on existing infrastructure. In order to model the impact of developer contributions on viability we have undertaken viability testing inclusive of a contribution of £1,200 per dwelling.
- 5.42 **HP2 Housing Mix** requires at least 20% of dwellings within developments of 20 dwellings and above to be of a design suitable or adaptable for older people and people with restricted mobility. We have undertaken viability testing to model two options in this respect, namely

#### **Accessible and Adaptable Dwellings**

In line with Building Regulations Requirement M4 (2) at an additional cost of £1,050 per dwelling

#### **Wheelchair-accessible Dwellings**

In line with Building Regulations Requirement M4 (3A) at an additional cost of £5,618 per dwelling

### **Sales and Marketing Costs**

- 5.43 Disposal costs, including sales and marketing expenses, have been assumed at a rate of 3.5% of the Gross Development Value of the market housing. This is in line with typical development industry rates for housing development. We have included an allowance of £500 per unit for the costs associated with the transfer of the affordable homes to a registered provider.

### **Finance**

- 5.44 For all of the residential viability testing we have assumed a finance rate of 7% inclusive of arrangement and monitoring fees. This reflects the cost of finance currently available in the development market for residential developments of the type contained in our viability assessments.

### **Developer's Profit and Overhead**

- 5.45 In assessing the appropriate level of developer's profit, we have had regard to both the size and form of the proposed development and the likely risk associated with the development as a result. The level of profit requirement will principally reflect the risk of constructing a particular development site and as a result a developer will typically require different levels of profit as reward for risk across different sites.
- 5.46 Many factors will govern risk in relation to a development site; these include location, the local property market, the size and scale of the development, potential contamination and other abnormal costs and the type of accommodation being provided. Other considerations affecting risk could include the planning status of the site, and specifically whether a planning consent is in place for the proposed scheme.
- 5.47 In terms of residential development, a smaller residential development would be considered less risky than a large scale strategic residential development site. On a larger site it may take many years for the developer to build out and complete the sale of all of the houses. There could be significant changes (for better or worse) in the property market during the lifetime of the development. Therefore, the risk associated with having capital tied up in the development is carried for many years. As a result, a developer would require a higher profit return than on the smaller development site.

- 5.48 The industry standard measure of profit return is typically based on a percentage of either Gross Development Value (GDV) or cost. In certain instances developers may use an internal rate of return as an additional check measure. In our experience profit based on GDV is more commonly used for residential developments although not exclusively, whilst a return based on cost is more typical for commercial development.
- 5.49 From our development market experience, residential developments would tend to command a profit return of 15-20% GDV, inclusive of a developer's overhead.
- 5.50 The HCA Guidance Note '*Investment and Planning Obligations: Responding to the Downturn*<sup>1</sup>' suggests that a figure of 16% of values rather than cost may be targeted for private residential sales. The HCA's User Manual <sup>2</sup> accompanying their Development Appraisal Tool suggests a typical figure at that time (July 2009) of 17.5-20% GDV, but this is given as a guide only as the manual suggests that profit will depend on the state of the market and the size and complexity of the scheme. It is notable that the manual, to accompany the new HCA Development Appraisal Tool, refrains from giving any form of guidance on the measure of any appraisal variables.
- 5.51 Looking at planning decisions, Planning Inspectors in certain instances have made reference in decisions to the level of profit adopted and what is typical, including the following examples:-

Flambard Way, Godalming<sup>3</sup> (a mixed development of 225 flats and commercial accommodation): the inspector refers to an industry norm of 15-20% profit and although not explicitly stated this seems to be based on cost;

Flemingate, Beverly<sup>4</sup> (a mixed use development): Here the Inspector accepted 15% of cost;

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<sup>1</sup> HCA Guidance Note '*Investment and Planning Obligations: Responding to the Downturn*' (HCA, 2009)

<sup>2</sup> HCA Economic Appraisal Tool User Manual (HCA, 2009)

<sup>3</sup> Planning Inspectorate Decision in relation to 'Waverley Borough Council appeal by Flambard Development Limited' APP/R3650/A/08/2063055 (Planning Inspectorate 2008)

<sup>4</sup> Planning Inspectorate Decision in relation to Application by CP Group, Wykeland Group and Quintain Estates & Development PLC, LPA: East Riding of Yorkshire' APP/E2001/V/08/1203215 (Planning Inspectorate 2008)

Clay Farm<sup>5</sup> (2,300 dwellings and retail, health centre, education): Here the Local Planning Authority suggested a profit return based on 20% of cost or 16% of GDV. 16% GDV was considered by the Council to be consistent with the profit based on GDV in the HCA document detailed above. The Inspector appears to accept the LPA's approach albeit the key point at issue related to whether the scheme should be assessed on a residual land value basis, or based on the actual historic purchase price.

Former Royal Hotel, Newbury<sup>6</sup> (35 sheltered apartments): The Inspector here decided that the profit range of 17.5%-20% of GDV detailed in the HCA EAT user manual was the correct level of profit for this development.

Shinfield, Reading<sup>7</sup> (residential development comprising 126 dwellings and a sports pavilion): The inspector determined that a figure of 20% profit on GDV was appropriate for this development.

- 5.52 As the above demonstrates, the profit return requirement is not at a fixed level and will vary from site to site, depending upon the risk profile which is driven by many factors.
- 5.53 On the basis of the above and having regard to the nature of the site typologies and allocated sites, a profit level based on 15% of GDV (inclusive of overheads) has been applied for the smaller housing schemes of 5 and 10 dwellings. For all other sites a developer's return (inclusive of overheads) of 20% of GDV has been adopted. This level of profit return has been applied to both the market and affordable houses.

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<sup>5</sup> Planning Inspectorate Decision in relation to 'Applications by Countryside Properties PLC & Countryside Properties (UK) Ltd to Cambridge City Council' APP/Q0505/A/09/2103599 and APP/Q0505/A/09/2103592 (Planning Inspectorate, 2009)

<sup>6</sup> Planning Inspectorate Decision in relation to 'Former Royal Hotel, Newbury, Gillingham, Dorset SP8 4QJ' APP/N1215/A/09/2117195

<sup>7</sup> Planning Inspectorate Decision in relation to 'Land at the Manor, Shinfield, Reading RG2 9BX and bordered by Brookers Hill to the North, Hollow Lane to the East and Church Lane to the West' APP/X0360/A/12/2179141 (Planning Inspectorate 2013)

### **Non-Residential Appraisal Assumptions**

#### **Development Programme**

5.54 The development programme for non-residential sites will vary depending on the specific characteristics of each scheme. Table 5.6 contains details of the development programmes that we have assumed from the start of construction.

<b>Type</b>	<b>Floor Area (sq.m)</b>	<b>Construction Period</b>
Industrial B2	464	5 months
Industrial B2	1,857	8 months
Industrial B2/B8	4,643	9 months
Industrial B2/B8	9,287	11 months
Offices	464	7 months
Offices	1,857	12 months
Retail (Convenience)	279	6 months
Retail (Convenience)	929	9 months
Retail (Convenience)	2,787	12 months
Retail (Comparison)	279	5 months
Retail (Comparison)	929	8 months
Retail (Comparison)	2,787	9 months
Food and Drink	557	12 months

Table 5.6: Commercial Development Programme Assumptions

#### **Sales Values**

5.55 Having regard to the market commentary at Section 4, Table 5.7 contains details of the rents and yields that have been adopted for the non-residential uses forming the hypothetical development scenarios.

<b>Use</b>	<b>Rent (per sq.m)</b>	<b>Rent (per sq.ft)</b>	<b>Yield</b>
<b>B2/B8</b>	£55-70	£5.00-6.50	8%
<b>Office</b>	£118	£11	8%
<b>Retail (Convenience)</b>	£172	£16	6.5%
<b>Retail (Comparison)</b>	£150	£14	7.5%
<b>Food and Drink</b>	£215	£20	7.5%

Table 5.7: Rents and Capital Values for Commercial Viability Testing

5.56 A number of the site specific viability assessments include the provision of a local convenience store or centre. We have adopted a rent of £140 per sq.m (£13 per sq.ft) and a yield of either 7.5% or 8% for the purpose of assessing viability in these cases.

5.57 There are also a number of site specific viability assessments where we have assumed that either serviced employment, leisure or retail land will be provided. In preparing these assessments we have adopted the serviced land values contained at table 5.8.

Use	Land Value (per ha)	Land Value (per acre)
Retail	£1,111,500	£450,000
Employment	£370,500	£150,000
Leisure	£864,500	£350,000

Table 5.8: Serviced Land Value Assumptions

**Construction Costs**

5.58 The construction costs that have been adopted in the viability appraisals have been prepared by WYG Quantity Surveyors and their methodology is included in their report. For ease of reference, Appendix B of WYGs report summarises the construction costs that we have adopted. These costs are calculated on a cost per sq.m basis, and are inclusive of substructures, super structures, all external works, incoming services and drainage, preliminaries, fees and a contingency.

**Sales and Marketing**

5.59 We have assumed marketing and letting fees based on 15% of rental value. Sales disposal fees have been included at a rate of 1.5% (1% agent’s fees and 0.5% legal fees). Such fees are considered reasonable at the present time and are typical market charges.

**Finance**

5.60 A finance rate of 6% has been uniformly applied across all commercial development, which is inclusive of arrangement and monitoring fees. This quantum reflects the profile of commercial developers and the characteristics of the development.





**Developer's Profit and Overhead**

- 5.61 In assessing the appropriate level of developer's profit, we have had regard to both the size and form of the proposed development and the likely risk associated with the development as a result. As identified above in reference to the assumptions made in relation to developers profit in the residential appraisals, the level of profit requirement will principally reflect the risk associated with a particular development site and as a result a developer will typically require different levels of profit as reward for risk across different sites.
- 5.62 In the context of most forms of commercial development, the developer will typically seek a profit requirement of approximately 15% on cost. The figure is widely used, and has been applied to all forms of non-residential development that we have tested.

## 6.0 VIABILITY TESTING RESULTS

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6.01 This section sets out the results and findings from the viability assessments undertaken for both the generic typologies and the site specific testing.

### **Residential Results – Generic Typologies**

6.02 In each case the results tables are presented to show the scheme reference, number of dwellings, density and the gross internal area of the built development. The 'Development Surplus' is the residual sum that is left once the gross costs (inclusive of developers profit and base input land cost) are deducted from gross revenues. The development surplus is presented on the basis of an amount per sq.m of built floor space. This column shows the viability of development having regard to the base construction cost position which reflects current building regulation requirements and the policies relating to the provision of onsite open space and Sustainable Drainage Systems, together with a S106 contribution of £1,200 per dwelling. The tables show the results for the baseline position based on a development of entirely market housing

6.03 The 'Development Surplus' is then assessed based on the further local plan policies that we have tested which have an impact on viability. These are the provision of:

- 20% of dwellings to include Building Regulations Requirement M4 (2);
- 20% of dwellings to include Building Regulations Requirement M4 (3A) and;
- On-site affordable housing at differing thresholds of 10%, 20% and 30%.

6.04 The columns relating to the policy requirements, show the impact on viability of the particular policy in the form of the per sq.m reduction to the development surplus as a result of the particular requirement.

- 6.05 For transparency at this stage in the testing, these policy requirements are shown singularly ie. the requirement to achieve M4 (2) is not included in the testing for affordable provision. We have included a column that shows the cost per sq.m to the baseline position surplus for each individual policy requirement. This allows the viability impact to be considered in relation to these requirements both singularly and then cumulatively ie provision of 30% affordable homes together with provision for the elderly in the form of either M4 (2) or M4 (3A). If the cumulative cost of these elements together is less than the baseline surplus amount then the scheme is viable. Conversely if the cumulative cost is greater than the baseline surplus then the development is not sufficiently viable to support the elements together.
- 6.06 For ease of reference and presentation the table cells have been coloured to demonstrate development viability. Where development is not viable the cells are shaded red. For these developments to proceed either the land owner or the developer will need to be more flexible in relation to their required returns. In those cases where the results are unviable for market housing schemes we have not undertaken any further viability testing to model the impact of affordable housing or elderly provision and in these cases we have shaded the cells grey.
- 6.07 The development surplus and the policy impact per sq.m have in all cases been rounded to the nearest £ per sq.m.
- 6.08 For schemes 1 and 2, Building Regulation Requirements M4 (2) and M4 (3A) have not been tested as the development falls beneath the threshold of 20 dwellings.
- 6.09 The results tables are presented with reference to each of the four value zones, so for each zone in turn we have provided the results tables for our testing at densities of 30, 35 and 40 dwellings per hectare assuming both brownfield and greenfield sites. The relevant tables relating to each zone are:-

**Low Value Zone- Fleetwood**

Tables 6.1 to 6.6

**Medium Value Zone - Thornton (inc. Knott End, Pressall, Stalmine and Piling)**

Tables 6.7 to 6.12

**High Value Zone – Poulton (inc. Hambleton)**

Tables 6.13 to 6.18

**Prime Zone - Garstang (inc. Forton, Hollins Lane, Scorton, Cabus, Bowgreave, Catterall, Bilsborrow, Barton, Churchtown, St Michaels, Inskip, Great Eccleston)**

Tables 6.19 to 6.24

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	30	506	-£197					
2 (10 homes)	30	869	-£138					
3 (25 homes)	30	2,318	-£152					
4 (50 homes)	30	4,636	-£98					
5 (75 homes)	30	6,861	-£106					
6 (100 homes)	30	9,179	-£81					
7 (250 homes)	30	22,993	-£50					

Table 6.1: Low Value Zone – Brownfield – 30 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	30	506	-£67					
2 (10 homes)	30	869	-£7					
3 (25 homes)	30	2,318	-£33					
4 (50 homes)	30	4,636	£20	£2	£11	£39		
5 (75 homes)	30	6,861	£12	£2	£11	£40		
6 (100 homes)	30	9,179	£33	£2	£11	£38		
7 (250 homes)	30	22,993	£58	£2	£10	£36	£71	

Table 6.2: Low Value Zone – Greenfield – 30 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	35	506	-£150					
2 (10 homes)	35	869	-£89					
3 (25 homes)	35	2,318	-£101					
4 (50 homes)	35	4,636	-£48					
5 (75 homes)	35	6,861	-£56					
6 (100 homes)	35	9,179	-£33					
7 (250 homes)	35	22,993	-£3					

Table 6.3: Low Value Zone – Brownfield – 35 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	35	506	-£29					
2 (10 homes)	35	869	£32			£33		
3 (25 homes)	35	2,318	£8	£2	£11	£32		
4 (50 homes)	35	4,636	£60	£2	£11	£39	£78	
5 (75 homes)	35	6,861	£52	£2	£11	£40	£77	
6 (100 homes)	35	9,179	£71	£2	£11	£38	£76	
7 (250 homes)	35	22,993	£96	£2	£10	£36	£71	£107

Table 6.4: Low Value Zone – Greenfield – 35 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	40	506	-£117					
2 (10 homes)	40	869	-£47					
3 (25 homes)	40	2,318	-£66					
4 (50 homes)	40	4,636	-£11					
5 (75 homes)	40	6,861	-£19					
6 (100 homes)	40	9,179	£4	£2	£11			
7 (250 homes)	40	22,993	£32	£2	£10	£36		

Table 6.5: Low Value Zone – Brownfield – 40 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	40	506	-£3					
2 (10 homes)	40	869	£64			£29	£103	
3 (25 homes)	40	2,318	£38	£2	£11	£44		
4 (50 homes)	40	4,636	£89	£3	£11	£39	£78	£117
5 (75 homes)	40	6,861	£80	£2	£11	£40	£77	£118
6 (100 homes)	40	9,179	£100	£2	£11	£38	£76	£106
7 (250 homes)	40	22,993	£124	£2	£10	£36	£71	£107

Table 6.6: Low Value Zone – Greenfield – 40 DPH

### **Low Value Zone- Fleetwood**

#### **Baseline Position**

- 6.10 At 30 and 35 dwellings per hectare the results relating to the housing schemes tested in the Low Value Zone at the baseline position show in all cases for previously developed land that development is unviable and makes a loss.
- 6.11 At 40 dwellings per hectare the results for previously developed schemes marginally improve at the baseline position with the two largest schemes (6 and 7) becoming viable. The development surpluses are £4 per sq.m and £32 per sq.m respectively. The remaining schemes are still unviable at a density of 40 dwellings per hectare at the baseline position.
- 6.12 The viability position improves for greenfield sites at the baseline position. At 30 dwellings per hectare four of the seven schemes tested are viable and the surpluses range from £12 per sq.m to £58 per sq.m. At 35 and 40 dwellings per hectare the viability position improves further with all schemes, except scheme 1, viable. Surpluses on greenfield sites at 35 dwellings per hectare range from £8 per sq.m to £96 per sq.m. At 40 dwellings per hectare the development surpluses for greenfield sites range from £38 per sq.m to £124 per sq.m.

#### **Provision for the Elderly**

- 6.13 We have considered the Local Plan policy that at least 20% of dwellings within developments of 20 dwellings and above should be of a design suitable or adaptable people with restricted mobility. To understand the impact of this policy we have considered two options, namely:-
- 20% of dwellings to include Building Regulations Requirement M4 (2)
  - 20% of dwellings to include Building Regulations Requirement M4 (3A)
- 6.14 The impact of achieving M4 (2) has a limited impact on viability. The impact on the development surplus is a reduction of between £2 per sq.m to £3 per sq.m hence in those cases where development is viable at the baseline position, then the development can support provision of M4 (2) to 20% of the dwellings.



6.15 Achieving M4 (3A) has a greater impact on viability with the reduction in surplus ranging from £10 per sq.m to £11 per sq.m. As with the provision of M4 (2), then our results show that where development is viable at the baseline position, then the form of development tested is generally able to also support delivery of 20% of the dwellings to meet the requirements of M4 (3A). The two exceptions are scheme 3 at 35 dwellings per hectare on greenfield land and scheme 4 at 40 dwellings per hectare on previously developed land.

### **Affordable Housing**

6.16 Our viability testing in relation to brownfield sites in the low value area shows that this form of development is not sufficiently viable to support affordable housing.

6.17 Viability improves for greenfield sites. At 30 dwellings per hectare one of the schemes tested is able to support affordable housing at 10% provision; however the remaining 3 schemes tested are not viable on this basis. No schemes are viable at 20% affordable provision. With an increase in density to 35 dwellings per hectare then 4 of the 6 schemes tested are viable at 10% affordable provision, and one scheme is viable at 20% provision. None of the schemes tested are able to support 30% affordable provision.

6.18 The results at 40 dwellings per hectare on greenfield sites show that 5 of the 6 schemes tested are viable at 10% provision and at 20% 4 schemes are viable. At 30% provision all but one of the schemes tested is unviable.

### **Summary**

6.19 The results for the housing typologies tested show that the development of previously developed land in the Low Value Zone is generally unviable at the baseline position. All schemes at 30 and 35 dwellings per hectare are unviable. Viability improves at 40 dwellings per hectare but is still limited, with two of the typologies tested viable. Of the two viable sites, both can support elderly provision based on M4 (2) but only one is viable assuming M4 (3A). Based on the typologies tested the development of brownfield sites in the lowest value area is not able to support affordable housing provision.

- 6.20 Greenfield sites in the Low Value Zone have a greater degree of viability. With the exception of the schemes 1, 2 and 3 at 30 dwellings per hectare and Scheme 1 at 35 and 40 dwellings per hectare, all development is viable. All bar one of these schemes can support elderly provision based on either M4 (2) or M4 (3A). In terms of affordable housing then at 30 dwellings per hectare only one scheme is viable based on 10% provision. With an increase in density to 35 dwellings per hectare then 4 typologies are viable at 10% provision and one at 20% provision. At 40 dwellings per hectare then 5 schemes are viable at 10% and 4 at 20%. There is only one viable scheme at 30%.
- 6.21 The results for the affordable housing testing based on the generic typologies indicate that for brownfield sites it is unlikely that development will be sufficiently viable to support affordable housing. On greenfield sites we have tested 18 typologies of 10 dwellings or more that would be subject to the provision of affordable housing. Of these typologies at 10% affordable provision, 10 or 55% were viable however these tended to be the sites developed at higher densities. It is possible that at higher densities some limited affordable housing could be supported but the Council will need to consider whether any sites in these locations are likely to come forward, particularly as the majority of greenfield sites are likely to be beyond the settlement boundary in the greenbelt. The results of our testing suggest that realistically it may be appropriate to introduce a nil affordable housing requirement in Fleetwood.

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	30	506	-£109					
2 (10 homes)	30	869	-£68					
3 (25 homes)	30	2,318	-£94					
4 (50 homes)	30	4,636	-£43					
5 (75 homes)	30	6,861	-£55					
6 (100 homes)	30	9,179	-£32					
7 (250 homes)	30	22,993	-£9					

Table 6.7: Medium Value Zone – Brownfield – 30 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	30	506	£102					
2 (10 homes)	30	869	£159			£32	£115	£147
3 (25 homes)	30	2,318	£121	£2	£11	£50	£89	£138
4 (50 homes)	30	4,636	£169	£2	£11	£44	£87	£131
5 (75 homes)	30	6,861	£157	£2	£11	£45	£87	£132
6 (100 homes)	30	9,179	£176	£2	£11	£42	£85	£119
7 (250 homes)	30	22,993	£193	£2	£10	£40	£80	£120

Table 6.8: Medium Value Zone – Greenfield – 30 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	35	506	-£49					
2 (10 homes)	35	869	-£7					
3 (25 homes)	35	2,318	-£29					
4 (50 homes)	35	4,636	£20	£2	£11	£41		
5 (75 homes)	35	6,861	£8	£2	£11			
6 (100 homes)	35	9,179	£29	£2	£11	£40		
7 (250 homes)	35	22,993	£52	£2	£10	£38	£70	

Table 6.9: Medium Value Zone – Brownfield – 35 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	35	506	£140					
2 (10 homes)	35	869	£198			£32	£115	£147
3 (25 homes)	35	2,318	£160	£2	£11	£50	£89	£138
4 (50 homes)	35	4,636	£208	£2	£11	£44	£87	£131
5 (75 homes)	35	6,861	£197	£2	£11	£45	£87	£132
6 (100 homes)	35	9,179	£214	£2	£11	£42	£85	£119
7 (250 homes)	35	22,993	£231	£2	£10	£40	£80	£120

Table 6.10: Medium Value Zone – Greenfield – 35 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	40	506	-£9					
2 (10 homes)	40	869	£46			£17	£102	
3 (25 homes)	40	2,318	£15	£2	£11	£47		
4 (50 homes)	40	4,636	£67	£2	£11	£41	£76	
5 (75 homes)	40	6,861	£55	£2	£11	£43	£75	
6 (100 homes)	40	9,179	£77	£2	£11	£40	£74	
7 (250 homes)	40	22,993	£97	£2	£12	£38	£68	£120

Table 6.11: Medium Value Zone – Brownfield – 40 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	40	506	£166					
2 (10 homes)	40	869	£230			£32	£115	£147
3 (25 homes)	40	2,318	£189	£2	£11	£50	£89	£138
4 (50 homes)	40	4,636	£238	£2	£10	£44	£87	£131
5 (75 homes)	40	6,861	£226	£2	£11	£45	£87	£132
6 (100 homes)	40	9,179	£243	£2	£12	£42	£85	£119
7 (250 homes)	40	22,993	£259	£2	£10	£40	£80	£120

Table 6.12: Medium Value Zone – Greenfield – 40 DPH

**Medium Value Zone - Thornton (inc. Knott End, Pressall, Stalmine and Piling)****Baseline Position**

- 6.22 At 30 dwellings per hectare the results relating to the housing schemes tested in the Medium Value Zone at the baseline position show in all cases for previously developed land that development is unviable and makes a loss. Deficits range from -£9 per sq.m to -£109 per sq.m
- 6.23 For previously developed land the viability position improves at the baseline position as the density of the development increases. At 35 dwellings per hectare the majority schemes tested are viable at the baseline position with the exception of schemes 1, 2 and 3. The surpluses range from £8 per sq.m to £52 per sq.m.
- 6.24 The viability position further improves at 40 dwellings per hectare for previously developed sites. With the exception of scheme 1 which has a small deficit of -£9 per sq.m all of the typologies tested are viable at the baseline position. Surpluses range from £15 per sq.m to £97 per sq.m.
- 6.25 For greenfield developments in the medium value zone the testing shows that at the baseline position all typologies tested at 30 dwellings per hectare are viable with surpluses of between £102 and £193 per sq.m. The viability position improves as the density of the development increases.

**Provision for the Elderly**

- 6.26 As with the testing for the low value area the cost of achieving M4 (2) has a limited impact on viability with a reduction in development surplus of £2 per sq.m. Hence in those cases where development is viable at the baseline position, then the development can support provision of M4 (2) to 20% of the dwellings.
- 6.27 Achieving M4 (3A) has a greater impact on viability with the reduction in surplus ranging from £10 per sq.m to £12 per sq.m. Our results show that where development is viable at the baseline position, then except in one case, the form of development tested is generally able to also support delivery of 20% of the dwellings to meet the requirements of M4 (3A). The one exception is scheme 5 at 35 dwellings per hectare on previously developed land.

### **Affordable Housing**

- 6.28 Our viability testing in relation to brownfield sites in the medium value area shows that assuming development at 30 dwellings per hectare, development at the baseline position isn't viable. We would normally expect development of this type of site in the existing built up area to be undertaken at higher densities. At 35 dwellings per hectare one of the typologies tested is able to support affordable housing based on 10% provision, whilst at 40 dwellings per hectare 5 of the typologies tested at 10% affordable housing provision are viable. A further one is also viable at 20% affordable provision.
- 6.29 Viability improves for greenfield sites and save for one typology which is marginally unviable all of the developments tested at 30, 35 and 40 dwellings per hectare are able to support 30% affordable housing provision and remain viable.

### **Summary**

- 6.30 The results in the Medium Value Zone for the housing typologies tested show that the viability of developments on previously developed land improves as density increases. At 30 dwellings per hectare development is generally unviable at the baseline position. At 35 dwellings per hectare the majority of development is viable and is able to support the options tested in relation to elderly provision based on either M4 (2) or M4 (3A). One of the schemes tested is also able to support the provision of 10% affordable housing. Viability improves further at 40 dwellings per hectare with all bar one of the schemes tested able to support 10% affordable housing and in one case 20% affordable housing provision.
- 6.31 The viability position for greenfield sites in the Medium Value Zone is better. All of the typologies tested are viable at the baseline position and are able to support 30% affordable housing provision save for one result which is marginal. Based on the results of our testing it would be appropriate to seek 30% affordable housing provision on greenfield sites in the medium value area. In terms of the brownfield sites it is unlikely that they would be able to support 30% affordable housing provision at the current time, however the sites developed at a higher density within the built up area could support some affordable provision and the Council may wish to consider a more limited requirement in these locations of 10%.

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	30	506	£60					
2 (10 homes)	30	869	£98			£35	£127	
3 (25 homes)	30	2,318	£57	£2	£11	£55	£98	
4 (50 homes)	30	4,636	£106	£2	£11	£48	£96	£144
5 (75 homes)	30	6,861	£91	£2	£11	£61	£107	
6 (100 homes)	30	9,179	£111	£2	£11	£47	£94	£132
7 (250 homes)	30	22,993	£125	£2	£10	£44	£88	£132

Table 6.13: High Value Zone – Brownfield – 30 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	30	506	£271					
2 (10 homes)	30	869	£326			£36	£127	£163
3 (25 homes)	30	2,318	£272	£2	£11	£55	£98	£153
4 (50 homes)	30	4,636	£318	£2	£11	£48	£96	£145
5 (75 homes)	30	6,861	£303	£2	£11	£50	£96	£146
6 (100 homes)	30	9,179	£319	£2	£11	£47	£94	£132
7 (250 homes)	30	22,993	£328	£2	£10	£44	£88	£132

Table 6.14: High Value Zone – Greenfield – 30 DPH



Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	35	506	£121					
2 (10 homes)	35	869	£159			£35	£127	£162
3 (25 homes)	35	2,318	£122	£2	£11	£55	£98	£153
4 (50 homes)	35	4,636	£169	£2	£11	£48	£96	£144
5 (75 homes)	35	6,861	£154	£2	£11	£50	£96	£145
6 (100 homes)	35	9,179	£172	£2	£11	£47	£94	£132
7 (250 homes)	35	22,993	£186	£2	£10	£44	£88	£132

Table 6.15: High Value Zone – Brownfield – 35 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	35	506	£309					
2 (10 homes)	35	869	£364			£36	£127	£163
3 (25 homes)	35	2,318	£311	£2	£11	£55	£98	£153
4 (50 homes)	35	4,636	£357	£2	£11	£48	£97	£145
5 (75 homes)	35	6,861	£352	£2	£11	£50	£96	£145
6 (100 homes)	35	9,179	£357	£2	£11	£47	£94	£132
7 (250 homes)	35	22,993	£365	£2	£10	£37	£88	£132

Table 6.16: High Value Zone – Greenfield – 35 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	40	506	£160					
2 (10 homes)	40	869	£212			£35	£127	£162
3 (25 homes)	40	2,318	£167	£2	£11	£55	£98	£153
4 (50 homes)	40	4,636	£216	£2	£11	£48	£96	£145
5 (75 homes)	40	6,861	£201	£2	£11	£50	£96	£146
6 (100 homes)	40	9,179	£220	£2	£11	£47	£105	£142
7 (250 homes)	40	22,993	£231	£2	£12	£44	£88	£132

Table 6.17: High Value Zone – Brownfield – 40 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	40	506	£335					
2 (10 homes)	40	869	£396			£36	£127	£163
3 (25 homes)	40	2,318	£341	£2	£11	£55	£98	£153
4 (50 homes)	40	4,636	£386	£2	£11	£48	£97	£145
5 (75 homes)	40	6,861	£371	£2	£11	£50	£96	£146
6 (100 homes)	40	9,179	£386	£2	£11	£47	£94	£132
7 (250 homes)	40	22,993	£393	£2	£10	£44	£88	£132

Table 6.18: High Value Zone – Greenfield – 40 DPH

### **High Value Zone – Poulton (inc. Hambleton)**

#### **Baseline Position**

- 6.32 The results relating to the housing schemes tested in the High Value Zone show in all cases for previously developed land and greenfield development at all densities development is viable at the baseline position.
- 6.33 At densities of 30 dwellings per hectare the development surpluses for previously developed land development range from £57 per sq.m up to £125 per sq.m. The results for development on greenfield sites show better viability with a range of £271 per sq.m to £328 per sq.m.
- 6.34 The results at 35 dwellings per hectare show an improvement in viability with the respective surpluses ranging from £121 per sq.m to £186 per sq.m for previously developed sites, and £309 per sq.m to £365 per sq.m for greenfield sites.
- 6.35 The results at 40 dwellings per hectare show further improvement in viability with the respective surpluses ranging from £160 per sq.m to £231 per sq.m for previously developed sites, and £335 per sq.m to £393 per sq.m for greenfield sites.

#### **Provision for the Elderly**

- 6.36 As with the testing for the low and medium value area the cost of achieving M4 (2) has a limited impact on viability with a reduction in development surplus of £2 per sq.m. Hence development in these areas can support provision of M4 (2) to 20% of the dwellings.
- 6.37 Achieving M4 (3A) has a greater impact on viability with the reduction in surplus ranging from £10 per sq.m to £12 per sq.m. Again development in the high value locations is able to support provision of requirements for M4 (3A) to 20% of the dwellings.

#### **Affordable Housing**

- 6.38 The results of our testing for brownfield sites shows that at 30 dwellings per hectare all of the typologies tested are able to support 10% affordable housing provision. At 20% affordable housing 3 of the 6 schemes tested are viable. At 30% affordable housing provision however none of the schemes tested are viable.

- 6.39 The viability position improves however at the higher development densities we would expect to see within the existing built up area. At both 35 and 40 dwellings per hectare all but two of the 12 typologies tested are able to support 30% affordable housing provision.
- 6.40 The viability testing undertaken for greenfield sites shows that at all densities tested the housing typologies remain viable with the inclusion of 30% affordable housing.

### **Summary**

- 6.41 The results for the housing typologies tested show that development of previously developed land and greenfield sites in the High Value Zone is viable at the baseline position. This form of development is also able to support requirements for elderly provision based on M4 (2) and M4 (3A).
- 6.42 In terms of the results relating to the provision of onsite affordable housing then development is generally viable at 30% on site provision. The testing results relating to brownfield sites at 30 dwellings per hectare shows more limited viability with lower levels of affordable housing supported. It is anticipated however that higher density forms of development are likely to be undertaken within current built up areas and at densities of 35 and 40 dwellings per hectare provision of 30% affordable housing is viable in all but two cases. The development of greenfield sites at 30% affordable housing is viable in all instances. In the High Value areas the majority of new housing development would be able to support 30% affordable housing provision. Hence it would be appropriate to consider introducing a policy on this basis subject to a test of viability to deal with any limited cases on previously developed sites where viability at 30% provision may be more difficult to achieve.

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	30	506	£104					
2 (10 homes)	30	869	£132			£85	£133	
3 (25 homes)	30	2,318	£87	£2	£11	£74	£119	
4 (50 homes)	30	4,636	£134	£2	£11	£59	£117	£176
5 (75 homes)	30	6,861	£116	£2	£11	£63	£116	£179
6 (100 homes)	30	9,179	£135	£2	£11	£57	£114	£177
7 (250 homes)	30	22,993	£145	£2	£10	£54	£107	£161

Table 6.19: Prime Value Zone – Brownfield – 30 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	30	506	£315					
2 (10 homes)	30	869	£361			£86	£133	£219
3 (25 homes)	30	2,318	£301	£2	£11	£74	£119	£193
4 (50 homes)	30	4,636	£345	£2	£11	£61	£117	£176
5 (75 homes)	30	6,861	£329	£2	£11	£63	£116	£179
6 (100 homes)	30	9,179	£343	£2	£11	£57	£114	£177
7 (250 homes)	30	22,993	£348	£2	£10	£54	£107	£161

Table 6.20: Prime Value Zone – Greenfield – 30 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	35	506	£171					
2 (10 homes)	35	869	£199			£85	£133	£219
3 (25 homes)	35	2,318	£158	£2	£11	£74	£119	£193
4 (50 homes)	35	4,636	£203	£2	£11	£59	£117	£176
5 (75 homes)	35	6,861	£186	£2	£11	£63	£116	£179
6 (100 homes)	35	9,179	£204	£2	£11	£57	£114	£177
7 (250 homes)	35	22,993	£213	£2	£10	£54	£107	£161

Table 6.21: Prime Value Zone – Brownfield – 35 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	35	506	£359					
2 (10 homes)	35	869	£405			£86	£133	£219
3 (25 homes)	35	2,318	£347	£2	£11	£74	£119	£193
4 (50 homes)	35	4,636	£391	£2	£11	£59	£117	£176
5 (75 homes)	35	6,861	£375	£2	£11	£63	£116	£179
6 (100 homes)	35	9,179	£388	£2	£11	£57	£114	£177
7 (250 homes)	35	22,993	£392	£2	£10	£54	£107	£161

Table 6.22: Prime Value Zone – Greenfield – 35 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	40	506	£214					
2 (10 homes)	40	869	£259			£85	£133	£219
3 (25 homes)	40	2,318	£207	£2	£11	£74	£119	£193
4 (50 homes)	40	4,636	£255	£2	£11	£59	£117	£176
5 (75 homes)	40	6,861	£238	£2	£11	£47	£103	£170
6 (100 homes)	40	9,179	£256	£2	£11	£57	£114	£177
7 (250 homes)	40	22,993	£263	£2	£10	£54	£107	£161

Table 6.23: Prime Value Zone – Brownfield – 40 DPH

Scheme Ref (No. homes)	Density (per net developable hectare)	Gross Floor Area (sq.m)	Development Surplus (per sq.m)	Policies				
				M4 (2)	M4 (3A)	10% Affordable Housing	20% Affordable Housing	30% Affordable Housing
1 ( 5 homes)	40	506	£389					
2 (10 homes)	40	869	£444			£86	£136	£219
3 (25 homes)	40	2,318	£381	£2	£11	£74	£119	£193
4 (50 homes)	40	4,636	£426	£2	£11	£59	£117	£176
5 (75 homes)	40	6,861	£409	£2	£11	£63	£116	£179
6 (100 homes)	40	9,179	£423	£2	£11	£57	£114	£177
7 (250 homes)	40	22,993	£425	£2	£10	£54	£107	£161

Table 6.24: Prime Value Zone – Greenfield – 40 DPH

**Prime Value Zone - Garstang (inc. Forton, Hollins Lane, Scorton, Cabus, Bowgreave, Catterall, Bilsborrow, Barton, Churchtown, St Michaels, Inskip, Great Ecclestone)**

**Baseline Position**

- 6.43 The results relating to the housing schemes tested in the Prime Value Zone show in all cases for previously developed land and greenfield development at all densities development is viable at the baseline position.
- 6.44 At densities of 30 dwellings per hectare the development surpluses for previously developed land development range from £87 per sq.m up to £145 per sq.m. The results for development on greenfield sites show better viability with a range of £301 per sq.m to £348 per sq.m.
- 6.45 The results at 35 dwellings per hectare show an improvement in viability with the respective surpluses ranging from £158 per sq.m to £213 per sq.m for previously developed sites, and £347 per sq.m to £405 per sq.m for greenfield sites.
- 6.46 The results at 40 dwellings per hectare show further improvement in viability with the respective surpluses ranging from £207 per sq.m to £263 per sq.m for previously developed sites, and £381 per sq.m to £444 per sq.m for greenfield sites.

**Provision for the Elderly**

- 6.47 As with the testing for the other value areas the cost of achieving M4 (2) has a limited impact on viability with a reduction in development surplus of £2 per sq.m. Hence development in the prime area can support provision of M4 (2) to 20% of the dwellings.
- 6.48 Achieving M4 (3A) has a greater impact on viability with the reduction in surplus ranging from £10 per sq.m to £11 per sq.m. Again development in the prime value locations is able to support provision of requirements for M4 (3A) to 20% of the dwellings.



**Affordable Housing**

- 6.49 The results of our testing for brownfield sites shows that at 30 dwellings per hectare all of the typologies tested are able to support 10% affordable housing provision. At 20% affordable housing 4 of the 6 schemes tested are viable. At 30% affordable housing provision the typologies tested become unviable.
- 6.50 The viability position improves however at the higher development densities we would expect to see within the existing built up area. At both 35 and 40 dwellings per hectare all of the typologies tested are able to support 30% affordable housing provision with two exceptions.
- 6.51 The viability testing undertaken for greenfield sites shows that at all densities tested the housing typologies remain viable with the inclusion of 30% affordable housing.

**Summary**

- 6.52 The results for the housing typologies tested show that development of previously developed land and greenfield sites in the Prime Value Zone is viable at the baseline position. This form of development is also able to support requirements for elderly provision based on M4 (2) and M4 (3A).
- 6.53 In terms of the results relating to the provision of onsite affordable housing then development is generally viable at 30% on site provision. The results relating to brownfield sites at 30 dwellings per hectare show more limited viability with lower levels of affordable housing supported. It is anticipated however that higher density forms of development are likely to be undertaken within the existing built up area and at densities of 35 and 40 dwellings per hectare provision of 30% affordable housing is viable in all but two instances. The development of greenfield sites at 30% affordable housing are viable in all cases. As with development in the high value locations the majority of new housing development would be able to support 30% affordable housing provision. Hence it would be appropriate to consider introducing a policy on this basis subject to a test of viability to deal with any limited cases on previously developed sites where viability at 30% provision may be more difficult to achieve.

**Residential Results - Allocations**

- 6.54 As outlined in table 3.8 we have also undertaken site specific viability testing in relation to a number of the proposed allocations including 5 mixed residential and commercial sites. We have provided at **Appendix 8** a summary of the testing results including details of the net sales prices and benchmark land value that has been adopted. The residential land value that is produced by the appraisal is then compared to the benchmark land value and the difference between the two is the surplus or deficit. This determines whether the development is viable or otherwise based on the assumptions that have been adopted. Table 6.25 contains the results of this site specific testing. We have tested each of the sites based on 30% affordable housing provision. In those cases where development is not viable on this basis we have then tested at a lower threshold to determine at what point the development is viable. We have also prepared the testing inclusive of the costs associated with the provision of 20% of the dwellings to meet the requirements of M4 (2) and then M4 (3A).
- 6.55 As with the generic testing the results are presented to show the development surplus or loss per sq.m. In addition we have also included a column to show the surplus or loss per dwelling. This is to assist in consideration of other planning obligations that may be required in relation to these sites for example transport contributions towards the A6 corridor. The unviable results are shaded red.
- 6.56 With reference to table 6.25 we have presented the results of the testing of the allocated sites with reference to the four value areas that have been identified previously.

Ref	Address	Affordable Housing	Capacity	M4 (2)		M4 (3A)	
				Surplus (per sq.m)	Surplus (per dwelling)	Surplus (per sq.m)	Surplus (per dwelling)
<b>LOW VALUE</b>							
SA1/1	West of Broadway, Fleetwood	30%	25	-£136	-£12,643	-£146	-£13,503
		0%		-£18	-£1,691	-£27	-£2,511
SA3/1	Fleetwood Dock and Marina	30%	120	-£199	-£18,251	-£207	-£19,020
		0%		-£85	-£7,799	-£93	-£8,563
<b>MEDIUM VALUE</b>							
SA1/2	Lambs Road/Raikes Road, Thornton	30%	437	-£21	-£1,898	-£28	-£2,566
SA1/3	Land between Fleetwood Rd North and Pheasant Wood, Thornton	30%	153	£2	£157	-£7	-£601
SA1/11	North of Norcross Lane	30%	338	-£66	-£6,047	-£73	-£6,735
		10%		£6	£528	-£2	-£155
<b>HIGH VALUE</b>							
SA1/8	Land South of Blackpool Road, Poulton-le-Fylde	30%	154	£116	£10,663	£108	£9,920
SA1/12	Land at Arthurs Lane, Hambleton	30%	165	£96	£8,794	£88	£8,062

Ref	Address	Affordable Housing	Capacity	M4 (2)		M4 (3A)	
				Surplus (per sq.m)	Surplus (per dwelling)	Surplus (per sq.m)	Surplus (per dwelling)
<b>PRIME VALUE</b>							
SA1/13	Inskip Extension	30%	255	£100	£9,181	£92	£8,464
SA1/15	Land East of Hollins Lane, Hollins Lane <i>part</i>	30%	51	£100	£9,195	£91	£8,412
SA1/17	Land South of Prospect Farm, West of the A6, Garstang	30%	53	£108	£9,876	£99	£9,049
SA1/18	South of Kepple Lane, Garstang	30%	105	£104	£9,541	£95	£8,776
SA1/21	Land South of Calder House Lane, Bowgreave	30%	49	£133	£12,197	£125	£11,379
SA1/22	Garstang Country Hotel And Golf Club Garstang Road Bowgreave	30%	95	£109	£9,990	£101	£9,220
SA1/23	Daniel Fold Farm, Daniel Fold Lane, Catterall	30%	122	£81	£7,416	£73	£6,674
SA1/25	Land of Garstang Road, Barton	30%	72	£135	£12,442	£127	£11,678
SA1/26	Land Rear of Shepherds Farm, Barton	30%	34	£38	£3,500	£29	£2,664
SA3/2	Joe Lane (Land Bounded by Garstang Road, A6 and Joe Lane), Catterall	30%	242	£69	£6,362	£62	£5,677
SA3/3	Land West of Great Ecclestone, Great Ecclestone	30%	590	£85	£7,813	£79	£7,216
SA3/4	Forton Extension, Forton	30%	468	£74	£6,808	£67	£6,166
SA3/5	Land West of the A6 (Nateby Crossing), Garstang	30%	270	£80	£7,331	£72	£6,625

Table 6.25: Site Specific Viability Testing Results

**Low Value Zone**

- 6.57 In Fleetwood we have tested the residential allocation West of Broadway (SA1/1). This is a greenfield site within the existing built up area. The results of our testing show that at 30% affordable housing provision the development of the site is not viable. We have then undertaken further testing on the assumption of a scheme of market housing. On this basis the viability position improves significantly, although the development still makes a small loss. Assuming development which includes provision for M4 (2) the loss equates to -£18 per sq.m and for M4 (3A) the loss is -£27 per sq.m. With reference to the value of the completed development the level of loss equates to 1% and 1.5% respectively of the GDV. The appraisals include a contingency of 5% of cost and a developer's profit of 20% of GDV, hence the results suggest that the level of loss is marginal and the development is very close to being viable. Only a small reduction in costs or the developer's expectation of profit would result in a viable development.
- 6.58 The other development tested in Fleetwood is the mixed use allocation SA3/1 Fleetwood Docks. At present the site contains a range of existing uses and is to be developed in accordance with a masterplan. There is a resolution to grant consent for the southern part of the site for a fish park. Having regard to the requirements of the policy we have assumed a development comprising 120 dwellings together with 7.5 hectares of serviced employment land and 2 hectares of land serviced for leisure uses. Assuming 30% affordable housing provision the development is not viable. If a development of market housing is assumed then the development still makes a loss but the level of deficit is much reduced to -£85 and -£93 per sq.m based on M4 (2) and M4 (3A) respectively. This level of deficit equates to 4.7% and 5.1% respectively of GDV. As with the allocation at Broadway the results indicate that the development is marginal. A relatively small reduction in developer's profit, landowners expectation of land value or costs or a combination of these elements would make the development viable.
- 6.59 In preparing our viability assessment we have considered one option in relation to this site. Based on the wording of the policy there are potentially a range of options in terms of the future development of the site, this could include a greater degree of more valuable commercial uses.

**Medium Value Zone**

- 6.60 We have prepared viability assessments of two greenfield sites in Thornton. SA1/2 at Lambs Road is a significant site comprising 437 dwellings that is likely to be developed over a number of years. The results of our testing based on 30% affordable provision show a very small deficit of -£21 per sq.m based on M4 (2) and -£28 per sq.m at M4 (3A). This level of deficit is equivalent to 1.1% and 1.5% respectively of GDV which is nominal and indicates that development of the site is marginal with a limited reduction in costs or profit or land owner's expectation of value leading to a viable result.
- 6.61 Our financial appraisal assumes that the entire site is acquired on day one of the development and hence the purchase price accrues finance costs over the whole of the development programme. In reality it is unlikely that this will be the case and for a site of this size a developer will draw down and pay for the land in phases over a number of years with the result that finance costs are reduced significantly and viability improves accordingly.
- 6.62 The results for site SA1/3 at Pheasant Wood are a surplus of £2 per sq.m based on M4 (2) and -£7 per sq.m assuming M4 (3A). These results indicate that development of this site is likely to be viable. Particularly as our testing includes a robust 20% developers profit return and a contingency of 5%.
- 6.63 The site at Norcross Lane (SA1/11) is a brownfield site which is identified as providing 338 dwellings. Part of the allocation has consent for retail use and it is expected that the retail element of the outline permission should contribute towards the viability of the site. Our testing assumes that 338 dwellings will be delivered on the site with approximately 3 hectares of retail uses on the balance of the site. Assuming 30% affordable housing provision the development of this site is not viable, however our results show that at 10% affordable provision the results become viable. Assuming provision of 20% of the dwellings to M4 (2) the surplus is £6 per sq.m and at M4 (3A) there is a very small deficit of -£2 per sq.m. The results show that the site is broadly viable on this basis and would be able to support 10% affordable housing provision.
- 6.64 The results of our testing of these sites indicate that in the medium value area greenfield sites are generally likely to be able to support 30% affordable housing provision. The development of brownfield sites is more challenging in viability terms and in the case of the site at Norcross 10% affordable housing provision is likely to be a more realistic requirement.

**High Value Zone**

- 6.65 The allocated sites in Poulton are greenfield and a number of them already have reserved matters or full planning consent. In preparing our testing we have considered the viability of SA1/8 South of Blackpool Road. This is a greenfield site with capacity for 154 dwellings. The results of our testing assuming 30% affordable housing show surpluses of £116 and £108 per sq.m respectively. The site is expected to contribute to the delivery of the Poulton-le-Fylde Highway Mitigation Strategy. At the present time the extent of the likely contribution has not been established however our results show that the level of surplus is equivalent to between £9,920 and £10,663 per dwelling. Part or all of this sum would be available to fund the Highway Mitigation Strategy measures.
- 6.66 We have also prepared a viability assessment in relation to the allocation SA1/12 Arthurs Lane, Hambleton. This is greenfield site with capacity for 165 dwellings. The results of our testing at 30% affordable housing provision show that the development of the site is viable with a surplus of £96 per sq.m assuming M4 (2) and £88 per sq.m based on M4 (3A).
- 6.67 The results of our testing in Poulton and Hambleton indicate that the allocations are viable and able to support affordable housing based on 30% provision.

**Prime Value Zone**

- 6.68 Within the prime value zone we have tested several residential allocations in the main town of Garstang. We have also undertaken viability testing in relation to a number of the sites in the settlements along the A6 corridor. In addition we have tested the mixed use allocations at Great Eccleston (SA3/3), Joe Lane (SA3/2), Forton Extension (SA3/4) and the land West of A6 Garstang (SA3/5).
- 6.69 In all cases both the residential allocations and also the mixed use sites are viable assuming 30% affordable housing provision. The least viable result is for the allocation SA1/26 Land Rear of Shepherds Farm, Barton with a surplus of £38 per sq.m assuming the provision of 20% of the dwellings to M4 (2) and £29 per sq.m on the basis of M4 (3A). The reason for the slightly reduced viability position in relation to this site is due to the inclusion of a cost of £250,000 for drainage into the canal. This cost is being carried by what is a relatively small development of only 34 dwellings hence it has a disproportionate effect on viability.

- 6.70 The allocations in Garstang and to the south of Garstang along the A6 corridor will be required to contribute towards the A6 Barton to Garstang Sustainable Transport Strategy. The level of contributions will be identified as the allocations are brought forward for development. With reference to the results of our testing these contributions would need to be paid from the development surplus for each site. The minimum level of surplus for the SA1/26 Shepherds Farm site is £2,664 per dwelling based on elderly provision at M4 (3A). In relation to the other sites that will be required to contribute the range of surpluses assuming M4 (3A) are from £5,677 to £11,678 per dwelling.
- 6.71 The results of our testing in Garstang and the villages to the east of the Borough indicate that the allocations (including mixed use allocations) are viable and are able to support affordable housing based on 30% provision.

### **Commercial Results**

#### **Generic Testing**

- 6.72 The results of the testing that we have undertaken in respect of the Commercial development scenarios are listed in table 6.26.



Commercial Results			Brownfield		Greenfield	
Use	Floor Area (sq.ft)	Floor Area (sq.m)	Surplus/loss per sq. m	Surplus/loss % cost	Surplus/loss per sq. m	Surplus/loss % cost
Offices	5,000	464	-£759	-63.48%	-£709	-59.32%
Offices	20,000	1,857	-£646	-54.06%	-£597	-49.92%
Industrial B2	5,000	464	-£582	-82.12%	-£530	-74.81%
Industrial B2	20,000	1,857	-£278	-46.53%	-£226	-37.75%
Industrial B2	50,000	4,643	-£235	-39.30%	-£183	-30.56%
Industrial B2	100,000	9,287	-£208	-34.74%	-£156	-26.03%
Food and Drink	6,000	557	£331	14.24%	£395	16.99%
Retail Comparison	3,000	279	£117	7.21%	£169	10.43%
Retail Comparison	10,000	929	£196	12.07%	£247	15.27%
Retail Comparison	30,000	2,786	£342	21.09%	£394	24.28%
Retail Convenience	3,000	279	£621	28.94%	£673	31.37%
Retail Convenience	10,000	929	£748	34.86%	£799	37.28%
Retail Convenience	30,000	2,786	£862	40.20%	£913	42.59%

Table 6.26: Commercial Development Typologies

- 6.73 Our viability testing for the commercial development typologies assumes that development is undertaken speculatively and hence includes a market risk adjusted developer's profit return at 15% of cost. With reference to table 6.26 the results indicate that at present, standalone speculative office and industrial development is unviable across the Borough on this basis.
- 6.74 The results of the retail testing show that new convenience and comparison retail development in the Borough is viable on both brownfield and greenfield sites. The results for the food and drink testing also show that development is viable based on a speculative form of development.
- 6.75 Despite the fact that certain forms of commercial development are not considered to be financially viable on a speculative basis at this point in time it is likely that industrial and some office development will come forward in the future in Wyre. Such development is likely to be motivated by specific circumstances such as an existing owner wishing to expand or other business requirements necessitating development of that type in that location, for example to be near a specific piece of existing infrastructure or for business agglomeration reasons. Development of this type may take place with owner occupiers acquiring a site for development themselves, or alternatively procuring new premises through a design and build project which carries a lower profit requirement based on a contractors return.
- 6.76 Alternatively if such forms of development are to come forward on a speculative basis, it is likely that they may require support from enabling development in the form of more viable forms of development such as residential or certain types of retail accommodation. Alternatively with the aid of public sector funding support such forms of development may also come forward in the Borough.
- 6.77 With reference to the employment allocations identified in the Local Plan there is likely to be a range of different types of employment development including offices, industrial and warehousing. Development may be brought forward using a variety of different mechanisms or the landowners may simply service the sites and seek to sell plots for owner occupation or design and build.

6.78 When applying normal development viability criteria including a developer's profit, office and industrial developments are unviable and as such substantive speculative market development is unlikely to take place in on this basis. We do however expect new employment development to come forward in Wyre with development more likely to be in the form of expansion space for existing companies in the Borough. In addition new employment development is also likely to come forward with the benefit of public sector funding support or as part of a wider mixed use scheme as indicated by the level of viability in the mixed use allocations that we have tested.

## 7.0 PLAN VIABILITY AND DELIVERY

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### **Conclusions**

- 7.01 As outlined in Section 3, the NPPF requires that the Local Plan should be deliverable and the sites and scale of development identified in the Plan should not be subject to such a scale of obligations and Policy burdens that their ability to be viably developed is threatened.
- 7.02 In preparing this study we have considered the spatial and strategic policies of the Local Plan, the proposed housing, mixed use and employment allocations on which new development will be based, the development management policies that will guide the form, design, quality of development and the associated planning obligations.

### **Housing**

- 7.03 Based on the proposed Local Plan allocations, we have prepared site specific viability appraisals for a number of the largest housing allocations on which the plan relies together with appraisals for a number of predominantly housing led mixed use sites. In addition we have prepared a representative sample of other smaller potential housing typologies. These range in size from 5 dwellings to 250 dwellings and are based on both greenfield and brownfield development scenarios. Summaries of the development scenarios and sites tested are contained at Tables 3.6 to 3.8.
- 7.04 The Development Management Policies contained within the Local Plan vary in terms of their impact on development. Not all will have direct implications for development viability. A summary of the key policies and their effect on development is contained at Section 2 of this report.
- 7.05 Of the policies assessed a number will impact on the form and design of development such as those which require provision for SUDs or for open space. Others such as Affordable Housing will place an obligation on the developer which will have a cost implication. Requirements for local infrastructure provision may require a monetary payment either through a S.106/S278 contribution or possibly CIL at a future point in time.

- 7.06 In preparing our viability assessments we have firstly considered those policies which guide the form and design of development. The construction cost assessments have been prepared to meet current building regulation requirements and are reflective of Policy requirements in relation to design standards, and on-site open space provision and drainage management. In addition we have also considered the requirements for infrastructure provision on the respective sites, and any site specific S106/S278 contributions/works required in relation to the allocations.
- 7.07 Full details of our assumptions in relation policy requirements are contained at table 3.19 whilst WYG's report on the Build Cost assumptions is included at **Appendix 7**. Tables 6.1-6.24 contain the results of our viability testing of the Local Plan policies in relation to new residential development. The tables show the results of our testing firstly based on a development of entirely market housing adopting a construction cost position which reflects current building regulations requirements, and the policies relating to the provision of onsite open space and Sustainable Drainage Systems, together with a S106 contribution of £1,200 per dwelling. We have then considered the impact of the local plan policy **HP2 Housing Mix** in relation to meeting the needs of an ageing population. The policy requires at least 20% of dwellings in developments larger than 20 units to be of a design suitable or adaptable for older people or people with restricted mobility. To understand the impact on viability of this policy we have undertaken testing based on two options, namely:-

**Accessible and Adaptable Dwellings** - in line with Building Regulations Requirement M4 (2) and;

**Wheelchair-accessible Dwellings** - in line with Building Regulations Requirement M4 (3A)

- 7.08 We have then considered the impact on development of affordable housing and in particular the level of affordable housing provision that would be appropriate across the different value areas in the Borough.

- 7.09 The results of our testing indicate that market housing development in the lowest value areas is generally not viable on brownfield sites (except in a small number of cases) and hence the prospects for new housing development are finely balanced in these locations. For development to come forward in these locations either the land owner or developer or both will need to accept a reduction in the level of return that they may be seeking. The extent of the deficit for housing development on previously developed sites in these locations is however generally around 5% of GDV, or less at higher densities which suggests that these developments are only marginally unviable. A relatively small adjustment to the level of developers profit or land price or both would enable this form of development to be taken forward in these low value areas.
- 7.10 In relation to the greenfield sites in the low value locations the testing indicates that development of market housing is generally viable.
- 7.11 With reference to table 6.25 we have also tested 2 allocations in this area, the first a small housing site for 25 units and the second the mixed use site at Fleetwood Docks. In relation to the former our testing shows that based on a scheme of market housing the development makes a small loss equivalent to less than 1.5% of GDV. This suggests that development of the allocation is marginal and is very close to being viable.
- 7.12 In terms of the mixed use allocation at Fleetwood Docks we have assumed a development comprising 120 dwellings and 9.5 hectares of serviced employment and leisure land. Adopting this approach the results of our testing suggest that the development is not viable, but with a relatively small deficit of around 5% of GDV. This means that limited adjustments in the scheme or appraisal variables could result in a viable development.
- 7.13 In relation to the generic residential testing undertaken in the medium value areas then the viability position improves. 11 of the 42 typologies tested based on developments of market housing where unviable. The level of deficit in these cases is again generally limited and hence as outlined in para 7.09 a relatively small adjustment to the level of developers profit or land price or both would enable these developments to be taken forward.
- 7.14 The 3 allocations tested in this location are viable based on market housing only.

- 7.15 In the high and prime value areas the development of market housing is viable. Similarly each of the proposed allocations is viable based on a development of market housing.
- 7.16 Our viability testing relating to elderly provision considered two options in relation to the Optional Technical Standards at M4 (2) and M4 (3A). We assumed that in each case for developments of 20 dwellings and above that 20% of dwellings would be required to meet these standards. The results of this testing showed that the requirements to achieve M4 (2) generally have far less of an impact on viability with a reduction of around £2 per sq.m. M4 (3A) at between £10 and £12 per sq.m is generally more expensive to achieve. In each case however where development is viable then these standards can generally be supported, and do not have a significant impact on viability.
- 7.17 **Policy HP3: Affordable Housing** of the Local Plan deals with the requirements for the provision of affordable housing in the Borough. Our testing has informed the level of affordable housing that could be supported in the various locations across the Borough. Our testing indicates that in the low value areas around Fleetwood then it may not be appropriate to seek affordable housing on new development.
- 7.18 In the medium value areas around Thornton the results vary dependent on the density of development and type of site ie. greenfield or brownfield. On greenfield sites then in most cases 30% affordable housing provision can be supported whilst on brownfield sites 10% affordable provision is likely to be the maximum level that new development can support. The results of the testing of the three allocations in this area are in line with this conclusion.
- 7.19 In the high and prime value areas the majority of development can support 30% affordable housing provision, with a small number of exceptions relating to lower density development on brownfield sites. Again the allocations tested in these areas are all able to support 30% affordable housing provision.
- 7.20 The results of our testing in relation to affordable housing are in line with the requirements based on settlement area contained within the Local Plan Policy HP3. In those limited instances on lower density brownfield sites where viability may be more marginal then the policy also has flexibility in the form of a test of viability to address this issue.

- 7.21 Our viability testing assumes a no grant position. It is possible that Registered Providers may be able to secure funding through the Homes and Communities Agency to assist in the delivery of higher numbers of affordable homes on sites where viability is at issue.
- 7.22 Policy HP3 is in line with the results of our testing and with the inclusion of a test of viability it is unlikely to prejudice the delivery of new housing development in the Borough.

### **Non-Residential Developments**

- 7.23 The results from the viability testing for the offices and industrial suggest that employment development is not currently viable on a speculative basis. In certain cases for industrial development the results indicate that in the absence of a developers profit requirement development may come close to 'breaking even'.
- 7.24 In our view the Local Plan Policy obligations, as drafted, do not place such a burden on new employment development so as to prejudice its future delivery. Issues in relation to viability arise because rents and capital values for employment uses are still currently at a relatively low level and in comparison there is a 'gap' with build costs. Traditionally in recent years this gap has been met by public sector funding support or in the case of mixed use schemes cross-subsidised by other more viable forms of development. Our testing of the mixed use allocations in the higher value locations shows that development is viable which supports this point.
- 7.25 Notwithstanding the results of our viability testing it is likely that office and industrial development will come forward in Wyre in the future motivated by specific circumstances such as an owner occupier wishing to expand or alternatively with the benefit of public sector funding support.
- 7.26 The results of our viability testing for retail development show that development of both convenience and comparison retail is viable at the present time. Similarly new development for food and drink uses is also viable.



**Overall Conclusions**

- 7.27 Subject to the comments made above, the overall scale of obligations, standards and policy burdens contained in the Local Plan are not of such a scale that cumulatively they threaten the ability of the sites and scale of development identified in the Plan to be developed viably. In certain circumstances there may need to be a balance achieved between any requirements for affordable housing and S106 contributions/CIL (if introduced), however there is sufficient flexibility in the Plan policies as currently drafted to allow a relaxation of policy requirements if appropriate.

**APPENDIX 1**

**PLANNING APPLICATION ANALYSIS**

APPENDIX 1

ANALYSIS OF PLANNING PERMISSIONS

Ref	Planning Application Number	Address	Settlement	Site Area (Hectares) Gross	Houses						Apartments			Total	Site area gross (acres)	Site area net (hectares)	Site area net (acres)	Gross:Net	Masurement Source	Price Paid	Price (per acre)	Date of Acquisition	Dwellings Per ha (Net)	Dwellings Per ha (Gross)	Greenfield / Brownfield	Comments			
					1 bed	2 bed	3 bed	4 bed	5 bed	6 bed	1 bed	2 bed	3 bed																
1	10/00560/REMAJ	Land At Fleetwood Docks Fleetwood (Persimmon)	Fleetwood		No Units																				Brownfield	Persimmon - Harbour Village			
					Mix																								
					Ave Size (sq ft)																								
2	13/00762	Land At Fleetwood Docks Fleetwood (Redrow)	Fleetwood		No Units																					Brownfield	Redrow - Harbour Village		
					Mix																								
					Ave Size (sq ft)																								
3	10/00215/FULMAJ	Land off Bourne Road, Thornton Cleveleys	Thornton Cleveleys	9.09	No Units	6	114	135				9	9														Brownfield	David Wilson/Barratt - Hawley Gardens	
					Mix	2%	42%	49%				3%	3%																
					Ave Size (sq ft)	647	927	1,204				462	646																
4	14/00131/LMAJ	Land at Fleetwood Road North	Thornton Cleveleys	3.34	No Units	14	39	47																				Brownfield	Rowland Homes
					Mix	14%	39%	47%																					
					Ave Size (sq ft)	681	873	1,184																					
5	14/00772/FULMAJ	Ashdell Nurseries	Thornton Cleveleys	2.4	No Units	8	29	15																				Brownfield	Melrose Development - Ashdell Nurseries
					Mix	9%	34%	18%	11%				24%																
					Ave Size (sq ft)	792	810	1,245	1,782																				
6	17/00026/REMAJ	Land off Stricklands Lane	Stalmine	3.5	No Units	6	15	41				6																Brownfield	MCK Associates (for Wainhomes)
					Mix	8%	19%	53%	12%																				
					Ave Size (sq ft)	630	878	1,238	1,714																				
7	13/00791/FULMAJ	Fylde Community College, Normoss	Normoss	4.3	No Units	20	24	59																				Brownfield	Wainhomes - Highgrove Park
					Mix	17%	20%	50%	13%	0%	0%	0%	0%																
					Ave Size (sq ft)	630	733	1,294	1,725																				
8	15/00500/DIS	Land East of Carr Lane	Hambleton	2	No Units	13	10	28																				Brownfield	Story Homes - The Pastures
					Mix	25%	20%	55%																					
					Ave Size (sq ft)	699	970	1,342																					
9	15/00298/LMAJ	Land at Garstang Road East	Poulton-le-Fylde		No Units	48	138	88																				Brownfield	Mix based on Persimmon scheme.
					Mix	18%	50%	32%																					
					Ave Size (sq ft)	626	868	1,235																					
10	16/00468/OUTMAJ	Station Road	Poulton-le-Fylde	2.19	No Units			39																				Brownfield	Redrow - The Pavillions
					Mix			100%																					
					Ave Size (sq ft)			1,215																					
11	15/00594/FULMAJ	The Toppings, Garstang	Garstang	3.13	No Units	15	17	24				8																Brownfield	Redrow - Canal View
					Mix	23%	27%	38%				13%																	
					Ave Size (sq ft)	820	1,185	1,390				463																	
12	14/00518/FULMAJ	Land South of Ribblesdale Drive	Forton	1.26	No Units			9																				Brownfield	Applethwaite Group - Bowland Gardens
					Mix			74%	26%																				
					Ave Size (sq ft)			975	1,269																				
13	15/00193/REMAJ	Land at Stubbins Lane	Cloughton-on-Brock	1.46	No Units	3	17	20				4																Brownfield	Rowland Homes - Bowland View
					Mix	7%	39%	45%				9%																	
					Ave Size (sq ft)	760	844	1,262																					
14	15/00672/REMAJ	Land at Kepple Lane	Garstang	7.2	No Units	43	34	39				6																Brownfield	Barratt Homes - The Links
					Mix	33%	26%	30%	6%				5%																
					Ave Size (sq ft)	728	1,195	1,341	1,375			490																	
15	14/00595/OUTMAJ	Preston Road, Inskip	Inskip	1.21	No Units	5	11	11																				Brownfield	Create Developments
					Mix	19%	41%	41%																					
					Ave Size (sq ft)	795	926	1,264																					
16	16/00090/FULMAJ	Land to Rear 897 Garstang Road	Garstang	0.91	No Units	8	17	1																				Brownfield	MCK Associates (for Wainhomes)
					Mix	31%		65%	4%																				
					Ave Size (sq ft)	670		1,378	1,712																				
17	16/00225/OUTMAJ	Land off Moorland Road	Garstang		No Units	8	22	13				6																Brownfield	MCK Associates (for Wainhomes)
					Mix	16%		45%	27%				12%																
					Ave Size (sq ft)	700		1,457	1,713				652																
18	14/00053/OUTMAJ	Utopia Kepple Lane	Garstang	2.65	No Units		29	28				6	12															Brownfield	DTA Architects
					Mix		39%	37%				8%	16%																
					Ave Size (sq ft)																								

Housing Mix

Housing Mix	Houses						Apartments			Total
	1 bed	2 bed	3 bed	4 bed	5 bed	6 bed	1 bed	2 bed	3 bed	
No Dwellings	197	486	631	55			33	57		1459
Percentage	13.5%	33.3%	43%	3.8%			2.3%	3.9%		

Housing Mix (No Apartments)

Housing Mix	Houses						Total
	1 bed	2 bed	3 bed	4 bed	5 bed	6 bed	
No Dwellings	197	486	631	55			1369
Percentage	14%	36%	46%	4%			

Average Dwelling Size

Dwelling Size	Houses						Apartments		
	1 bed	2 bed	3 bed	4 bed	5 bed	6 bed	1 bed	2 bed	3 bed
Ave Size (sq.ft)	706	932	1288	1,670			481	596	
Ave Size (sq.m)	66	87	120	155			45	55	

**APPENDIX 2**

**NEW BUILD HOUSING SALES/ASKING PRICES**

Appendix 2 - New Build Housing Sales and Asking Prices

Harbour Village, Fleetwood - Persimmon

Apartment	No	Street	Town	Postcode	Price Paid	Date	Sq.ft	Price (Per Sq.ft)	Price (Per Sq.m)	Reference	Description	
	26	BREAKERS WHARF	FLEETWOOD	FY7 6FL	£171,995	01/04/2015	1130	£152	£1,638	Croft	3 Storey 4 Bed Mews.	
	28	BREAKERS WHARF	FLEETWOOD	FY7 6FL	£156,995	23/10/2015	1130	£139	£1,495	Croft	3 Storey 4 Bed Mews.	
	32	BREAKERS WHARF	FLEETWOOD	FY7 6FL	£158,995	08/12/2015	1130	£141	£1,515	Croft	3 Storey 4 Bed Mews.	
	34	BREAKERS WHARF	FLEETWOOD	FY7 6FL	£158,995	27/08/2015	1130	£141	£1,515	Croft	3 Storey 4 Bed Mews.	
	111	WINDWARD AVENUE	FLEETWOOD	FY7 6FE	£161,995	16/02/2015	1012	£160	£1,723	Penshaw	2.5 Storey 2/3 Bed Mews.	
	115	WINDWARD AVENUE	FLEETWOOD	FY7 6FE	£154,995	25/09/2015	1012	£153	£1,649	Penshaw	2.5 Storey 2/3 Bed Mews.	
	117	WINDWARD AVENUE	FLEETWOOD	FY7 6FE	£154,995	27/11/2015	1012	£153	£1,649	Penshaw	2.5 Storey 2/3 Bed Mews.	
	107	WINDWARD AVENUE	FLEETWOOD	FY7 6FE	£178,995	23/10/2015	999	£179	£1,929	Clandon	2 Storey 3 Bed Detached.	
	2	BREAKERS WHARF	FLEETWOOD	FY7 6FL	£159,995	08/06/2015	999	£160	£1,724	Clevedon	2 Storey 3 Bed Detached.	
	20	BREAKERS WHARF	FLEETWOOD	FY7 6FL	£164,995	21/09/2015	999	£165	£1,778	Clevedon	2 Storey 3 Bed Detached.	
	26	WINDWARD AVENUE	FLEETWOOD	FY7 6FQ	£144,995	28/09/2015	870	£167	£1,794	Rufford	2 Storey 3 Bed Semi Detached. Integral Garage.	
	28	WINDWARD AVENUE	FLEETWOOD	FY7 6FQ	£144,995	26/06/2015	870	£167	£1,794	Rufford	2 Storey 3 Bed Semi Detached. Integral Garage.	
	24	BREAKERS WHARF	FLEETWOOD	FY7 6FL	£125,000	19/06/2015	761	£164	£1,768	Hanbury	2 Storey 3 Bed Semi Detached.	
	36	BREAKERS WHARF	FLEETWOOD	FY7 6FL	£126,995	26/05/2015	761	£167	£1,796	Hanbury	2 Storey 3 Bed Semi Detached.	
	4	BREAKERS WHARF	FLEETWOOD	FY7 6FL	£129,995	26/02/2015	761	£171	£1,839	Hanbury	2 Storey 3 Bed Semi Detached.	
	8	BREAKERS WHARF	FLEETWOOD	FY7 6FL	£129,995	16/01/2015	761	£171	£1,839	Hanbury	2 Storey 3 Bed Semi Detached.	
	14	BREAKERS WHARF	FLEETWOOD	FY7 6FL	£119,995	30/03/2015	761	£158	£1,697	Hanbury	2 Storey 3 Bed Semi Detached.	
	16	BREAKERS WHARF	FLEETWOOD	FY7 6FL	£118,995	27/03/2015	761	£156	£1,683	Hanbury	2 Storey 3 Bed Semi Detached.	
	18	BREAKERS WHARF	FLEETWOOD	FY7 6FL	£119,995	27/03/2015	761	£158	£1,697	Hanbury	2 Storey 3 Bed Semi Detached.	
	1	PIONEER CLOSE	FLEETWOOD	FY7 6FR	£126,995	30/04/2015	761	£167	£1,796	Hanbury	2 Storey 3 Bed Semi Detached.	
	2	PIONEER CLOSE	FLEETWOOD	FY7 6FR	£141,995	30/01/2015	761	£187	£2,008	Hanbury	2 Storey 3 Bed Semi Detached.	
	103	WINDWARD AVENUE	FLEETWOOD	FY7 6FE	£134,995	27/02/2015	761	£177	£1,909	Hanbury	2 Storey 3 Bed Semi Detached.	
	5	PIONEER CLOSE	FLEETWOOD	FY7 6FR	£109,995	17/04/2015	611	£180	£1,938	Moulton	2 Storey 2 Bed Mews.	
<b>Average (No 3 Storey/2.5 Storey/Affordable)</b>								<b>£168</b>	<b>£1,812</b>			

Harbour Village, Fleetwood - Redrow

Apartment	No	Street	Town	Postcode	Price Paid	Date	Sq.ft	Price (Per Sq.ft)	Price (Per Sq.m)	Reference	Description	
	29	WINDWARD AVENUE	FLEETWOOD	FY7 6FE	£237,995	25/06/2015	1345	£177	£1,905	Cambridge	2 Storey 4 Bed Detached.	
	2	CARDINAL CLOSE	FLEETWOOD	FY7 6HA	£259,995	21/08/2015	1300	£200	£2,153	Redwing	2 Storey 4 Bed Detached.	
	5	CARDINAL CLOSE	FLEETWOOD	FY7 6HA	£259,995	21/08/2015	1300	£200	£2,153	Redwing	2 Storey 4 Bed Detached.	
	3	ADMIRAL CLOSE	FLEETWOOD		£265,995	19/01/2017	1,300	£205	£2,202	Redwing	2 Storey 4 Bed Detached.	
	6	ADMIRAL CLOSE	FLEETWOOD		£265,995	16/12/2016	1,300	£205	£2,202	Redwing	2 Storey 4 Bed Detached.	
	9	ADMIRAL CLOSE	FLEETWOOD		£264,995	09/09/2016	1,300	£204	£2,194	Redwing	2 Storey 4 Bed Detached.	
	2	THE MOORINGS	FLEETWOOD	FY7 6FP	£249,995	24/04/2015	1300	£192	£2,070	Redwing	2 Storey 4 Bed Detached.	
	27	WINDWARD AVENUE	FLEETWOOD	FY7 6FE	£219,995	16/11/2015	1189	£185	£1,992	Windsor	2 Storey 4 Bed Detached.	
	4	ADMIRAL CLOSE	FLEETWOOD		£236,995	28/10/2016	1,134	£209	£2,250	Malard	2 Storey 4 Bed Detached.	
	8	ADMIRAL CLOSE	FLEETWOOD		£234,995	16/09/2016	1,134	£207	£2,231	Malard	2 Storey 4 Bed Detached.	
	12	THE MOORINGS	FLEETWOOD	FY7 6FP	£219,995	13/02/2015	1134	£194	£2,088	Mallard	2 Storey 4 Bed Detached.	
	4	CARDINAL CLOSE	FLEETWOOD	FY7 6HA	£227,995	11/09/2015	1134	£201	£2,164	Mallard	2 Storey 4 Bed Detached.	
	5	WINDWARD AVENUE	FLEETWOOD	FY7 6FE	£169,995	27/03/2015	1095	£155	£1,671	Kenilworth	3 Storey 3 Bed Mews.	
	7	LEEWARD CLOSE	FLEETWOOD	FY7 6GZ	£174,995	15/05/2015	1032	£170	£1,825	Warwick	2 Storey 3 Bed Detached.	
	6	CAPSTAN CLOSE	FLEETWOOD	FY7 6FN	£169,995	18/03/2015	942	£180	£1,942	Letchworth	2 Storey 3 Bed Semi Detached.	
	14	CAPSTAN CLOSE	FLEETWOOD	FY7 6FN	£169,995	26/06/2015	942	£180	£1,942	Letchworth	2 Storey 3 Bed Semi Detached.	
	15	CAPSTAN CLOSE	FLEETWOOD	FY7 6FN	£169,995	20/01/2015	942	£180	£1,942	Letchworth	2 Storey 3 Bed Semi Detached.	
	1	LEEWARD CLOSE	FLEETWOOD	FY7 6GZ	£164,995	20/08/2015	942	£175	£1,885	Letchworth	2 Storey 3 Bed Semi Detached.	
	72	WINDWARD AVENUE	FLEETWOOD		£164,995	22/07/2016	942	£175	£1,885	Letchworth	2 Storey 3 Bed Semi Detached.	
	74	WINDWARD AVENUE	FLEETWOOD		£164,995	08/07/2016	942	£175	£1,885	Letchworth	2 Storey 3 Bed Semi Detached.	
	4	BULKHEAD DRIVE	FLEETWOOD		£164,995	19/08/2016	942	£175	£1,885	Letchworth	2 Storey 3 Bed Semi Detached.	
	6	BULKHEAD DRIVE	FLEETWOOD		£164,995	05/08/2016	942	£175	£1,885	Letchworth	2 Storey 3 Bed Semi Detached.	
	3	LEEWARD CLOSE	FLEETWOOD	FY7 6GZ	£164,995	11/09/2015	942	£175	£1,885	Letchworth	2 Storey 3 Bed Semi Detached.	
	5	LEEWARD CLOSE	FLEETWOOD	FY7 6GZ	£161,995	20/08/2015	942	£172	£1,851	Letchworth	2 Storey 3 Bed Semi Detached.	
	6	LEEWARD CLOSE	FLEETWOOD	FY7 6GZ	£164,995	23/07/2015	942	£175	£1,885	Letchworth	2 Storey 3 Bed Semi Detached.	
	2	FAIRWATER CLOSE	FLEETWOOD	FY7 6GU	£149,995	16/10/2015	884	£170	£1,826	Malvern	2 Storey 3 Bed Mews.	
	7	TRAWLER CLOSE	FLEETWOOD	FY7 6GW	£149,995	02/10/2015	884	£170	£1,826	Malvern	2 Storey 3 Bed Mews.	
	66	WINDWARD AVENUE	FLEETWOOD	FY7 6FQ	£149,995	20/03/2015	884	£170	£1,826	Malvern	2 Storey 3 Bed Mews.	
	4	FAIRWATER CLOSE	FLEETWOOD	FY7 6GU	£134,995	25/09/2015	842	£160	£1,726	Ledbury 3	2 Storey 3 Bed Mews.	
	5	TRAWLER CLOSE	FLEETWOOD	FY7 6GW	£134,995	25/09/2015	842	£160	£1,726	Ledbury 3	2 Storey 3 Bed Mews.	
	4	TRAWLER CLOSE	FLEETWOOD	FY7 6GW	£149,995	05/11/2015	818	£183	£1,974	Broadway	2 Storey 3 Bed Mews.	
	3	TRAWLER CLOSE	FLEETWOOD	FY7 6GW	£137,995	29/10/2015	784	£176	£1,895	Evesham 3	2 Storey 3 Bed Mews.	
	18	CAPSTAN CLOSE	FLEETWOOD	FY7 6FN	£136,995	10/08/2015	784	£175	£1,881	Evesham 3	2 Storey 3 Bed Mews.	
	6	TRAWLER CLOSE	FLEETWOOD	FY7 6GW	£124,995	02/10/2015	741	£169	£1,816	Ledbury	2 Storey 2 Bed Mews.	
	2	TRAWLER CLOSE	FLEETWOOD	FY7 6GW	£119,995	29/10/2015	680	£176	£1,899	Evesham	2 Storey 2 Bed Mews.	
	1	THE MOORINGS	FLEETWOOD		£255,995	25/11/2016	1,189	£215	£2,317	Whimbrel	2 Storey 4 Bed Detached.	
	3	CARDINAL CLOSE	FLEETWOOD	FY7 6HA	£237,995	30/09/2015	1,189	£200	£2,155	Whimbrel	2 Storey 4 Bed Detached.	
	2	ADMIRAL CLOSE	FLEETWOOD		£249,995	28/10/2016	1,189	£210	£2,263	Whimbrel	2 Storey 4 Bed Detached.	
	5	ADMIRAL CLOSE	FLEETWOOD		£245,995	21/10/2016	1,189	£207	£2,227	Whimbrel	2 Storey 4 Bed Detached.	
	10	ADMIRAL CLOSE	FLEETWOOD		£244,995	26/08/2016	1,189	£206	£2,218	Whimbrel	2 Storey 4 Bed Detached.	
	8	FAIRWATER CLOSE	FLEETWOOD		£204,995	08/07/2016	1,134	£181	£1,946	Shrewsbury	2 Storey 4 Bed Detached.	
	1	BULKHEAD DRIVE	FLEETWOOD		£204,995	15/07/2016	1,134	£181	£1,946	Shrewsbury	2 Storey 4 Bed Detached.	
	68	WINDWARD AVENUE	FLEETWOOD		£184,995	01/07/2016	985	£188	£2,022	Brecon	2 Storey 3 Bed Detached.	
	66A	WINDWARD AVENUE	FLEETWOOD		£179,995	18/08/2016	985	£183	£1,967	Brecon	2 Storey 3 Bed Detached.	
	2	BULKHEAD DRIVE	FLEETWOOD		£179,995	22/11/2016	985	£183	£1,967	Brecon	2 Storey 3 Bed Detached.	
	22	BREAKERS WHARF	FLEETWOOD		£159,995	25/10/2016	999	£160	£1,724	Clandon	2 Storey 3 Bed Semi Detached.	
	121	WINDWARD AVENUE	FLEETWOOD		£150,000	04/08/2016	999	£150	£1,616	Clandon	2 Storey 3 Bed Semi Detached.	
<b>Average (No 3 Storey/2.5 Storey/Affordable)</b>								<b>£184</b>	<b>£1,980</b>			

## Appendix 2 - New Build Housing Sales and Asking Prices

### Radcliffe Road, Fleetwood

Current Availability - Sept 2017

Plot	Ref	No Beds	Type	Asking Price	Size (sq.m)	Size	Asking Price (per sq.m)	Asking Price (per sq.ft)
		3	Semi	£149,995	84	899	£1,796	£167
							<b>£1,796</b>	<b>£167</b>

Data Source

Brochure

Planning Documents

**Appendix 2 - New Build Housing Sales and Asking Prices**

**Thornton Fields, Thornton-Cleveleys - Rowland Homes**

Apartment	No	Street	Town	Postcode	Price Paid	Date	Sq.ft	Price (Per Sq.ft)	Price (Per Sq.m)	Reference	Description
	14	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£213,000	29/04/2016	1116	£191	£2,054	Bowes	2 Storey 4 Bed Detached
	15	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£213,000	11/03/2016	1116	£191	£2,054	Bowes	2 Storey 4 Bed Detached
	16	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£214,000	23/05/2016	1116	£192	£2,064	Bowes	2 Storey 4 Bed Detached
	21	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£236,000	18/08/2016	1116	£211	£2,276	Bowes	2 Storey 4 Bed Detached
	26	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£237,500	02/12/2016	1116	£213	£2,291	Bowes	2 Storey 4 Bed Detached
	3	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£213,000	31/03/2016	1116	£191	£2,054	Bowes	2 Storey 4 Bed Detached
	4	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£213,000	31/03/2016	1116	£191	£2,054	Bowes	2 Storey 4 Bed Detached
	5	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£235,500	09/05/2016	1116	£211	£2,271	Bowes	2 Storey 4 Bed Detached
	6	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£213,000	29/04/2016	1116	£191	£2,054	Bowes	2 Storey 4 Bed Detached
	10	TALLINGTON CLOSE	THORNTON CLEVELEYS	FY5 2YD	£215,000	25/11/2016	1116	£193	£2,074	Bowes	2 Storey 4 Bed Detached
	20	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£158,000	10/06/2016	799	£198	£2,129	Burlington	2 Storey 3 Bed Semi
	22	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£158,000	27/06/2016	799	£198	£2,129	Burlington	2 Storey 3 Bed Semi
	17	TALLINGTON CLOSE	THORNTON CLEVELEYS	FY5 2YD	£160,500	05/12/2016	799	£201	£2,162	Burlington	2 Storey 3 Bed Semi
	18	TALLINGTON CLOSE	THORNTON CLEVELEYS	FY5 2YD	£159,500	28/11/2016	799	£200	£2,149	Burlington	2 Storey 3 Bed Semi
	8	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£213,000	20/05/2016	969	£220	£2,366	Charleston	2 Storey 3 Bed Detached
	12	TALLINGTON CLOSE	THORNTON CLEVELEYS	FY5 2YD	£189,900	09/12/2016	969	£196	£2,109	Charleston	2 Storey 3 Bed Detached
	12	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£214,000	12/09/2016	1117	£192	£2,062	Holbrook	2 Storey 4 Bed Detached
	16	RYHALL COURT	THORNTON CLEVELEYS	FY5 2YB	£214,000	22/07/2016	1117	£192	£2,062	Holbrook	2 Storey 4 Bed Detached
	11	TALLINGTON CLOSE	THORNTON CLEVELEYS	FY5 2YD	£215,000	02/10/2016	1117	£192	£2,072	Holbrook	2 Storey 4 Bed Detached
	15	TALLINGTON CLOSE	THORNTON CLEVELEYS	FY5 2YD	£215,500	06/01/2017	1117	£193	£2,077	Holbrook	2 Storey 4 Bed Detached
	16	TALLINGTON CLOSE	THORNTON CLEVELEYS	FY5 2YD	£215,500	06/01/2017	1117	£193	£2,077	Holbrook	2 Storey 4 Bed Detached
	1	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£235,500	31/03/2016	1242	£190	£2,041	Renishaw	2 Storey 4 Bed Detached
	17	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£235,000	01/04/2016	1242	£189	£2,037	Renishaw	2 Storey 4 Bed Detached
	2	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£236,000	27/05/2016	1242	£190	£2,045	Renishaw	2 Storey 4 Bed Detached
	7	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£235,000	13/07/2016	1242	£189	£2,037	Renishaw	2 Storey 4 Bed Detached
	18	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£175,000	30/06/2016	896	£195	£2,102	Victoria	2 Storey 3 Bed Detached
	9	TALLINGTON CLOSE	THORNTON CLEVELEYS	FY5 2YD	£176,000	18/11/2016	896	£196	£2,114	Victoria	2 Storey 3 Bed Detached
	27	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£133,000	06/01/2017	650	£205	£2,202	Waddington	2 Storey 2 Bed Terrace
	37	RIPPINGALE WAY	THORNTON CLEVELEYS	FY5 2YA	£134,000	18/11/2016	650	£206	£2,219	Waddington	2 Storey 2 Bed Terrace
	11	RYHALL COURT	THORNTON CLEVELEYS	FY5 2YB	£132,000	15/07/2016	650	£203	£2,186	Waddington	2 Storey 2 Bed Terrace
	12	RYHALL COURT	THORNTON CLEVELEYS	FY5 2YB	£130,000	31/08/2016	650	£200	£2,153	Waddington	2 Storey 2 Bed Terrace
	14	RYHALL COURT	THORNTON CLEVELEYS	FY5 2YB	£130,000	04/08/2016	650	£200	£2,153	Waddington	2 Storey 2 Bed Terrace
	15	RYHALL COURT	THORNTON CLEVELEYS	FY5 2YB	£132,000	22/07/2016	650	£203	£2,186	Waddington	2 Storey 2 Bed Terrace
<b>Average (No affordable/2.5 storey)</b>								<b>£197</b>	<b>£2,125</b>		

Data Source

Land Registry  
Planning Application Documents

Appendix 2 - New Build Housing Sales and Asking Prices

Hawley Gardens, Thornton Cleveleys - Barratt/David Wilson

Apartment	No	Street	Town	Postcode	Price Paid	Date	Sq.ft	Price (Per Sq.ft)	Price (Per Sq.m)	Reference	Description	
	94	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GU	£162,995	10/07/2015	917	£178	£1,913	Aycliffe	2 Storey 4 Bed Mews	
	96	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GU	£159,995	13/02/2015	917	£174	£1,878	Aycliffe	2 Storey 4 Bed Mews	
	98	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GU	£156,995	30/06/2015	917	£171	£1,843	Aycliffe	2 Storey 4 Bed Mews	
	78	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GU	£149,995	16/04/2015	796	£188	£2,028	Aylesbury	2 Storey 3 Bed Mews	
	80	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GU	£137,995	25/09/2015	796	£173	£1,866	Aylesbury	2 Storey 3 Bed Mews	
	82	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GU	£137,995	04/09/2015	796	£173	£1,866	Aylesbury	2 Storey 3 Bed Mews	
	84	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GU	£139,995	03/09/2015	796	£176	£1,893	Aylesbury	2 Storey 3 Bed Mews	
	11	ASH ROAD	THORNTON-CLEVELEYS	FY5 4GP	£138,995	24/06/2016	738	£188	£2,027	Bampton	2 Storey 3 Bed Mews	
	7	ASH ROAD	THORNTON-CLEVELEYS	FY5 4GP	£138,995	24/06/2016	738	£188	£2,027	Bampton	2 Storey 3 Bed Mews	
	9	ASH ROAD	THORNTON-CLEVELEYS	FY5 4GP	£136,995	24/06/2016	738	£186	£1,998	Bampton	2 Storey 3 Bed Mews	
	45	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£138,995	30/06/2016	738	£188	£2,027	Bampton	2 Storey 3 Bed Mews	
	47	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£136,995	12/08/2016	738	£186	£1,998	Bampton	2 Storey 3 Bed Mews	
	49	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£136,995	12/09/2016	738	£186	£1,998	Bampton	2 Storey 3 Bed Mews	
	51	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£136,995	30/06/2016	738	£186	£1,998	Bampton	2 Storey 3 Bed Mews	
	53	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£137,995	27/05/2016	738	£187	£2,013	Bampton	2 Storey 3 Bed Mews	
	71	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£134,995	18/09/2015	738	£183	£1,969	Bampton	2 Storey 3 Bed Mews	
	79	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£134,995	18/09/2015	738	£183	£1,969	Bampton	2 Storey 3 Bed Mews	
	15	ASH ROAD	THORNTON-CLEVELEYS	FY5 4GP	£149,995	30/06/2016	836	£179	£1,931	Barwick	2 Storey 3 Bed Mews	
	17	ASH ROAD	THORNTON-CLEVELEYS	FY5 4GP	£146,995	30/06/2016	836	£176	£1,893	Barwick	2 Storey 3 Bed Mews	
	3	ASH ROAD	THORNTON-CLEVELEYS	FY5 4GP	£146,995	28/06/2016	836	£176	£1,893	Barwick	2 Storey 3 Bed Mews	
	57	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£154,995	30/06/2015	836	£185	£1,996	Barwick	2 Storey 3 Bed Mews	
	59	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£142,995	28/08/2015	836	£171	£1,841	Barwick	2 Storey 3 Bed Mews	
	61	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£154,995	26/06/2015	836	£185	£1,996	Barwick	2 Storey 3 Bed Mews	
	63	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£148,995	12/06/2015	836	£178	£1,918	Barwick	2 Storey 3 Bed Mews	
	65	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£140,495	28/08/2015	836	£168	£1,809	Barwick	2 Storey 3 Bed Mews	
	67	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£150,000	27/03/2015	836	£179	£1,931	Barwick	2 Storey 3 Bed Mews	
	73	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£144,995	26/02/2016	836	£173	£1,867	Barwick	2 Storey 3 Bed Mews	
	75	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£144,950	22/12/2015	836	£173	£1,866	Barwick	2 Storey 3 Bed Mews	
	77	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£144,950	11/12/2015	836	£173	£1,866	Barwick	2 Storey 3 Bed Mews	
	83	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£142,995	20/08/2015	836	£171	£1,841	Barwick	2 Storey 3 Bed Mews	
	85	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£142,995	11/12/2015	836	£171	£1,841	Barwick	2 Storey 3 Bed Mews	
	87	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£149,995	27/03/2015	836	£179	£1,931	Barwick	2 Storey 3 Bed Mews	
	88	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GU	£142,995	25/09/2015	836	£171	£1,841	Barwick	2 Storey 3 Bed Mews	
	90	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GU	£142,995	25/09/2015	836	£171	£1,841	Barwick	2 Storey 3 Bed Mews	
	18	BEECH DRIVE	THORNTON-CLEVELEYS	FY5 4GN	£237,995	01/06/2015	1335	£178	£1,919	H411-5	2 Storey 4 Bed Detached	
	20	BEECH DRIVE	THORNTON-CLEVELEYS	FY5 4GN	£234,995	27/03/2015	1335	£176	£1,895	H411-5	2 Storey 4 Bed Detached	
	4	BEECH DRIVE	THORNTON-CLEVELEYS	FY5 4GN	£244,995	22/05/2015	1335	£184	£1,975	H411-5	2 Storey 4 Bed Detached	
	4	ASH ROAD	THORNTON-CLEVELEYS	FY5 4GP	£230,995	19/06/2015	1335	£173	£1,862	H411-5	2 Storey 4 Bed Detached	
	8	ASH ROAD	THORNTON-CLEVELEYS	FY5 4GP	£234,995	22/05/2015	1335	£176	£1,895	H411-5	2 Storey 4 Bed Detached	
	10	ASH ROAD	THORNTON-CLEVELEYS	FY5 4GP	£215,000	21/05/2015	1260	£171	£1,837	H431-5	2 Storey 4 Bed Detached	
	16	BEECH DRIVE	THORNTON-CLEVELEYS	FY5 4GN	£232,995	25/06/2015	1374	£170	£1,825	H433-5	2 Storey 4 Bed Detached	
	2	ASH ROAD	THORNTON-CLEVELEYS	FY5 4GP	£229,995	29/04/2016	1374	£167	£1,802	H433-5	2 Storey 4 Bed Detached	
	6	ASH ROAD	THORNTON-CLEVELEYS	FY5 4GP	£189,995	25/06/2015	1096	£173	£1,866	H498	2 Storey 4 Bed Detached	
	1	ASH ROAD	THORNTON-CLEVELEYS	FY5 4GP	£176,995	28/06/2016	956	£185	£1,993	Morpeth	2 Storey 3 Bed Corner	
	19	ASH ROAD	THORNTON-CLEVELEYS	FY5 4GP	£169,995	26/08/2016	956	£178	£1,914	Morpeth	2 Storey 3 Bed Corner	
	55	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£169,995	26/06/2015	956	£178	£1,914	Morpeth	2 Storey 3 Bed Corner	
	29A	HAWTHORN DRIVE	THORNTON-CLEVELEYS	FY5 4GQ	£159,995	09/01/2015	1076	£149	£1,601	T307-5	2.5 Storey 3 Bed Terrace	
<b>Average (No affordable/2.5 storey)</b>								<b>£178</b>	<b>£1,915</b>			



**Appendix 2 - New Build Housing Sales and Asking Prices**

**Ashdell Nurseries, Thornton-Cleveleys - Melrose Developments**

Apartment	No	Street	Town	Postcode	Price Paid	Date	Sq.ft	Price (Per Sq.ft)	Price (Per Sq.m)	Reference	Description
	9	ASHDELL CLOSE	THORNTON CLEVELEYS	FY5 5FG	£234,950	02/12/2016	1226	£192	£2,063	C	2 Storey 4 Bed Detached
	18	MAGNOLIA MEWS	THORNTON CLEVELEYS	FY5 5FF	£260,000	18/08/2016	1354	£192	£2,067	D	2.5 Storey 4 Bed Detached
	19	MAGNOLIA MEWS	THORNTON CLEVELEYS	FY5 5FF	£249,950	24/10/2016	1354	£185	£1,987	D	2.5 Storey 4 Bed Detached
	1	ASHDELL CLOSE	THORNTON CLEVELEYS	FY5 5FG	£249,950	15/09/2016	1354	£185	£1,987	D	2.5 Storey 4 Bed Detached
	14	ASHDELL CLOSE	THORNTON CLEVELEYS	FY5 5FG	£229,950	07/10/2016	1195	£192	£2,071	E	2 Storey 4 Bed Detached
	16	ASHDELL CLOSE	THORNTON CLEVELEYS	FY5 5FG	£229,950	27/07/2016	1195	£192	£2,071	E	2 Storey 4 Bed Detached
	4	ASHDELL CLOSE	THORNTON CLEVELEYS	FY5 5FG	£215,000	19/08/2016	1195	£180	£1,937	E	2 Storey 4 Bed Detached
	5	ASHDELL CLOSE	THORNTON CLEVELEYS	FY5 5FG	£216,000	19/08/2016	1195	£181	£1,946	E	2 Storey 4 Bed Detached
	1	MAGNOLIA MEWS	THORNTON CLEVELEYS	FY5 5FF	£162,500	15/04/2016	794	£205	£2,203	F	2 Storey 3 Bed Mews
	12	MAGNOLIA MEWS	THORNTON CLEVELEYS	FY5 5FF	£159,950	11/03/2016	794	£201	£2,168	F	2 Storey 3 Bed Mews
	2	MAGNOLIA MEWS	THORNTON CLEVELEYS	FY5 5FF	£162,500	15/04/2016	794	£205	£2,203	F	2 Storey 3 Bed Mews
	3	MAGNOLIA MEWS	THORNTON CLEVELEYS	FY5 5FF	£162,500	15/04/2016	794	£205	£2,203	F	2 Storey 3 Bed Mews
	4	MAGNOLIA MEWS	THORNTON CLEVELEYS	FY5 5FF	£162,500	15/04/2016	794	£205	£2,203	F	2 Storey 3 Bed Mews
	10	MAGNOLIA MEWS	THORNTON CLEVELEYS	FY5 5FF	£134,950	12/08/2016	698	£193	£2,081	G	2 Storey 3 Bed Mews
	11	MAGNOLIA MEWS	THORNTON CLEVELEYS	FY5 5FF	£134,950	11/03/2016	698	£193	£2,081	G	2 Storey 3 Bed Mews
	14	MAGNOLIA MEWS	THORNTON CLEVELEYS	FY5 5FF	£135,950	31/03/2016	698	£195	£2,096	G	2 Storey 3 Bed Mews
	15	MAGNOLIA MEWS	THORNTON CLEVELEYS	FY5 5FF	£134,950	08/07/2016	698	£193	£2,081	G	2 Storey 3 Bed Mews
	16	MAGNOLIA MEWS	THORNTON CLEVELEYS	FY5 5FF	£134,950	25/07/2016	698	£193	£2,081	G	2 Storey 3 Bed Mews
	17	MAGNOLIA MEWS	THORNTON CLEVELEYS	FY5 5FF	£134,950	31/03/2016	698	£193	£2,081	G	2 Storey 3 Bed Mews
	5	MAGNOLIA MEWS	THORNTON CLEVELEYS	FY5 5FF	£136,500	15/04/2016	698	£196	£2,105	G	2 Storey 3 Bed Mews
	6	MAGNOLIA MEWS	THORNTON CLEVELEYS	FY5 5FF	£134,950	20/05/2016	698	£193	£2,081	G	2 Storey 3 Bed Mews
	7	MAGNOLIA MEWS	THORNTON CLEVELEYS	FY5 5FF	£134,950	11/03/2016	698	£193	£2,081	G	2 Storey 3 Bed Mews
	8	MAGNOLIA MEWS	THORNTON CLEVELEYS	FY5 5FF	£135,950	18/03/2016	698	£195	£2,096	G	2 Storey 3 Bed Mews
<b>Average (No affordable/2.5 storey)</b>								<b>£195</b>	<b>£2,097</b>		

Data Source Land Registry  
Planning Application Documents

Appendix 2 - New Build Housing Sales and Asking Prices

Highcross Park, Poulton-le-Fylde - Wainhomes

Apartment	No	Street	Town	Postcode	Price Paid	Date	Sq.ft	Price (Per Sq.ft)	Price (Per Sq.m)	Reference	Description	
	57	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0AF	£136,950	24/06/2016	630	£217	£2,340	Bell	2 Storey 2 Bed Terrace	
	59	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0AF	£136,950	14/10/2016	630	£217	£2,340	Bell	2 Storey 2 Bed Terrace	
	63	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0AF	£135,950	10/06/2016	630	£216	£2,323	Bell	2 Storey 2 Bed Terrace	
	30	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0EN	£134,950	22/07/2016	630	£214	£2,306	Bell	2 Storey 2 Bed Terrace	
	40	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0EN	£130,950	01/04/2016	630	£208	£2,237	Bell	2 Storey 2 Bed Terrace	
	42	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0EN	£130,950	31/03/2016	630	£208	£2,237	Bell	2 Storey 2 Bed Terrace	
	12	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£75,082	13/08/2015	630	£119	£1,283	Bell	2 Storey 2 Bed Terrace	Affordable
	19	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£75,082	28/10/2015	630	£119	£1,283	Bell	2 Storey 2 Bed Terrace	Affordable
	20	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£75,082	28/10/2015	630	£119	£1,283	Bell	2 Storey 2 Bed Terrace	Affordable
	22	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£132,950	14/03/2016	630	£211	£2,272	Bell	2 Storey 2 Bed Terrace	
	23	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£132,950	18/12/2015	630	£211	£2,272	Bell	2 Storey 2 Bed Terrace	
	24	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£140,950	04/09/2015	630	£224	£2,408	Bell	2 Storey 2 Bed Terrace	
	25	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£129,950	18/12/2015	630	£206	£2,220	Bell	2 Storey 2 Bed Terrace	
	26	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£129,950	24/02/2016	630	£206	£2,220	Bell	2 Storey 2 Bed Terrace	
	27	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£129,950	24/03/2016	630	£206	£2,220	Bell	2 Storey 2 Bed Terrace	
	28	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£139,950	04/09/2015	630	£222	£2,391	Bell	2 Storey 2 Bed Terrace	
	30	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£140,000	28/10/2016	630	£222	£2,392	Bell	2 Storey 2 Bed Terrace	
	31	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£75,082	24/07/2015	630	£119	£1,283	Bell	2 Storey 2 Bed Terrace	Affordable
	20	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0EN	£254,950	15/12/2015	1241	£205	£2,211	Brunel	2 Storey 4 Bed Detached	
	28	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0EN	£184,950	18/03/2016	900	£206	£2,212	Brancaster	2 Storey 3 Bed Semi	
	25	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0AF	£319,950	30/03/2015	1594	£201	£2,161	Cambridge	2 Storey 5 Bed Detached	
	33	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0AF	£319,950	30/01/2015	1594	£201	£2,161	Cambridge	2 Storey 5 Bed Detached	
	41	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0AF	£314,950	15/12/2016	1594	£198	£2,127	Cambridge	2 Storey 5 Bed Detached	
	4	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0EN	£334,950	29/09/2016	1594	£210	£2,262	Cambridge	2 Storey 5 Bed Detached	
	61	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0AF	£159,950	27/06/2016	726	£220	£2,371	Churchill	2 Storey 3 Bed Terrace	
	67	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0AF	£149,950	23/06/2016	726	£207	£2,223	Churchill	2 Storey 3 Bed Terrace	
	32	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0EN	£150,950	01/07/2016	726	£208	£2,238	Churchill	2 Storey 3 Bed Terrace	
	36	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0EN	£150,950	31/03/2016	726	£208	£2,238	Churchill	2 Storey 3 Bed Terrace	
	38	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0EN	£152,950	14/04/2016	726	£211	£2,268	Churchill	2 Storey 3 Bed Terrace	
	44	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0EN	£152,950	15/04/2016	726	£211	£2,268	Churchill	2 Storey 3 Bed Terrace	
	46	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0EN	£151,950	31/03/2016	726	£209	£2,253	Churchill	2 Storey 3 Bed Terrace	
	11	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£86,537	13/08/2015	726	£119	£1,283	Churchill	2 Storey 3 Bed Terrace	Affordable
	14	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£86,537	13/08/2015	726	£119	£1,283	Churchill	2 Storey 3 Bed Terrace	Affordable
	15	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£154,950	27/10/2015	726	£213	£2,297	Churchill	2 Storey 3 Bed Terrace	
	16	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£86,537	28/10/2015	726	£119	£1,283	Churchill	2 Storey 3 Bed Terrace	Affordable
	17	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£149,950	31/03/2016	726	£207	£2,223	Churchill	2 Storey 3 Bed Terrace	
	18	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£149,950	25/01/2016	726	£207	£2,223	Churchill	2 Storey 3 Bed Terrace	
	21	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£149,950	11/03/2016	726	£207	£2,223	Churchill	2 Storey 3 Bed Terrace	
	29	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£154,950	30/06/2016	726	£213	£2,297	Churchill	2 Storey 3 Bed Terrace	
	32	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£149,950	24/07/2015	726	£207	£2,223	Churchill	2 Storey 3 Bed Terrace	
	33	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£154,950	24/07/2015	726	£213	£2,297	Churchill	2 Storey 3 Bed Terrace	
	43	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0AF	£262,950	17/12/2015	1270	£207	£2,229	Davy	2 Storey 4 Bed Detached	
	34	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£259,950	29/05/2015	1270	£205	£2,203	Davy	2 Storey 4 Bed Detached	
	37	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0AF	£344,950	27/03/2015	1694	£204	£2,192	Eton	2 Storey 4 Bed Detached	
	49	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0AF	£349,950	29/04/2016	1694	£207	£2,224	Eton	2 Storey 4 Bed Detached	
	1	STAMFORD PLACE	Poulton-Le-Fylde	FY3 0ER	£344,950	10/12/2015	1694	£204	£2,192	Eton	2 Storey 4 Bed Detached	
	37	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£199,950	08/05/2015	1096	£182	£1,964	Jenner	2.5 Storey 4 Bed Detached	2.5 Storey
	5	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£199,950	08/05/2015	1096	£182	£1,964	Jenner	2.5 Storey 4 Bed Detached	2.5 Storey
	6	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£199,950	28/05/2015	1096	£182	£1,964	Jenner	2.5 Storey 4 Bed Detached	2.5 Storey
	7	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£199,950	22/05/2015	1096	£182	£1,964	Jenner	2.5 Storey 4 Bed Detached	2.5 Storey
	42	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£353,950	15/06/2015	1716	£206	£2,220	Montgomery	2 Storey 5 Bed Detached	
	2	MERCIA GROVE	Poulton-Le-Fylde	FY3 0EQ	£339,950	24/11/2016	1716	£198	£2,132	Montgomery	2 Storey 5 Bed Detached	
	3	STAMFORD PLACE	Poulton-Le-Fylde	FY3 0ER	£349,950	13/04/2015	1716	£204	£2,195	Montgomery	2 Storey 5 Bed Detached	
	7	STAMFORD PLACE	Poulton-Le-Fylde	FY3 0ER	£349,950	12/02/2015	1716	£204	£2,195	Montgomery	2 Storey 5 Bed Detached	
	53	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0AF	£259,950	27/05/2016	1233	£211	£2,269	Newton	2 Storey 4 Bed Detached	
	6	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0EN	£279,950	30/10/2015	1233	£227	£2,444	Newton	2 Storey 4 Bed Detached	
	18	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0EN	£229,950	18/05/2015	1155	£199	£2,143	Nightingale	2 Storey 4 Bed Detached	
	10	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£240,950	02/07/2015	1155	£209	£2,246	Nightingale	2 Storey 4 Bed Detached	
	2	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£234,950	30/03/2015	1155	£203	£2,190	Nightingale	2 Storey 4 Bed Detached	
	35	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£209,950	28/05/2015	1013	£207	£2,231	Nelson	2 Storey 4 Bed Detached	
	36	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£209,950	29/05/2015	1013	£207	£2,231	Nelson	2 Storey 4 Bed Detached	
	4	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£209,950	09/09/2016	1013	£207	£2,231	Nelson	2 Storey 4 Bed Detached	
	2	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0EN	£344,950	11/11/2016	1493	£231	£2,487	Oxford	2 Storey 4 Bed Detached	
	1	MERCIA GROVE	Poulton-Le-Fylde	FY3 0EQ	£321,950	29/07/2016	1493	£216	£2,321	Oxford	2 Storey 4 Bed Detached	
	2	STAMFORD PLACE	Poulton-Le-Fylde	FY3 0ER	£319,950	06/02/2015	1493	£214	£2,307	Oxford	2 Storey 4 Bed Detached	
	51	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0AF	£259,950	27/05/2016	1246	£209	£2,246	Scott	2 Storey 4 Bed Detached	
	22	BENEDICT DRIVE	Poulton-Le-Fylde	FY3 0EN	£254,950	21/12/2015	1246	£205	£2,202	Scott	2 Storey 4 Bed Detached	
	44	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£259,950	29/07/2016	1246	£209	£2,246	Scott	2 Storey 4 Bed Detached	
	4	STAMFORD PLACE	Poulton-Le-Fylde	FY3 0ER	£249,950	31/07/2015	1246	£201	£2,159	Scott	2 Storey 4 Bed Detached	
	6	STAMFORD PLACE	Poulton-Le-Fylde	FY3 0ER	£249,950	17/04/2015	1246	£201	£2,159	Scott	2 Storey 4 Bed Detached	
	38	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£234,950	30/01/2015	1112	£211	£2,274	Wren	2 Storey 4 Bed Detached	
	9	TRUNO CLOSE	Poulton-Le-Fylde	FY3 0EP	£234,950	04/06/2015	1112	£211	£2,274	Wren	2 Storey 4 Bed Detached	
<b>Average (No affordable/ 2.5 storey)</b>								<b>£209</b>	<b>£2,252</b>			

Data Source Land Registry  
Planning Application Documents

**Appendix 2 - New Build Housing Sales and Asking Prices**

**The Pavillion, Poulton - Redrow**

**Current Availability - Sept 2017**

<b>Plot</b>	<b>Ref</b>	<b>No Beds</b>	<b>Type</b>	<b>Asking Price</b>	<b>Size (sq.m)</b>	<b>Size (sq.ft)</b>	<b>Asking Price (per sq.m)</b>	<b>Asking Price (per sq.ft)</b>
	York	4	Semi Detached	£249,995	123	1324	£2,032	£189
	Stratford	4	Detached	£291,995	111	1196	£2,628	£244
	Pembroke	4	Detached	£292,995	103	1112	£2,836	£263
	Cambridge	4	Detached	£349,995	128	1382	£2,726	£253
	Canterbury	4	Detached	£374,995	138	1482	£2,724	£253
Average							<b>£2,589</b>	<b>£241</b>

Data Source Redrow Website  
House type plans

**Appendix 2 - New Build Housing Sales and Asking Prices**

**The Pastures, Hambleton - Story Homes**

Apartment	No	Street	Town	Postcode	Price Paid	Date	Sq.ft	Price (Per Sq.ft)	Price (Per Sq.m)	Reference	Description	
	24	SANDERLING DRIVE	HAMBLETON	FY6 9FF	£219,950	07/04/2017	1031	£213	£2,296	Chester	2 Storey 3 Bed Semi Detached	
	16	SANDERLING DRIVE	HAMBLETON	FY6 9FF	£274,995	23/02/2017	1321	£208	£2,241	Durham V2	2 Storey 4 Bed Detached	
	9	SANDERLING DRIVE	HAMBLETON	FY6 9FF	£274,995	31/03/2017	1321	£208	£2,241	Durham V2	2 Storey 4 Bed Detached	
	15	SANDERLING DRIVE	HAMBLETON	FY6 9FF	£259,995	12/05/2017	1261	£206	£2,219	Greenwich V2	2 Storey 4 Bed Detached	
	4	ASTER CLOSE	HAMBLETON	FY6 9FB	£140,000	24/02/2017	955	£147	£1,578	Hastings	2 Storey 3 Bed Semi Detached	Affordable
	5	ASTER CLOSE	HAMBLETON	FY6 9FB	£140,000	04/11/2016	955	£147	£1,578	Hastings	2 Storey 3 Bed Semi Detached	Affordable
	11	SANDERLING DRIVE	HAMBLETON	FY6 9FF	£194,995	23/03/2017	955	£204	£2,198	Hastings	2 Storey 3 Bed Semi Detached	
	12	SANDERLING DRIVE	HAMBLETON	FY6 9FF	£189,995	31/03/2017	955	£199	£2,141	Hastings	2 Storey 3 Bed Semi Detached	
	1	ASTER CLOSE	HAMBLETON	FY6 9FB	£120,000	25/11/2016	697	£172	£1,853	Hawthorn	2 Storey 2 Bed Terrace	Affordable
	3	ASTER CLOSE	HAMBLETON	FY6 9FB	£120,000	31/03/2017	697	£172	£1,853	Hawthorn	2 Storey 2 Bed Terrace	Affordable
	23	SANDERLING DRIVE	HAMBLETON	FY6 9FF	£120,000	16/12/2016	697	£172	£1,853	Hawthorn	2 Storey 2 Bed Terrace	Affordable
	14	SANDERLING DRIVE	HAMBLETON	FY6 9FF	£288,995	24/02/2017	1402	£206	£2,219	Warwick	2 Storey 4 Bed Detached	
	17	SANDERLING DRIVE	HAMBLETON	FY6 9FF	£289,950	10/02/2017	1402	£207	£2,226	Warwick	2 Storey 4 Bed Detached	
<b>Average (No affordable/2.5 storey)</b>								<b>£208</b>	<b>£2,240</b>			

Data Source Land Registry  
Planning Application Documents

**Appendix 2 - New Build Housing Sales and Asking Prices**

**Bowland Gardens, Forton - Applethwaite Group**

Apartment	No	Street	Town	Postcode	Price Paid	Date	Sq.ft	Price (Per Sq.ft)	Price (Per Sq.m)	Reference	Description
	26	BOWLAND GARDENS	FORTON	PR3 0BG	£300,000	27/06/2016	1342	£224	£2,406	Brantwood	2 Storey 4 Bed Detached
	6	BOWLAND GARDENS	FORTON	PR3 0BG	£300,000	17/03/2017	1342	£224	£2,406	Brantwood	2 Storey 4 Bed Detached
	16	BOWLAND GARDENS	FORTON	PR3 0BG	£215,000	28/10/2016	900	£239	£2,571	Dalton	2 Storey 3 Bed Detached
	25	BOWLAND GARDENS	FORTON	PR3 0BG	£194,250	22/03/2016	900	£216	£2,323	Dalton	2 Storey 3 Bed Detached
	17	BOWLAND GARDENS	FORTON	PR3 0BG	£265,000	25/11/2016	1099	£241	£2,595	Derwent	2 Storey 4 Bed Detached
	2	BOWLAND GARDENS	FORTON	PR3 0BG	£255,000	27/05/2016	1099	£232	£2,498	Derwent	2 Storey 4 Bed Detached
	28	BOWLAND GARDENS	FORTON	PR3 0BG	£375,000	23/11/2016	1565	£240	£2,579	Hampsfell	2 Storey 4 Bed Detached
	23	BOWLAND GARDENS	FORTON	PR3 0BG	£255,000	30/03/2016	1110	£230	£2,473	Kentmore	2 Storey 4 Bed Detached
	8	BOWLAND GARDENS	FORTON	PR3 0BG	£250,000	23/09/2016	1110	£225	£2,424	Kentmore	2 Storey 4 Bed Detached
	21	BOWLAND GARDENS	FORTON	PR3 0BG	£290,000	21/12/2016	1270	£228	£2,458	Rusland	2 Storey 4 Bed Detached
	27	BOWLAND GARDENS	FORTON	PR3 0BG	£290,000	08/01/2016	1270	£228	£2,458	Rusland	2 Storey 4 Bed Detached
	4	BOWLAND GARDENS	FORTON	PR3 0BG	£255,000	08/09/2016	1270	£201	£2,161	Rusland	2 Storey 4 Bed Detached
	20	BOWLAND GARDENS	FORTON	PR3 0BG	£230,000	04/03/2016	995	£231	£2,488	Rydal	2 Storey 3 Bed Detached
	24	BOWLAND GARDENS	FORTON	PR3 0BG	£225,000	25/01/2016	995	£226	£2,434	Rydal	2 Storey 3 Bed Detached
	22	BOWLAND GARDENS	FORTON	PR3 0BG	£262,500	17/01/2017	1197	£219	£2,361	Winster	2 Storey 4 Bed Detached
	3	BOWLAND GARDENS	FORTON	PR3 0BG	£275,000	09/09/2016	1197	£230	£2,473	Winster	2 Storey 4 Bed Detached
	1	BOWLAND GARDENS	FORTON	PR3 0BG	£284,000	22/04/2016	1107	£257	£2,761	Yewdale	3 Bed Bungalow Detached
	15	BOWLAND GARDENS	FORTON	PR3 0BG	£295,000	30/11/2016	1107	£266	£2,868	Yewdale	3 Bed Bungalow Detached
<b>Average (No affordable/2.5 storey/Bungalows)</b>								<b>£227</b>	<b>£2,444</b>		

Data Source

Land Registry  
Planning Application Documents

## Appendix 2 - New Build Housing Sales and Asking Prices

### Hollins Park Gardens, Hollins Lane - Rural Splash

Current Availability - Sept 2017

Plot	Ref	No Beds	Type	Asking Price	Size (sq.m)	Size (sq.ft)	Asking Price (per sq.m)	Asking Price (per sq.ft)
6,7	The Willow	3/4	Semi (2.5s)	£274,500	104	1127	£2,639	£244
	The Sycamore	4/5	Det (2.5s)	£375,000	193	2080	£1,943	£180
10	The Oak	4/5	Det (2.5s)	£425,000	249	2681	£1,707	£159
							<b>£2,096</b>	<b>£194</b>

Data Source Agents Details

Appendix 2 - New Build Housing Sales and Asking Prices

Canal View, Garstang - Redrow

Apartment	No	Street	Town	Postcode	Price Paid	Date	Sq.ft	Price (Per Sq.ft)	Price (Per Sq.m)	Reference	Description	
	4	PRIMROSE WAY	GARSTANG	PR3 1FX	£344,995	16/09/2016	1382	£250	£2,687	Cambridge	2 Storey 4 Bed Detached	
	10	CLEMATIS DRIVE	GARSTANG	PR3 1QZ	£337,995	20/01/2017	1382	£245	£2,633	Cambridge	2 Storey 4 Bed Detached	
	29	CLEMATIS DRIVE	GARSTANG	PR3 1QZ	£337,995	25/11/2016	1382	£245	£2,633	Cambridge	2 Storey 4 Bed Detached	
	6	CLEMATIS DRIVE	GARSTANG	PR3 1QZ	£347,995	24/02/2017	1382	£252	£2,710	Cambridge	2 Storey 4 Bed Detached	
	2	PARADE CLOSE	GARSTANG	PR3 1SF	£356,995	15/04/2015	1382	£258	£2,781	Cambridge	2 Storey 4 Bed Detached	
	4	PARADE CLOSE	GARSTANG	PR3 1SF	£334,995	03/03/2016	1382	£242	£2,609	Cambridge	2 Storey 4 Bed Detached	
	2	PRIMROSE WAY	GARSTANG	PR3 1FX	£364,995	20/05/2016	1408	£259	£2,790	Canterbury	2 Storey 4 Bed Detached	
	5	PRIMROSE WAY	GARSTANG	PR3 1FX	£385,495	18/12/2015	1408	£274	£2,947	Canterbury	2 Storey 4 Bed Detached	
	1	CLEMATIS DRIVE	GARSTANG	PR3 1QZ	£360,995	23/06/2016	1408	£256	£2,760	Canterbury	2 Storey 4 Bed Detached	
	3	PARADE CLOSE	GARSTANG	PR3 1SF	£374,795	12/10/2015	1408	£266	£2,865	Canterbury	2 Storey 4 Bed Detached	
	6	BLUEBELL WAY	GARSTANG	PR3 1FZ	£230,000	21/04/2016	463	£497	£5,347	FF	First Floor 1 Bed Flat	
	9	CLEMATIS DRIVE	GARSTANG	PR3 1QZ	£230,000	28/04/2016	463	£497	£5,347	GF	Ground Floor 1 Bed Flat	
	1	DEWLAY COURT	GARSTANG	PR3 1FY	£179,995	22/07/2016	762	£236	£2,543	Ledbury	2 Storey 2 Bed Terrace	
	21	CLEMATIS DRIVE	GARSTANG	PR3 1QZ	£169,995	26/09/2016	762	£223	£2,401	Ledbury	2 Storey 2 Bed Terrace	
	25	CLEMATIS DRIVE	GARSTANG	PR3 1QZ	£199,995	18/07/2016	866	£231	£2,486	Ledbury 3	2 Storey 2 Bed Terrace	
	5	CLEMATIS DRIVE	GARSTANG	PR3 1QZ	£229,995	30/07/2015	963	£239	£2,571	Letchworth	2 Storey 3 Bed Semi Detached	
	7	CLEMATIS DRIVE	GARSTANG	PR3 1QZ	£229,995	30/07/2015	963	£239	£2,571	Letchworth	2 Storey 3 Bed Semi Detached	
	2	DEWLAY COURT	GARSTANG	PR3 1FY	£219,995	08/07/2016	908	£242	£2,608	Malvern	2 Storey 3 Bed Terrace	
	19	CLEMATIS DRIVE	GARSTANG	PR3 1QZ	£219,995	08/07/2016	908	£242	£2,608	Malvern	2 Storey 3 Bed Terrace	
	7	PRIMROSE WAY	GARSTANG	PR3 1FX	£334,995	23/10/2015	1300	£258	£2,774	Oxford	2 Storey 4 Bed Detached	
	8	PRIMROSE WAY	GARSTANG	PR3 1FX	£314,995	10/06/2016	1300	£242	£2,608	Oxford	2 Storey 4 Bed Detached	
	4	CLEMATIS DRIVE	GARSTANG	PR3 1QZ	£314,995	26/08/2016	1300	£242	£2,608	Oxford	2 Storey 4 Bed Detached	
	6	PRIMROSE WAY	GARSTANG	PR3 1FX	£289,995	19/11/2015	1173	£247	£2,661	Stratford	2 Storey 4 Bed Detached	
	1	BLUEBELL WAY	GARSTANG	PR3 1FZ	£179,995	15/04/2016	818	£220	£2,369	Tavy	2 Storey 2 Bed Terrace	
	14	BLUEBELL WAY	GARSTANG	PR3 1FZ	£143,995	19/01/2017	818	£176	£1,895	Tavy	2 Storey 2 Bed Terrace	Affordable
	15	BLUEBELL WAY	GARSTANG	PR3 1FZ	£135,995	09/09/2016	818	£166	£1,790	Tavy	2 Storey 2 Bed Terrace	Affordable
	16	BLUEBELL WAY	GARSTANG	PR3 1FZ	£135,995	02/09/2016	818	£166	£1,790	Tavy	2 Storey 2 Bed Terrace	Affordable
	17	BLUEBELL WAY	GARSTANG	PR3 1FZ	£143,995	21/10/2016	818	£176	£1,895	Tavy	2 Storey 2 Bed Terrace	Affordable
	2	BLUEBELL WAY	GARSTANG	PR3 1FZ	£135,995	29/07/2016	818	£166	£1,790	Tavy	2 Storey 2 Bed Terrace	Affordable
	3	BLUEBELL WAY	GARSTANG	PR3 1FZ	£130,000	21/04/2016	818	£159	£1,711	Tavy	2 Storey 2 Bed Terrace	Affordable
	3	CROWTHER CLOSE	GARSTANG	PR3 1FW	£369,995	22/12/2015	1533	£241	£2,598	Welwyn	2 Storey 4 Bed Detached	
	14	CLEMATIS DRIVE	GARSTANG	PR3 1QZ	£369,995	02/12/2016	1533	£241	£2,598	Welwyn	2 Storey 4 Bed Detached	
	4	CROWTHER CLOSE	GARSTANG	PR3 1FW	£316,995	08/05/2015	1252	£253	£2,725	Worcester	2 Storey 3 Bed Detached	
	9	PRIMROSE WAY	GARSTANG	PR3 1FX	£314,995	27/11/2015	1252	£252	£2,708	Worcester	2 Storey 3 Bed Detached	
	5	DEWLAY COURT	GARSTANG	PR3 1FY	£315,995	21/10/2016	1252	£252	£2,717	Worcester	2 Storey 3 Bed Detached	
	6	DEWLAY COURT	GARSTANG	PR3 1FY	£325,995	07/10/2016	1252	£260	£2,803	Worcester	2 Storey 3 Bed Detached	
	12	CLEMATIS DRIVE	GARSTANG	PR3 1QZ	£325,995	18/11/2016	1252	£260	£2,803	Worcester	2 Storey 3 Bed Detached	
	2	CLEMATIS DRIVE	GARSTANG	PR3 1QZ	£314,995	20/01/2017	1252	£252	£2,708	Worcester	2 Storey 3 Bed Detached	
	3	CLEMATIS DRIVE	GARSTANG	PR3 1QZ	£314,995	11/12/2015	1252	£252	£2,708	Worcester	2 Storey 3 Bed Detached	
<b>Average (No affordable/2.5 storey/Flats)</b>								<b>£248</b>	<b>£2,664</b>			

Data Source Land Registry  
Planning Application Documents

## Appendix 2 - New Build Housing Sales and Asking Prices

### The Links, Garstang - Barratt Homes

#### Current Availability - Sept 2017

Plot	Ref	No Beds	Type	Asking Price	Size (sq.m)	Size (sq.ft)	Asking Price (per sq.m)	Asking Price (per sq.ft)	
14	Barwick	3		Sold	77	831			
19	Fawley	4	Semi (2.5s)	£229,995	111	1,195	£2,072	£192	
4	Morpeth II	3	Det	£237,995	89	956	£2,680	£249	
3	Somerton	4	Det	£282,995	109	1,170	£2,604	£242	
26	Somerton	4	Det	£282,995	109	1,170	£2,604	£242	
20	Lincoln	4	Det	£292,995	115	1,243	£2,537	£236	
2	Thornbury	4	Det	£292,995	112	1,203	£2,622	£244	
1	Lincoln	4	Det	£295,995	115	1,243	£2,563	£238	
124	Thornbury	4	Det	£296,995	112	1,203	£2,657	£247	
123	Lincoln	4	Det	£297,995	115	1,243	£2,581	£240	
25	Kennington	4	Det	£314,995	118	1,269	£2,672	£248	
							<b>£2,559</b>	<b>£238</b>	
							Exc 2.5s	<b>£2,613</b>	<b>£243</b>

Data Source Housebuilders Website  
 Planning Documents



## Appendix 2 - New Build Housing Sales and Asking Prices

### The Thatch, Garstang

#### Current Availability - Sept 2017

Plot	Ref	No Beds	Type	Asking Price	Size (sq.m)	Size (sq.ft)	Asking Price (per sq.m)	Asking Price (per sq.ft)
	The Stratford	3	Semi	£194,995	79	855	£2,455	£228
	The Sandringham	4	Semi	£209,995	83	896	£2,523	£234
	The Epsom	4	Semi	£249,995	91	981	£2,743	£255
Ave							<b>£2,574</b>	<b>£239</b>

Data Source    Agents Details  
                    Planning Documents

**Appendix 2 - New Build Housing Sales and Asking Prices**

**The Limes, Barton - Wainhomes**

**Current Availability - Sept 2017**

<b>Plot</b>	<b>Ref</b>	<b>No Beds</b>	<b>Type</b>	<b>Asking Price</b>	<b>Size (sq.m)</b>	<b>Size</b>	<b>Asking Price (per sq.m)</b>	<b>Asking Price (per sq.ft)</b>
28	The Scott	4	Det	£284,950	116	1246	£2,462	£229
22	The Cavendish	5	Det	£369,960	156	1684	£2,365	£220
21	The Oxford	4	Det	£339,950	139	1493	£2,451	£228
18	The Newton	4	Det	£284,950	115	1233	£2,488	£231
24	The Newton	4	Det	£284,950	115	1233	£2,488	£231
10	The Scott	4	Det	£284,950	116	1246	£2,462	£229
20	The Shakespeare	4	Det	Res	112	1203		
14	The Cavendish	5	Det	Res	115	1243		
26	The Whitemoor	4	Det	Res	112	1203		
Ave							<b>£2,452</b>	<b>£228</b>

Data Source House Builders Website  
 Planning Documents

**Appendix 2 - New Build Housing Sales and Asking Prices**

**Bowland View, Claughton-on-Brook - Rowland Homes**

Apartment	No	Street	Town	Postcode	Price Paid	Date	Sq.ft	Price (Per Sq.ft)	Price (Per Sq.m)	Reference	Description
	40	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£195,000	17/06/2016	844	£231	£2,487	Ashgate	2 Storey 3 Bed Semi Detached
	1	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£318,500	30/06/2016	1475	£216	£2,324	Bonham	2 Storey 4 Bed Detached
	36	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£330,000	24/06/2016	1475	£224	£2,408	Bonham	2 Storey 4 Bed Detached
	45	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£328,500	30/06/2016	1475	£223	£2,397	Bonham	2 Storey 4 Bed Detached
	31	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£255,500	08/07/2016	1116	£229	£2,464	Bowes	2 Storey 4 Bed Detached
	38	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£255,500	27/05/2016	1116	£229	£2,464	Bowes	2 Storey 4 Bed Detached
	4	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£255,500	20/05/2016	1116	£229	£2,464	Bowes	2 Storey 4 Bed Detached
	5	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£255,500	22/07/2016	1116	£229	£2,464	Bowes	2 Storey 4 Bed Detached
	6	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£255,500	29/04/2016	1116	£229	£2,464	Bowes	2 Storey 4 Bed Detached
	10	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£181,500	31/08/2016	799	£227	£2,445	Burlington	2 Storey 3 Bed Mews
	27	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£185,000	29/07/2016	799	£232	£2,492	Burlington	2 Storey 3 Bed Mews
	39	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£181,500	27/05/2016	799	£227	£2,445	Burlington	2 Storey 3 Bed Semi Detached
	8	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£182,000	19/08/2016	799	£228	£2,452	Burlington	2 Storey 3 Bed Mews
	11	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£302,000	04/11/2016	1394	£217	£2,332	Hatton	2 Storey 4 Bed Detached
	34	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£302,000	30/09/2016	1394	£217	£2,332	Hatton	2 Storey 4 Bed Detached
	35	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£302,000	19/08/2016	1394	£217	£2,332	Hatton	2 Storey 4 Bed Detached
	44	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£300,000	26/02/2016	1394	£215	£2,316	Hatton	2 Storey 4 Bed Detached
	3	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£255,500	31/03/2016	1117	£229	£2,462	Holbrook	2 Storey 4 Bed Detached
	7	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£255,500	20/05/2016	1117	£229	£2,462	Holbrook	2 Storey 4 Bed Detached
	2	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£285,000	15/04/2016	1238	£230	£2,478	Renishaw	2 Storey 4 Bed Detached
	32	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£286,500	22/07/2016	1238	£231	£2,491	Renishaw	2 Storey 4 Bed Detached
	33	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£286,500	16/12/2016	1238	£231	£2,491	Renishaw	2 Storey 4 Bed Detached
	37	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£285,000	30/06/2016	1238	£230	£2,478	Renishaw	2 Storey 4 Bed Detached
	43	LAPWING CLOSE	CLAUGHTON ON BROCK	PR3 0BY	£302,000	16/12/2016	1238	£244	£2,626	Renishaw	2 Storey 4 Bed Detached
<b>Average (No affordable/2.5 storey)</b>								<b>£227</b>	<b>£2,441</b>		

Data Source Land Registry  
Planning Application Documents

## Appendix 2 - New Build Housing Sales and Asking Prices

### Ash Meadows, Inskip - Create Homes

#### Current Availability - Sept 2017

Plot	Ref	No Beds	Type	Asking Price	Size (sq.m)	Size	Asking Price (per sq.m)	Asking Price (per sq.ft)
18	Catterall	3	Semi	£215,000	82	884	£2,618	£243
6	Eccleston	3	Det	£225,000	89	960	£2,523	£234
10	Cloughton	3	Det	£239,950	89	960	£2,690	£250
8	Hambleton	4	Det	£275,000	111	1192	£2,483	£231
11	Kirkland	4	Det	£295,000	117	1262	£2,516	£234
17	Kirkland	4	Det	£310,000	117	1262	£2,644	£246
							<b>£2,579</b>	<b>£240</b>

80% Discount to Market Value

Plot	Ref	No Beds	Type	Asking Price	Size (sq.m)	Size	Asking Price (per sq.m)	Asking Price (per sq.ft)	Full Price
Various	Barnacre	2	Semi	£151,000	74	795	£2,044	£190	<b>£237</b>

Source Housebuilders Website

**APPENDIX 3**

**OFFICE TRANSACTIONS**

Deals

**8**

Asking Rent Per SF

**£10.55**

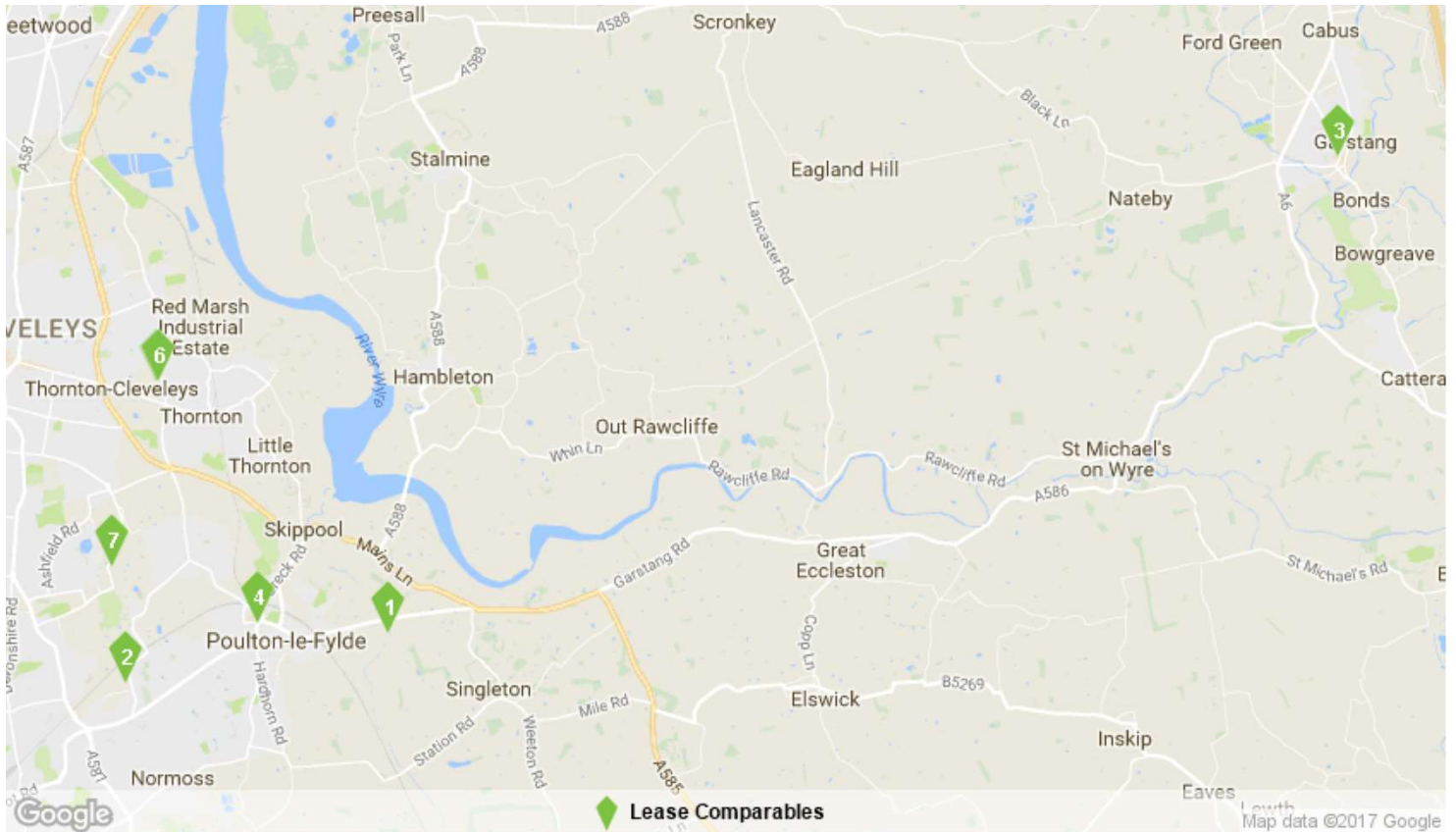
Achieved Rent Per SF

**£6.95**

Avg. Months On Market

**32**

### LEASE COMPARABLES



### SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	8	£8.00	£10.55	£10.57	£13.61
Achieved Rent Per SF	2	£6.50	£6.95	£7.43	£8.36
Net Effective Rent Per SF	2	£6.01	£6.58	£7.19	£8.36
Asking Rent Discount	2	-0.1%	37.4%	22.9%	45.8%
TI Allowance	-	-	-	-	-
Rent Free Months	1	3	3	3	3

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	8	1	32	6	94
Deal Size	8	533	935	757	1,658
Lease Deal in Years	3	0.2	0.2	0.2	0.3
Floor Number	7	GRND	GRND	1	2

# Lease Comps Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
<b>1</b> Beckett House 19 Wyrefields	★★★★★	765	1st	27/02/2017	New	£10.46/fri	Asking
<b>2</b> Norman House Robson Way	★★★★★	1,271	GRND,1	30/01/2017	New	£10.82/fri	Asking
<b>3</b> Booths Supermarket Cherestanc Sq	★★★★★	1,658	2nd	25/06/2016	New	£6.01/fri	Effective
<b>4</b> New Media House Hardhorn Rd	★★★★★	617	GRND	29/01/2016	New	£13.61/iri	Asking
<b>5</b> Fleetwood Rd N	★★★★★	1,205	Unkwn	02/01/2016	New	£8.00/fri	Asking
<b>6</b> Fleetwood Rd N	★★★★★	533	1st	31/08/2015	New	£8.36/fri	Effective
<b>7</b> Blackpool Technology M... Faraday Way	★★★★★	685	GRND	01/07/2015	New	£10.00	Asking
<b>1</b> Beckett House 19 Wyrefields	★★★★★	750	1st	06/03/2015	New	£10.67/iri	Asking

# Lease Comparables

**1**



**765 SF Office Lease Signed Feb 2017 for £10.46/SF (Asking)**  
**19 Wyrefields - 1st Floor Direct**  
 Poulton Le Fylde, FY6 8JX - Wyre Submarket

★★★★☆

Asking Rent: <b>£10.46/SF</b>	Start Date: <b>Feb 2017</b>	Rent Free:	Deal Type: <b>New Lease</b>	Property Type: <b>Office Class B</b>
Achieved Rent:	Term:	Breaks:	On Market: <b>2 Mos</b>	Building Area: <b>8,000 SF</b>
Effective Rent:	Exp. Date:	Reviews:	Build-Out:	Rates:

Amenities: **24 Hour Access, Lift Access, Suspended Ceilings**

Leasing Rep:	Landlord: <b>Sovereign Court Management ...</b>
Tenant Rep:	Tenant SIC:

Lease Notes: The space comprises 765 sq ft (71 sq m) of office accommodation.

ID# 129253891

**2**



**1,271 SF Office Lease Signed Jan 2017 for £10.82/SF (Asking)**  
**Norman House - Robson Way - Direct**  
 Blackpool, FY3 7PP - Wyre Submarket

★★★☆☆

Asking Rent: <b>£10.82/SF</b>	Start Date: <b>Jan 2017</b>	Rent Free:	Deal Type: <b>New Lease</b>	Property Type: <b>Office Class B</b>
Achieved Rent:	Term:	Breaks:	On Market: <b>10 Mos</b>	Building Area: <b>1,271 SF</b>
Effective Rent:	Exp. Date:	Reviews:	Build-Out:	Rates: <b>£2.31/SF</b>


Amenities:

Leasing Rep: <b>Duxbury's Commercial - Andrew Houghton</b>	Landlord:
Tenant Rep:	Tenant SIC:

Lease Notes: 118.08 SQ M let.

ID# 131841841

**3**



**1,658 SF Office Lease Signed Jun 2016 for £6.01/SF (Effective)**  
**Park Hill House - Cherestanc Sq - 2nd Floor Direct**  
 Preston, PR3 1EF - Wyre Submarket

★★★★☆

Asking Rent: <b>£12.00/SF</b>	Start Date: <b>Jul 2016</b>	Rent Free: <b>Spread Over ...</b>	Deal Type: <b>New Lease</b>	Property Type: <b>Retail Class B</b>
Achieved Rent: <b>£6.50/SF</b>	Term: <b>3 Years</b>	Breaks:	On Market: <b>71 Mos</b>	Building Area: <b>53,481 SF</b>
Effective Rent: <b>£6.01/SF</b>	Exp. Date: <b>Jul 2019</b>	Reviews:	Build-Out: <b>Full Build-Out</b>	Rates:

Amenities:

Leasing Rep: <b>Robert Pinkus &amp; Co - Mark Harrison</b>	Landlord: <b>E H Booth &amp; Co Ltd</b>
Tenant Rep:	Tenant SIC:

Lease Notes: Towers & Gornall has taken Suite 3 comprising 1,658 sq ft (154.03 sq m) of second floor office accommodation on a three year lease at £10,777 pa, equating to £6.50 psf (£69.97 psm). The quoting rent was £19,896 pa, equating to £12.00 psf (£129.17 psm). Robert Pinkus & Co on behalf of EH Booth & Co Ltd. The tenant was unrepresented. The deal was confirmed by Victoria Staffa at Robert Pinkus & Co.

ID# 125141151



# Lease Comparables



4

**617 SF Office Lease Signed Jan 2016 for £13.61/SF (Asking)**  
**Suite - Hardhorn Rd - Ground Direct, Leased by Peek A Boo**  
 Poulton Le Fylde, FY6 7SR - Wyre Submarket



Asking Rent:	<b>£13.61/SF</b>	Start Date:	<b>Jan 2016</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Office Class B</b>
Achieved Rent:		Term:	<b>2 Years</b>	Breaks:		On Market:	<b>73 Mos</b>	Building Area:	<b>2,664 SF</b>
Effective Rent:		Exp. Date:	<b>Jan 2018</b>	Reviews:		Build-Out:	<b>Full Build-Out</b>	Rates:	<b>£4.45/SF</b>

Amenities:	<b>Air Conditioning, Category 2 Lighting</b>									
Leasing Rep:	<b>Eckersley - Mark Clarkson, Fiona Warren</b>						Landlord:	<b>Arc Media</b>		
Tenant Rep:							Tenant SIC:	<b>Schools,Elementary/Secondary</b>		

Lease Notes: An undisclosed tenant has taken 617 sq ft (57 sq m) of ground floor office space on confidential terms. Eckersley had been marketing the property on behalf of the landlord who completed the deal directly. The quoting rent was £8,400 pa, equating to £13.61 psf (£147 psm). Deal confirmed by Eckersley.

ID# 122352751



5

**1,205 SF Office Lease Signed Jan 2016 for £8.00/SF (Asking)**  
**Unit 6A/7A - Fleetwood Rd N - Unknown Floor Direct**  
 Thornton Cleveleys, FY5 4JZ - Wyre Submarket



Asking Rent:	<b>£8.00/SF</b>	Start Date:	<b>Feb 2016</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Office Class B</b>
Achieved Rent:		Term:		Breaks:		On Market:	<b>7 Mos</b>	Building Area:	<b>2,385 SF</b>
Effective Rent:		Exp. Date:		Reviews:		Build-Out:	<b>Full Build-Out</b>	Rates:	

Amenities:	<b>Car Parking, Demised WC facilities, Kitchen Facilities</b>									
Leasing Rep:	<b>Duxbury's Commercial - Adam Taylor</b>						Landlord:			
Tenant Rep:							Tenant SIC:			

Lease Notes: A new tenant has taken Unit 6A/7A comprising 1,205 sq ft (111.95 sq m) of first floor office accommodation. Duxbury's Commercial acted on behalf of the landlord. The deal was confirmed by Duxbury's Commercial.

ID# 122562671



6

**533 SF Office Lease Signed Aug 2015 for £8.36/SF (Effective)**  
**Unit 13A - Fleetwood Rd N - 1st Floor Direct**  
 Thornton Cleveleys, FY5 4JZ - Wyre Submarket



Asking Rent:	<b>£8.35/SF</b>	Start Date:	<b>Aug 2015</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Retail Class B</b>
Achieved Rent:	<b>£8.36/SF</b>	Term:	<b>2 Years</b>	Breaks:	<b>Aug 2016</b>	On Market:	<b>6 Mos</b>	Building Area:	<b>2,321 SF</b>
Effective Rent:	<b>£8.36/SF</b>	Exp. Date:	<b>Aug 2017</b>	Reviews:		Build-Out:	<b>Full Build-Out</b>	Rates:	<b>£4.02/SF</b>

Amenities:	<b>Car Parking, Demised WC facilities, LG3 Lighting</b>									
Leasing Rep:	<b>Duxbury's Commercial - Adam Taylor</b>						Landlord:			
Tenant Rep:							Tenant SIC:			

Lease Notes: A new tenant has taken 533 sq ft (49.52 sq m) of first floor office accommodation at Unit 13A on a two year lease at £4,454 pa, equating to £8.36 psf (£89.95 psm). The quoting rent was £4,451 pa, equating to £8.35 psf (£89.88 psm). The lease is subject to a tenant only option to break at the end of year one. Duxbury's Commercial acted on behalf of the landlord. The tenant was unrepresented. The deal was confirmed by Duxbury's Commercial.

ID# 122308731

# Lease Comparables

7



## 685 SF Office Lease Signed Jul 2015 for £10.00/SF (Asking)

### Faraday Way - Ground Direct

Blackpool, FY2 0JW - Blackpool Submarket



Asking Rent:	<b>£10.00/SF</b>	Start Date:	<b>Aug 2015</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Office Class B</b>
Achieved Rent:		Term:		Breaks:		On Market:	<b>95 Mos</b>	Building Area:	<b>32,232 SF</b>
Effective Rent:		Exp. Date:		Reviews:		Build-Out:	<b>Full Build-Out</b>	Rates:	<b>£5.54/SF</b>

Amenities: **Category 5 Lighting**

Leasing Rep:	<b>Duxbury's Commercial - Adam Taylor, Clare A. Taylor</b>	Landlord:	<b>Barnfield Investment Propertie...</b>
Tenant Rep:		Tenant SIC:	

Lease Notes: An undisclosed tenant has taken 685 sq ft (64 sq m) of ground floor office space within Suite 11 on confidential terms. Robert Pinkus & Co and Duxbury's Commercial Limited acted on behalf of the landlord. The tenant was unrepresented. The quoting rent was £6,850 pa, equating to £10.00 psf (£108 psm). Deal confirmed by Robert Pinkus & Co. EPC Rating confirmed as: E.

ID# 119143771

8



## 750 SF Office Lease Signed Mar 2015 for £10.67/SF (Asking)

### 19 Wyrefields - 1st Floor Direct

Poulton Le Fylde, FY6 8JX - Wyre Submarket



Asking Rent:	<b>£10.67/SF</b>	Start Date:	<b>Mar 2015</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Office Class B</b>
Achieved Rent:		Term:		Breaks:		On Market:	<b>7 Mos</b>	Building Area:	<b>8,000 SF</b>
Effective Rent:		Exp. Date:		Reviews:		Build-Out:	<b>Full Build-Out</b>	Rates:	

Amenities:

Leasing Rep:	<b>Tiger Commercial Property Consultants - David Macauley</b>	Landlord:	
Tenant Rep:		Tenant SIC:	

Lease Notes: An undisclosed tenant has taken 750 sq ft (70sq m) of part first floor office space at 19 Wyrefield on confidential terms. Tiger Banks had been marketing the premises on behalf of the landlord who completed the deal directly. The quoting rent was £8,000 pa, equating to £10.67 psf (£115 psm). Deal confirmed by Tiger Banks.

ID# 116886521

**APPENDIX 4**

**INDUSTRIAL TRANSACTIONS**

Deals

**11**

Asking Rent Per SF

**£3.89**

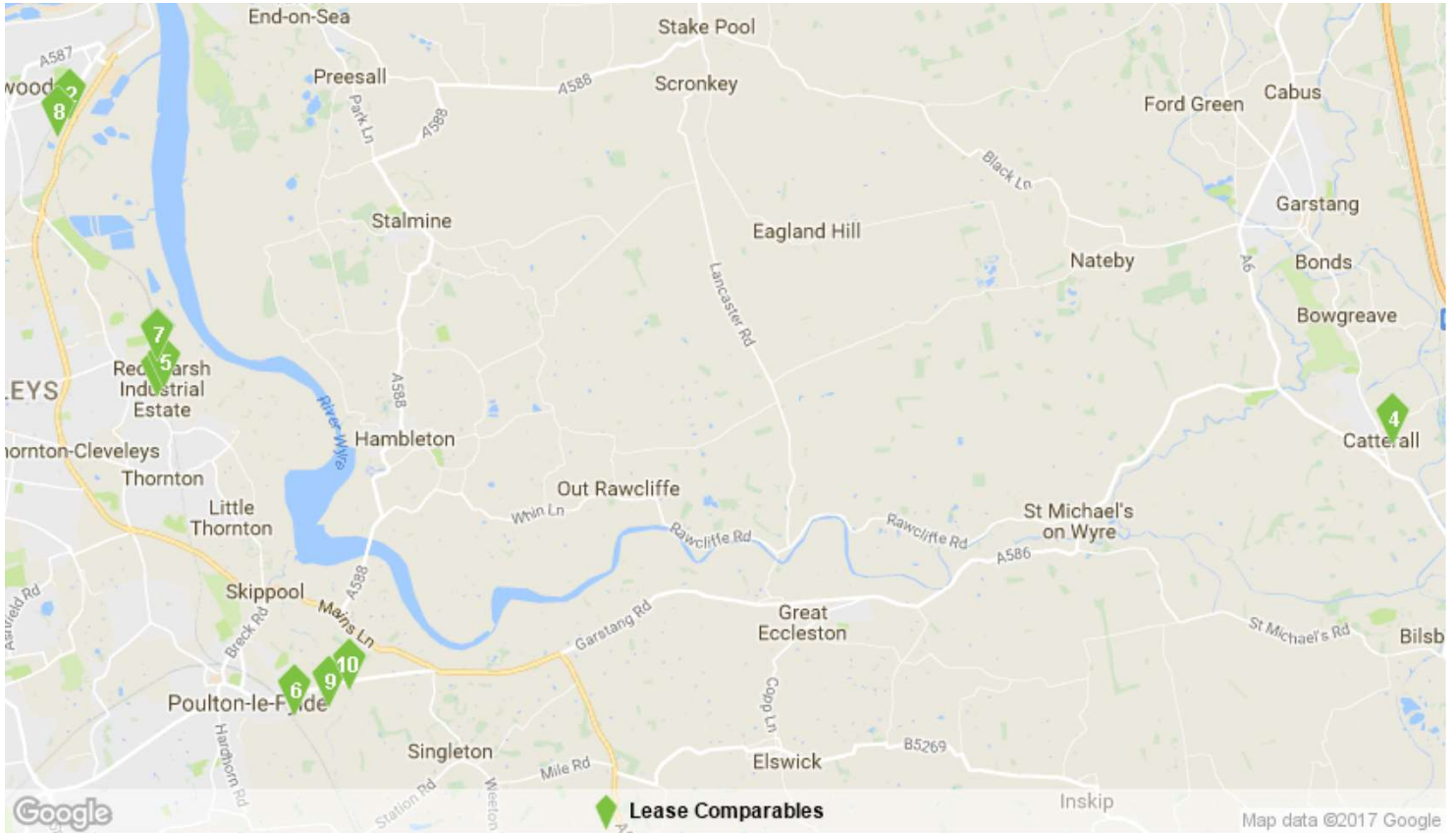
Achieved Rent Per SF

**£3.74**

Avg. Months On Market

**22**

### LEASE COMPARABLES



### SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	11	£3.06	£3.89	£4.79	£6.30
Achieved Rent Per SF	6	£3.53	£3.74	£3.97	£4.79
Net Effective Rent Per SF	5	£3.53	£3.78	£4.46	£4.79
Asking Rent Discount	6	-9.3%	3.5%	0.0%	37.5%
TI Allowance	-	-	-	-	-
Rent Free Months	-	-	-	-	-

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	11	1	22	10	86
Deal Size	11	700	4,171	2,500	18,816
Lease Deal in Years	7	0.3	0.6	0.3	2.2
Floor Number	11	GRND	GRND	GRND	MEZZ

# Lease Comps Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 Holly Close	★★★★★	4,591	GRND,...	30/03/2017	New	£3.81/fri	Asking
2 Copse Rd	★★★★★	2,500	GRND	14/02/2017	New	£4.00/fri	Achieved
3 Butts Close	★★★★★	700	GRND	01/12/2016	New	£5.42/fri	Asking
4 Brockholes Way	★★★★★	18,816	GRND,1...	01/08/2016	New	£3.61	Effective
5 Fox Court Holly Rd	★★★★★	1,256	GRND	01/07/2016	New	£5.80/fri	Asking
6 Aldon Rd	★★★★★	6,507	GRND	01/05/2016	New	£3.53/fri	Effective
7 Croft Court, Butts Close	★★★★★	990	GRND	01/05/2016	New	£5.42	Asking
8 Units 3 And 4 Maritime St	★★★★★	5,071	GRND	08/03/2016	New	£3.06/fri	Asking
9 Bracewell Ave	★★★★★	1,459	GRND	01/02/2016	New	£4.46/fri	Effective
10 Poulton Industrial Estate. 10 Sovereign Ct	★★★★★	2,538	GRND,1	23/12/2015	New	£4.74/fri	Effective
9 Bracewell Ave	★★★★★	1,459	GRND	01/11/2015	New	£4.79	Effective

# Lease Comparables

1



**4,591 SF Industrial Lease Signed Mar 2017 for £3.81/SF (Asking)**

**Unit 1 - Holly Close - Direct**

Thornton Cleveleys, FY5 4LR - Wyre Submarket

★ ★ ★ ★ ★

Asking Rent: <b>£3.81/SF</b>	Start Date: <b>Mar 2017</b>	Rent Free:	Deal Type: <b>New Lease</b>	Property Type: <b>Industrial Class B</b>
Achieved Rent:	Term:	Breaks:	On Market: <b>7 Mos</b>	Building Area: <b>4,591 SF</b>
Effective Rent:	Exp. Date:	Reviews:	Build-Out:	Rates:
		Office Area:	Dock/Drive In:	Parking Ratio: <b>2.17/1,000 SF</b>

Leasing Rep: **Duxbury's Commercial - Adam Taylor, Clare A. Taylor, Andrew Houghton**

Tenant Rep:

Landlord: **AMGT (UK) Ltd**

Tenant SIC:

Lease Notes: 426.52 sq m

ID# 129909521

2



**2,500 SF Industrial Lease Signed Feb 2017 for £4.00/SF (Achieved)**

**Unit 8 - Copse Rd - Ground Direct, Leased by Wood Wonders Ltd**

Fleetwood, FY7 7PA - Wyre Submarket

★ ★ ★ ★ ★

Asking Rent: <b>£4.00/SF</b>	Start Date: <b>Feb 2017</b>	Rent Free:	Deal Type: <b>New Lease</b>	Property Type: <b>Industrial Class C</b>
Achieved Rent: <b>£4.00/SF</b>	Term:	Breaks:	On Market: <b>72 Mos</b>	Building Area: <b>7,500 SF</b>
Effective Rent:	Exp. Date:	Reviews:	Build-Out: <b>Full Build-Out</b>	Rates: <b>£1.60/SF</b>
		Office Area:	Dock/Drive In:	Parking Ratio:

Leasing Rep: **Robert Pinkus & Co - Mark Harrison**

Tenant Rep:

Landlord:

Tenant SIC:

Lease Notes: The available space comprises 2,500 sq ft (232.25 sq m) of ground floor industrial space within unit 8.

ID# 128885831

3



**700 SF Industrial Lease Signed Dec 2016 for £5.42/SF (Asking)**

**Unit 15 - Butts Close - Ground Direct**

Thornton Cleveleys, FY5 4JX - Wyre Submarket

★ ★ ★ ★ ★

Asking Rent: <b>£5.42/SF</b>	Start Date: <b>Dec 2016</b>	Rent Free:	Deal Type: <b>New Lease</b>	Property Type: <b>Light Industrial Class B</b>
Achieved Rent:	Term:	Breaks:	On Market: <b>4 Mos</b>	Building Area: <b>700 SF</b>
Effective Rent:	Exp. Date:	Reviews:	Build-Out:	Rates: <b>£2.54/SF</b>
		Office Area:	Dock/Drive In:	Parking Ratio:

Leasing Rep: **Duxbury's Commercial - Adam Taylor, Clare A. Taylor**

Tenant Rep:

Landlord:

Tenant SIC:

Lease Notes: A new tenant has taken Unit 15 Butts Close, Croft Court Industrial Park comprising 700 sq ft (65 sq m) of ground floor industrial accommodation. The quoting rent was £3,795 pa, equating to £5.42 psf (£58.34 psm). Duxbury's Commercial acted on behalf of the landlord.

ID# 128374221

# Lease Comparables

4



**18,816 SF Industrial Lease Signed Aug 2016 for £3.61/SF (Effective)**  
**Suite - Brockholes Way - Direct, Leased by Inshape Retail Ltd**  
 Preston, PR3 0PZ - Wyre Submarket



Asking Rent:	<b>£3.61/SF</b>	Start Date:	<b>Oct 2016</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Industrial Class B</b>
Achieved Rent:	<b>£3.61/SF</b>	Term:	<b>3 Years</b>	Breaks:		On Market:	<b>28 Mos</b>	Building Area:	<b>18,816 SF</b>
Effective Rent:	<b>£3.61/SF</b>	Exp. Date:	<b>Oct 2019</b>	Reviews:		Build-Out:	<b>Full Build-Out</b>	Rates:	<b>£1.15/SF</b>
				Office Area:	<b>2,845 SF</b>	Dock/Drive In:	<b>2 ext. (GRND)...</b>	Parking Ratio:	

Leasing Rep: **Robert Pinkus & Co - Joe Assalone**  
 Tenant Rep: \_\_\_\_\_  
 Landlord: **Hornbuckle Mitchell Trustees Ltd**  
 Tenant SIC: \_\_\_\_\_

Lease Notes: A new tenant has taken Units 1-3 Brockholes Way comprising 18,816 sq ft (1,748 sq m) of ground and first floor industrial accommodation. The passing rent was £67,925 pa, equating to £3.61 psf (£38 psm). Robert Pinkus & Co acted on behalf of Hornbuckle Mitchell Trustees Ltd. The deal was confirmed by Robert Pinkus & Co.

ID# 125158401

5



**1,256 SF Industrial Lease Signed Jul 2016 for £5.80/SF (Asking)**  
**Unit 10 Fox Court - Holly Rd - Ground Direct**  
 Thornton Cleveleys, FY5 4HH - Wyre Submarket



Asking Rent:	<b>£5.80/SF</b>	Start Date:	<b>Jul 2016</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Industrial Class C</b>
Achieved Rent:		Term:		Breaks:		On Market:	<b>8 Mos</b>	Building Area:	<b>8,306 SF</b>
Effective Rent:		Exp. Date:		Reviews:		Build-Out:	<b>Full Build-Out</b>	Rates:	<b>£1.63/SF</b>
				Office Area:		Dock/Drive In:	<b>No/Yes</b>	Parking Ratio:	

Leasing Rep: **Duxbury's Commercial - Adam Taylor, Clare A. Taylor**  
 Tenant Rep: \_\_\_\_\_  
 Landlord: **Fox Bros (Blackpool) Ltd**  
 Tenant SIC: \_\_\_\_\_

Lease Notes: A new tenant has taken Unit 10 comprising 1,256 sq ft (117 sq m) of ground floor industrial accommodation. The quoting rent was £7,285 pa, equating to £5.80 psf (£62.26 psm). Duxburys Commercial acted on behalf of the landlord. The deal was confirmed by Duxburys Commercial.

ID# 126163701

6



**6,507 SF Industrial Lease Signed May 2016 for £3.53/SF (Effective)**  
**Building 2 - Aldon Rd - Ground Direct**  
 Poulton Le Fylde, FY6 8JL - Wyre Submarket



Asking Rent:	<b>£3.23/SF</b>	Start Date:	<b>May 2016</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Industrial Class B</b>
Achieved Rent:	<b>£3.53/SF</b>	Term:	<b>26 Years</b>	Breaks:	<b>Apr 2017</b>	On Market:	<b>15 Mos</b>	Building Area:	<b>6,507 SF</b>
Effective Rent:	<b>£3.53/SF</b>	Exp. Date:	<b>Apr 2042</b>	Reviews:	<b>Apr 2019...</b>	Build-Out:	<b>Full Build-Out</b>	Rates:	
				Office Area:		Dock/Drive In:		Parking Ratio:	

Leasing Rep: **Duxbury's Commercial - Adam Taylor**  
 Tenant Rep: \_\_\_\_\_  
 Landlord: \_\_\_\_\_  
 Tenant SIC: \_\_\_\_\_

Lease Notes: A new tenant has taken Building 2 comprising 6,507 sq ft (604.52 sq m) of ground floor industrial accommodation on a 26 year lease at £23,000 pa, equating to £3.53 psf (£38.05 psm). The quoting rent was £21,018 pa, equating to £3.23 psf (£34.77 psm). The lease is subject to a rent review every two years and a tenant only option to break after the first year and then every two years after that. Duxbury's Commercial acted on behalf of the landlord. The tenant was unrepresented. T...

ID# 123913181

# Lease Comparables



7

## 990 SF Industrial Lease Signed May 2016 for £5.42/SF (Asking)

### Unit 12 - Croft Court, Butts Close - Ground Direct

Thornton Cleveleys, FY5 4JX - Wyre Submarket



Asking Rent:	<b>£5.42/SF</b>	Start Date:	<b>May 2016</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Industrial Class B</b>
Achieved Rent:		Term:	<b>3 Years</b>	Breaks:	<b>Jul 2016</b>	On Market:	<b>3 Mos</b>	Building Area:	<b>4,055 SF</b>
Effective Rent:		Exp. Date:	<b>Apr 2019</b>	Reviews:		Build-Out:	<b>Full Build-Out</b>	Rates:	<b>£1.79/SF</b>
				Office Area:		Dock/Drive In:		Parking Ratio:	

Leasing Rep:	<b>Duxbury's Commercial - Adam Taylor</b>	Landlord:	<b>Wyre Borough Council</b>
Tenant Rep:		Tenant SIC:	

Lease Notes: A new tenant has taken Unit 12, Croft Court comprising 990 sq ft (91.97 sq m) of ground floor industrial accommodation from Wyre Borough Council on a three year lease. The lease is subject to a tenant only option to break after three months. Duxbury's Commercial acted on behalf of Wyre Borough Council. The tenant was unrepresented. The deal was confirmed by Andrew Houghton at Duxbury's Commercial....

ID# 124333251



8

## 5,071 SF Industrial Lease Signed Mar 2016 for £3.06/SF (Asking)

### Units 3 And 4 - Maritime St - Ground Direct

Fleetwood, FY7 7PB - Wyre Submarket



Asking Rent:	<b>£3.06/SF</b>	Start Date:	<b>May 2016</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Industrial Class B</b>
Achieved Rent:		Term:		Breaks:		On Market:	<b>86 Mos</b>	Building Area:	<b>5,071 SF</b>
Effective Rent:		Exp. Date:		Reviews:		Build-Out:	<b>Full Build-Out</b>	Rates:	
				Office Area:		Dock/Drive In:		Parking Ratio:	

Leasing Rep:	<b>Hansteen Holdings plc - Matthew Reith</b>	Landlord:	<b>Hansteen Holdings plc</b>
Tenant Rep:		Tenant SIC:	

Lease Notes: A new tenant has taken 5,071 sq ft (471.11 sq m) of ground-floor industrial space in Unit 3 & 4 from Hansteen Holdings plc on a new lease on undisclosed terms. Hansteen Holdings plc acted on their own behalf. Deal confirmed by Hansteen Holdings plc.

ID# 122679001



9

## 1,459 SF Industrial Lease Signed Feb 2016 for £4.46/SF (Effective)

### Unit 3 - Bracewell Ave - Ground Direct, Leased by Brothwood

Poulton Le Fylde, FY6 8JF - Wyre Submarket



Asking Rent:	<b>£4.79/SF</b>	Start Date:	<b>Feb 2016</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Light Industrial Class C</b>
Achieved Rent:	<b>£4.46/SF</b>	Term:	<b>5 Years</b>	Breaks:	<b>Jan 2018</b>	On Market:	<b>11 Mos</b>	Building Area:	<b>11,477 SF</b>
Effective Rent:	<b>£4.46/SF</b>	Exp. Date:	<b>Jan 2021</b>	Reviews:	<b>Jan 2018</b>	Build-Out:	<b>Full Build-Out</b>	Rates:	
				Office Area:		Dock/Drive In:	<b>/Yes</b>	Parking Ratio:	

Leasing Rep:	<b>Duxbury's Commercial - Adam Taylor</b>	Landlord:	
Tenant Rep:		Tenant SIC:	<b>Business Services, NEC</b>

Lease Notes: Brothwood has taken Unit 3 Wyre Court comprising 1,459 sq ft (135.55 sq m) of ground floor industrial accommodation on a five year lease at £6,500 pa, equating to £4.46 psf (£47.95 psm). The quoting rent was £7,000 pa, equating to £4.79 psf (£51.64 psm). The lease is subject to a rent review and a tenant only option to break in year two. Duxbury's Commercial acted on behalf of the landlord. The tenant was unrepresented. The deal was confirmed by Andrew Houghton at Duxbury's Co...

ID# 123014991



# Lease Comparables

10



## 2,538 SF Industrial Lease Signed Dec 2015 for £4.74/SF (Effective)

### 10 Sovereign Ct - Direct

Poulton Le Fylde, FY6 8JX - Wyre Submarket



Asking Rent:	<b>£6.30/SF</b>	Start Date:	<b>Dec 2015</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Industrial Class B</b>
Achieved Rent:	<b>£3.94/SF</b>	Term:	<b>9 Years</b>	Breaks:	<b>Dec 2018...</b>	On Market:	<b>20 Mos</b>	Building Area:	<b>12,417 SF</b>
Effective Rent:	<b>£4.74/SF</b>	Exp. Date:	<b>Dec 2024</b>	Reviews:	<b>Dec 2018...</b>	Build-Out:	<b>Full Build-Out</b>	Rates:	<b>£2.18/SF</b>
				Office Area:	<b>838 SF</b>	Dock/Drive In:		Parking Ratio:	

Leasing Rep:	<b>Duxbury's Commercial - Adam Taylor, Clare A. Taylor</b>	Landlord:	
Tenant Rep:		Tenant SIC:	

Lease Notes: A new tenant has taken 2,538 sq ft (235.79 sq m) of ground and first floor industrial accommodation at 10 Sovereign Court on a nine year lease at £10,000 pa, equating to £3.94 psf (£42.41 psm) in year one, rising to £11,500 pa, equating to £4.53 psf (£48.77 psm) in year two and to £12,500 pa, equating to £4.93 psf (£53.01 psm) in year three. The quoting rent was £15,989 pa, equating to £6.30 psf (£67.81 psm). The lease is subject to a rent review and a tenant only option to b...

ID# 122308131

11



## 1,459 SF Industrial Lease Signed Nov 2015 for £4.79/SF (Effective)

### Suite Unit 2 - Bracewell Ave - Ground Direct, Leased by Endurance Horseboxes

Poulton Le Fylde, FY6 8JF - Wyre Submarket



Asking Rent:	<b>£4.79/SF</b>	Start Date:	<b>Nov 2015</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Light Industrial Class C</b>
Achieved Rent:	<b>£4.79/SF</b>	Term:	<b>3 Years</b>	Breaks:	<b>Oct 2016</b>	On Market:	<b>11 Mos</b>	Building Area:	<b>11,477 SF</b>
Effective Rent:	<b>£4.79/SF</b>	Exp. Date:	<b>Oct 2018</b>	Reviews:		Build-Out:	<b>Full Build-Out</b>	Rates:	
				Office Area:		Dock/Drive In:	<b>/Yes</b>	Parking Ratio:	

Leasing Rep:	<b>Duxbury's Commercial - Adam Taylor</b>	Landlord:	
Tenant Rep:		Tenant SIC:	<b>Animal Specialty Services</b>

Lease Notes: Endurance Horseboxes has taken Unit 2 Wyre Court comprising 1,459 sq ft (135.55 sq m) of ground floor industrial accommodation on a three year lease at £7,000 pa, equating to £4.79 psf (£51.64 psm). The quoting rent was £7,000 pa, equating to £4.79 psf (£51.64 psm). The lease is subject to a tenant only option to break at the end of year one. Duxbury's Commercial acted on behalf of the landlord. The tenant was unrepresented. The deal was confirmed by Andrew Houghton at Duxbur...

ID# 123014701

## **APPENDIX 5**

### **RETAIL TRANSACTIONS**

# Lease Comparables

1



**1,830 SF Retail Lease Signed Sep 2017 for £8,750 PA (Asking)**  
**103 Lord St - Direct**  
 Fleetwood, FY7 6JZ - Wyre Submarket



Asking Rent: <b>£8,750 PA</b>	Start Date: <b>Oct 2017</b>	Rent Free:	Deal Type: <b>New Lease</b>	Property Type: <b>Retail Class B</b>
Achieved Rent:	Term:	Breaks:	On Market: <b>10 Mos</b>	Building Area: <b>1,830 SF</b>
Effective Rent:	Exp. Date:	Reviews:	Use Class: <b>A1 (Shops)</b>	Rates: <b>£4,473 PA</b>
		Retail Location: <b>High Street</b>	Zone A Rent:	Parking Ratio:
Leasing Rep: <b>Butson Blofeld - David Graham</b>			Landlord: <b>Taylor Paterson Trustees Ltd</b>	
Tenant Rep:			Tenant SIC:	

Lease Notes: Retail shop 1,830 sf (81.29 sm)

ID# 132501381

2



**824 SF Retail Lease Signed Aug 2017 for £6,000 PA (Achieved)**  
**187 Lord St - Direct, Leased by Claire Kelly**  
 Fleetwood, FY7 6SW - Wyre Submarket



Asking Rent: <b>£7,200 PA</b>	Start Date: <b>Aug 2017</b>	Rent Free:	Deal Type: <b>New Lease</b>	Property Type: <b>Retail Class B</b>
Achieved Rent: <b>£6,000 PA</b>	Term:	Breaks:	On Market: <b>8 Mos</b>	Building Area: <b>825 SF</b>
Effective Rent:	Exp. Date:	Reviews:	Use Class: <b>A1 (Shops)</b>	Rates: <b>£2,161 PA</b>
		Retail Location:	Zone A Rent:	Parking Ratio:
Leasing Rep: <b>Tiger Commercial Property Consultants - Craig Webster</b>			Landlord: <b>Richard Gaskill</b>	
Tenant Rep:			Tenant SIC:	

Lease Notes: The space comprises 77 sq m of ground and first floor retail accommodation.

ID# 131867231

3



**5,584 SF Retail Lease Signed Aug 2017 for £87,500 PA (Asking)**  
**Unit B - 27-33 Victoria Rd W - Direct**  
 Thornton Cleveleys, FY5 1BS - Wyre Submarket



Asking Rent: <b>£87,500 PA</b>	Start Date: <b>Aug 2017</b>	Rent Free:	Deal Type: <b>New Lease</b>	Property Type: <b>Retail Class B</b>
Achieved Rent:	Term: <b>10 Years</b>	Breaks:	On Market: <b>13 Mos</b>	Building Area: <b>6,584 SF</b>
Effective Rent:	Exp. Date: <b>Aug 2027</b>	Reviews:	Use Class: <b>A1 (Shops)</b>	Rates: <b>£45,227 PA</b>
		Retail Location: <b>High Street</b>	Zone A Rent:	Parking Ratio:
Leasing Rep: <b>Barker Proudlove Ltd - Gary Crompton, Tom Prescott</b>			Landlord:	
Tenant Rep:			Tenant SIC:	

Lease Notes: Unit B is 518.77 sq m.

ID# 131348251

# Lease Comparables



**4**  
**807 SF Retail Lease Signed Aug 2017 for £8,500 PA (Asking)**  
**8 Victoria Rd W - Ground Direct**  
 Thornton Cleveleys, FY5 1BU - Wyre Submarket



Asking Rent: <b>£8,500 PA</b>	Start Date: <b>Aug 2017</b>	Rent Free:	Deal Type: <b>New Lease</b>	Property Type: <b>Retail Class B</b>
Achieved Rent:	Term:	Breaks:	On Market: <b>11 Mos</b>	Building Area: <b>807 SF</b>
Effective Rent:	Exp. Date:	Reviews:	Use Class: <b>A1 (Shops)</b>	Rates:
		Retail Location: <b>High Street</b>	Zone A Rent:	Parking Ratio:

Leasing Rep: **Duxbury's Commercial - Adam Taylor, Clare A. Taylor**  
 Tenant Rep:  
 Landlord:  
 Tenant SIC:

Lease Notes: A new tenant has taken 74.97 sqm of retail accommodation within 8 Victoria Road West.

ID# 131283341



**5**  
**241 SF Retail Lease Signed Aug 2017 for £3,879 PA (Effective)**  
**Unit 7 Thomas Weind - Ground Direct, Leased by Top Peg Clothing**  
 Preston, PR3 1LL - Wyre Submarket



Asking Rent: <b>£4,000 PA</b>	Start Date: <b>Aug 2017</b>	Rent Free: <b>1 Mo at Start</b>	Deal Type: <b>New Lease</b>	Property Type: <b>Retail Class B</b>
Achieved Rent: <b>£4,000 PA</b>	Term: <b>3 Years</b>	Breaks:	On Market: <b>4 Mos</b>	Building Area: <b>1,828 SF</b>
Effective Rent: <b>£3,879 PA</b>	Exp. Date: <b>Jul 2020</b>	Reviews:	Use Class: <b>A1 (Shops)</b>	Rates: <b>£1,445 PA</b>
		Retail Location: <b>High Street</b>	Zone A Rent:	Parking Ratio:

Leasing Rep: **Garside Waddingham Surveyors LLP - Janet Mounsey**  
 Tenant Rep:  
 Landlord:  
 Tenant SIC:

Lease Notes: Unit 7 comprises 241 sq ft (22 sq m) of retail accommodation.

ID# 131276931



**6**  
**422 SF Retail Lease Signed Jun 2017 for £6,000 PA (Asking)**  
**153 Blackpool Old Rd - Ground Direct**  
 Poulton Le Fylde, FY6 7RS - Wyre Submarket



Asking Rent: <b>£6,000 PA</b>	Start Date: <b>Jun 2017</b>	Rent Free:	Deal Type: <b>New Lease</b>	Property Type: <b>Office Class B</b>
Achieved Rent:	Term:	Breaks:	On Market: <b>2 Mos</b>	Building Area: <b>1,187 SF</b>
Effective Rent:	Exp. Date:	Reviews:	Use Class: <b>A1 (Shops)</b>	Rates:
		Retail Location:	Zone A Rent:	Parking Ratio:

Leasing Rep: **Kays Commercial Estate Agents - Nyree Gregg**  
 Tenant Rep:  
 Landlord: **Chartwell Finance**  
 Tenant SIC:

Lease Notes: 422 sq ft (39.21 sq m).

ID# 131165731

# Lease Comparables



**7**  
**1,270 SF Retail Lease Signed May 2017 for £14,950 PA (Asking)**  
**123-125 Victoria Rd W - Ground Direct**  
 Thornton Cleveleys, FY5 3LA - Wyre Submarket



Asking Rent: <b>£14,950 PA</b>	Start Date: <b>May 2017</b>	Rent Free:	Deal Type: <b>New Lease</b>	Property Type: <b>Retail Class B</b>
Achieved Rent:	Term:	Breaks:	On Market: <b>18 Mos</b>	Building Area: <b>1,270 SF</b>
Effective Rent:	Exp. Date:	Reviews:	Use Class: <b>A1 (Shops)</b>	Rates:
		Retail Location: <b>High Street</b>	Zone A Rent:	Parking Ratio:

Leasing Rep: **Duxbury's Commercial - Adam Taylor**  
 Tenant Rep:  
 Landlord:  
 Tenant SIC:

Lease Notes: Comprising 1,270 sq ft (118 sq m) of ground floor retail space.

ID# 132313861



**8**  
**1,875 SF Retail Lease Signed Apr 2017 for £32,750 PA (Effective)**  
**Suite - 9-11 Ball St - Ground Direct, Leased by Card Factory**  
 Poulton Le Fyld, FY6 7BA - Wyre Submarket



Asking Rent: <b>£32,750 PA</b>	Start Date: <b>Apr 2017</b>	Rent Free:	Deal Type: <b>New Lease</b>	Property Type: <b>Retail Class B</b>
Achieved Rent: <b>£32,750 PA</b>	Term: <b>10 Years</b>	Breaks:	On Market: <b>8 Mos</b>	Building Area: <b>1,875 SF</b>
Effective Rent: <b>£32,750 PA</b>	Exp. Date: <b>Apr 2027</b>	Reviews:	Use Class: <b>A1 (Shops)</b>	Rates:
		Retail Location: <b>High Street</b>	Zone A Rent:	Parking Ratio:

Leasing Rep: **Robert Pinkus & Co - Joe Assalone**  
 Tenant Rep: **Barker Proudlove Ltd - Gary Crompton, Tom Prescott**  
 Landlord: **E.H. Booth & Co Ltd**  
 Tenant SIC:

Lease Notes:

ID# 129885401



**9**  
**623 SF Retail Lease Signed Mar 2017 for £6,350 PA (Effective)**  
**175 Lord St - Ground Direct, Leased by Aimee Glasse**  
 Fleetwood, FY7 6SR - Wyre Submarket



Asking Rent: <b>£6,750 PA</b>	Start Date: <b>Mar 2017</b>	Rent Free: <b>1 Mo at Start</b>	Deal Type: <b>New Lease</b>	Property Type: <b>Retail Class B</b>
Achieved Rent: <b>£6,240 PA</b>	Term: <b>3 Years</b>	Breaks:	On Market: <b>3 Mos</b>	Building Area: <b>623 SF</b>
Effective Rent: <b>£6,350 PA</b>	Exp. Date: <b>Mar 2020</b>	Reviews:	Use Class: <b>A1 (Shops)</b>	Rates: <b>£2,832 PA</b>
		Retail Location: <b>High Street</b>	Zone A Rent:	Parking Ratio:

Leasing Rep: **Tiger Commercial Property Consultants - Ryan Thomas, Craig Webster**  
 Tenant Rep:  
 Landlord:  
 Tenant SIC:

Lease Notes: The space comprises 623 sq ft (58 sq m) of retail accommodation.

ID# 129253661

# Lease Comparables

10



## 556 SF Retail Lease Signed Mar 2017 for £8,500 PA (Effective)

**134 Victoria Rd W - Ground Direct**

Thornton Cleveleys, FY5 3LG - Wyre Submarket



Asking Rent:	<b>£8,500 PA</b>	Start Date:	<b>Mar 2017</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Retail Class B</b>
Achieved Rent:	<b>£8,500 PA</b>	Term:	<b>5 Years</b>	Breaks:		On Market:	<b>4 Mos</b>	Building Area:	<b>556 SF</b>
Effective Rent:	<b>£8,500 PA</b>	Exp. Date:	<b>Feb 2022</b>	Reviews:		Use Class:	<b>A1 (Shops)</b>	Rates:	<b>£4,062 PA</b>
				Retail Location:	<b>High Street</b>	Zone A Rent:		Parking Ratio:	<b>1.59/1,000 SF</b>

Leasing Rep:	<b>J Grime &amp; Sons - Richard Grime</b>	Landlord:	<b>J Grime &amp; Sons</b>
Tenant Rep:		Tenant SIC:	

Lease Notes: 51.65 sq m of retail accommodation has let at 134 Victoria Road West.

ID# 129375301

11



## 2,300 SF Retail Lease Signed Dec 2016 for £35,000 PA (Asking)

**Ferraris - High St - 1st Floor Direct**

Preston, PR3 0YL - Wyre Submarket



Asking Rent:	<b>£35,000 PA</b>	Start Date:	<b>Dec 2016</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Retail Class C</b>
Achieved Rent:		Term:		Breaks:		On Market:	<b>7 Mos</b>	Building Area:	<b>2,300 SF</b>
Effective Rent:		Exp. Date:		Reviews:		Use Class:	<b>A3 (Restauran...</b>	Rates:	<b>£13,543 PA</b>
				Retail Location:	<b>Out of Town</b>	Zone A Rent:		Parking Ratio:	<b>2.60/1,000 SF</b>

Leasing Rep:	<b>Morgan Martin (Lancs) - Charles Bell</b>	Landlord:	
Tenant Rep:		Tenant SIC:	

Lease Notes: A new tenant has taken 2,300 sq ft (213 sq m) of first floor office space on a new lease. Morgan Martin (Lancs) acted on behalf of the landlord. Deal confirmed by Morgan Martin (Lancs).

ID# 127167641

12



## 724 SF Retail Lease Signed Dec 2016 for £7,500 PA (Asking)

**14 Lancaster Rd - Ground Direct**

Poulton Le Fylde, FY6 0AR - Wyre Submarket



Asking Rent:	<b>£7,500 PA</b>	Start Date:	<b>Dec 2016</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Retail Class C</b>
Achieved Rent:		Term:		Breaks:		On Market:	<b>3 Mos</b>	Building Area:	<b>724 SF</b>
Effective Rent:		Exp. Date:		Reviews:		Use Class:	<b>A1 (Shops)</b>	Rates:	
				Retail Location:	<b>High Street</b>	Zone A Rent:		Parking Ratio:	

Leasing Rep:	<b>Duxbury's Commercial - Adam Taylor, Clare A. Taylor</b>	Landlord:	
Tenant Rep:		Tenant SIC:	

Lease Notes: A new tenant has taken 14 Lancaster Road comprising 724 sq ft (67 sq m) of ground floor retail accommodation. The quoting rent was £7,500 pa. Duxbury's Commercial acted on behalf of the landlord. The deal was confirmed by Duxbury's Commercial.

ID# 127194351

# Lease Comparables



## 334 SF Retail Lease Signed Dec 2016 for £5,500 PA (Effective)

### Unit 3 - Thomas's Weind - Ground Direct

Preston, PR3 1LL - Wyre Submarket



Asking Rent:	<b>£5,500 PA</b>	Start Date:	<b>Dec 2016</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Retail Class B</b>
Achieved Rent:	<b>£5,500 PA</b>	Term:	<b>3 Years</b>	Breaks:		On Market:	<b>10 Mos</b>	Building Area:	<b>1,828 SF</b>
Effective Rent:	<b>£5,500 PA</b>	Exp. Date:	<b>Nov 2019</b>	Reviews:		Use Class:	<b>A2 (Financial...</b>	Rates:	<b>£1,764 PA</b>
				Retail Location:	<b>High Street</b>	Zone A Rent:		Parking Ratio:	

Leasing Rep:	<b>Garside Waddingham Surveyors LLP - Kathryn Forbes</b>	Landlord:	
Tenant Rep:		Tenant SIC:	

Lease Notes: A new tenant has taken is Unit 3 Thomas Weind comprising 334 sq ft (31.03 sq m) of ground floor retail accommodation from an undisclosed landlord on a three year lease at £5,500 pa. The quoting rent was £5,500 pa. Garside Waddingham Surveyors LLP acted on behalf of the landlord.. The deal was confirmed by Kathrn Forbes at Garside Waddingham Surveyors LLP.

ID# 127092771

**APPENDIX 6**

**LAND TRANSACTIONS**



## Appendix 6 - Land

### Agricultural Land and Buildings

Site	Location	Area (Acres)	Asking Price	Price per Acre	Price Per Hectare	Description
Larbreck House Farm, Well Lane, Larbreck	Great Eccleston	187	£1,850,000	£9,893	£24,436	187 acres of farm land with farm buildings and a barn with planning permission to be converted to two dwellings
Cumeragh Lane, Whittingham	Preston	7.1	£300,000	£42,254	£104,366	Agricultural land to north west of Preston. Planning permission for conversion of agricultural dwelling
Rowntree Farms, Carters Lane, Gisburn	Ribble Valley	477	£5,000,000	£10,482	£25,891	4 dwellings, farm buildings, 437 acres of grassland and 30 acres of mature woodland
Bank End Farm, Blacko Bar Road	Roughlee	39	£1,695,000	£43,462	£107,350	Farmhouse, agricultural buildings and stables set in 39 acres of land
Newton Grange Farm, Grange Lane	Newton	128	£1,055,000	£8,242	£20,358	Agricultural land on outskirts on Newton, a village to the south east of Kirkham
Green Valley Farm	Wrea Green	7.76	£615,000	£79,253	£195,754	Small equestrian property in 7.76
Crimpton Wood	Clitheroe	19.72	£95,000	£4,817	£11,899	Woodland located in the Forest of Bowland to the north west of Clitheroe
Land at Paythorne, Gisburn	Clitheroe	17	£150,000	£8,824	£21,794	17 acres of productive grassland in Gisburn, located on the fringe of the Forest of Bowden
Windy Pike, Gisburn	Clitheroe	23	£900,000	£39,130	£96,652	Farmhouse and associated farm buildings in 23 acres of land, located on the fringe of the Forest of Bowden
Diamond Hall Farm, Moorside Fold, Walmer Bridge	Longton	13	£695,000	£53,462	£132,050	Farmhouse and associated farm buildings in 13 acres of land

### Commercial Land

Site	Location	Area (Acres)	Price Paid	Price per Acre	Price Per Hectare	Description	Date
83 Poulton Road	Poulton-le-Fylde	61.06	£300,000	£4,913	£12,136	Vacant land	Oct-11
Wharles Depot, Roseacre Road	Wharles	0.6	75000	£125,000	£308,750	Vacant council depot site	Jul-13
Amy Johnson Way, Blackpool Business Park	Blackpool	3.64	£200,000	£54,945	£135,714	Greenfield commercial development site	Nov-15
Amy Johnson Way, Blackpool Business Park	Blackpool	0.79	£150,000	£189,873	£468,987	Commercial Development Site	Jan-16
Mains Lane	Poulton-le-Fylde	0.92	55000	£59,783	£147,663	Vacant commercial land with main road frontage	Feb-16
Norcross Lane	Thornton Cleveleys	6.89	£3,400,000	£493,469	£1,218,868	Cleared site with retail consent	Nov-16
Coopers Way	Blackpool	3.22	£705,000	£218,944	£540,792	Cleared site adjacent railway line with consent for residential	Jul-17
Hallam Way	Whitehills	1.34	£190,000	£141,791	£350,224	Greenfield site with outline consent for offices	Oct-17
Warren Drive	Thornton Cleveleys	8.6	£2,500,000	£290,698	£718,023	Vacant Commercial Land	Under offer

## RICS/RAU Rural Land Market Survey H1 2017

# Lack of clarity over post-Brexit landscape still a concern in the market

- Transaction based price index slips for a third successive report
- Headline demand continues to decline but conditions vary depending on land quality
- Twelve month price expectations still negative but only modestly

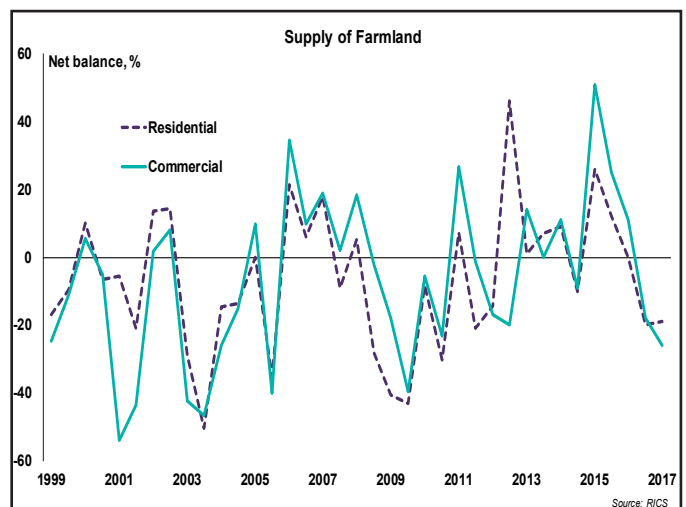
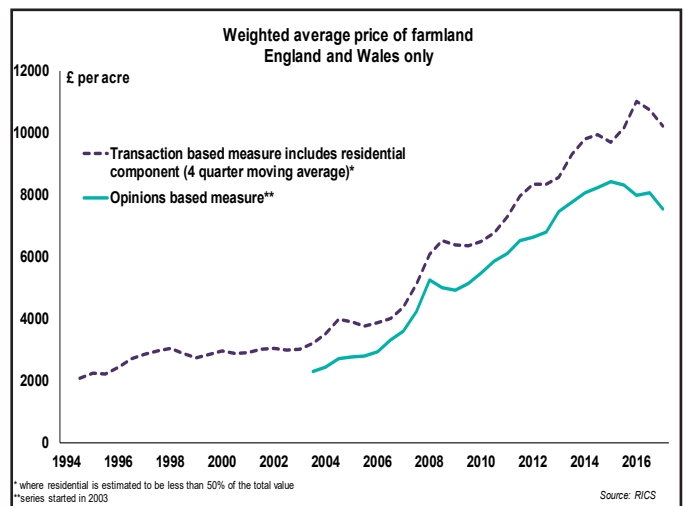
The H1 2017 RICS/RAU Rural Land Market Survey shows demand for farmland continuing to soften across both mixed use and commercial sectors. This marks the fourth consecutive report in which demand has reportedly declined (measured in net balance terms). Respondents again cite a lack of clarity over the post-Brexit landscape as negatively impacting the market. That said, anecdotal evidence suggests conditions remain stronger for higher quality land, while purchasers are more selective when it comes to lower grade farmland.

Alongside this, availability declined for the second period in succession, as both mixed use and commercial farmland sectors saw a fall in supply. In spite of tightening supply conditions nationally, the recent drop-off in demand is still placing some downward pressure on prices. Indeed, the survey's transaction based measure of farmland prices (which includes a residential component where its value is estimated to be less than 50% of the total) edged lower for a third consecutive report to stand at £9936 per acre. Compared to a year ago, this measure has slipped by around 9%. Meanwhile, the survey's opinion based measure (a hypothetical estimate by surveyors of bareland prices) also declined during H1, leaving it down by approximately 5% on an annual basis.

Looking ahead, price expectations remain in negative territory, with a net balance of -14% pointing to a decline over the next twelve months (when taken as a simple average of mixed used and commercial farmland sectors). Even so, this represents the least negative reading since 2015, as expectations have turned progressively less pessimistic in each of the last three reports. When broken down, the outlook for blocks with a residential component is a little more resilient than that for commercial farmland, posting net balances of -7% and -21% respectively.

Yields on investment land held steady over the period, at 1.5%, having declined marginally from 1.6% a year prior. Again, the majority of purchases were made by individual farmers, while just under a quarter were 'lifestyle' buyers. Agricultural businesses and institutional investors both accounted for a little under 10%.

Finally, the latest results show average arable land rents picked up in H1, translating into an annual rise of 3%. Nevertheless, arable land rents remain 10% down on their 2014 peak. At the same time, average pasture land rents were flat through the first half of 2017, but are down 2% on an annual comparison.



Farmland prices: England and Wales												
	Bare land: opinion based			Farmland: transaction based* - p				Rents - wgt average £per acre				Yields
	Wgt price	Arable	Pasture	Wgt price	Price index	No. of sales	AVG trans	Arable		Pasture		
	£ per acre	£ per acre	£ per acre	£ per acre	H1, 95 =100	reported	size, acres	AHA 86	ATA 95	AHA 86	ATA 95	
H2-2016	8,062	8,982	7,143	10,509	500	254	122.5	75	135	53	94	1.5
H1-2017 (p)	7,541	8,378	6,704	9,936	473	176	129.1	75	146	53	94	1.5

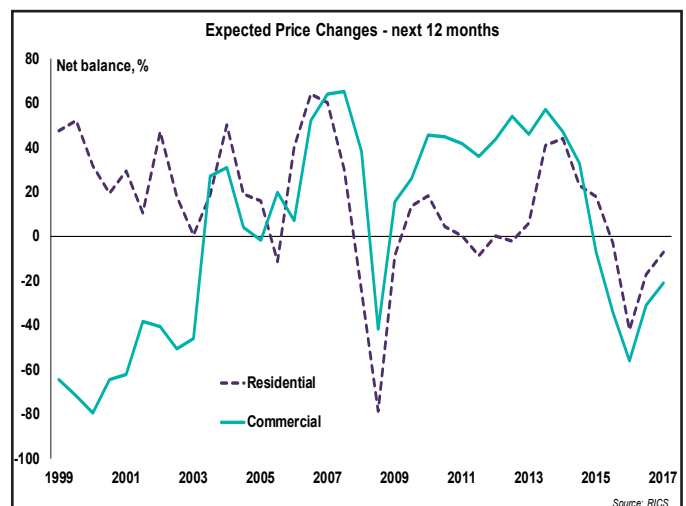
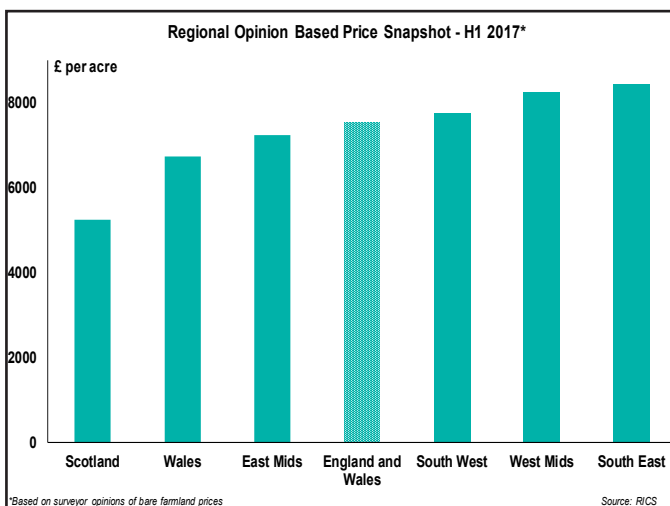
p=provisional data should be subject to revision in the next half

\*includes residential component where estimated value is less than 50%

	Net balance data <sup>1</sup>						Purchaser type % <sup>4</sup>					
	Great Britain: Unweighted						Great Britain: Unweighted					
	Demand <sup>2</sup>		Availability <sup>2</sup>		Price expectations <sup>3</sup>		Ind fmr	Agri-bus	Non-farm	Inst Investor	Developer	Other
	non-res <sup>5</sup>	res <sup>6</sup>	non-res	res	non-res	res						
H2-2016	-20	-15	-18	-20	-31	-17	63	7	22	4	2	2
H1-2017 (p)	-26	-19	-26	-19	-21	-7	58	9	22	7	2	2

1) Balance reporting a rise minus balance reporting a fall 2)Based on change over previous year 3) Based on change over next year 4)Figures may not sum to one due to rounding

5) Where estimated residential value is less than 50% 6) Where estimated residential value is greater than 50% Total number of responses to survey = 84



# Notes to editors

## About:

- The statistics provided by RICS members in England, Wales and Scotland, are collated by the Royal Agricultural University, Cirencester.

## Rents:

- Rental figures refer to the typical rent paid for let land for all grades, expressed as a median of all responses of five or more.
- England and Wales rent figures are the weighted average of regional results.
- England and Wales yield figure is simple average for all data collected.
- ATA = Agricultural Tenancies Act 1995; AHA = Agricultural Holdings Act 1986.

## Land prices:

- Figures refer to the typical prices paid, in £ per acre for bare land.
- Regional figures expressed as a median of all responses of five or more.
- England and Wales figure is the weighted average (by region).
- Non-residential land: where estimated residential value is less than 50%.
- Residential land: where estimated residential value is greater than 50%.
- The RICS 'transaction' based measure of farm land prices is based on actual sales and includes a residential component, where that component is estimated to be worth less than 50% of the total value of the plot.
- The RICS 'opinion' based measure of farm land prices is a hypothetical estimate of bare land only i.e. it excludes the residential component. As a result, the opinion based measure will tend to be less than the transaction based measure.

## Farmland prices:

- Regional figures for each category are based upon the average response of surveyors responding.
- Figures may not aggregate to 100% due to rounding errors.
- National balances refer to Great Britain and are based upon a simple average across all respondents.

## Net balance data:

- Net balance = Proportion of respondents reporting a rise in prices minus those reporting a fall (if 30% reported a rise and 5% reported a fall, the net balance will be 25%).
- The net balance measures breadth (how widespread e.g. price falls or rises are on balance), rather than depth (the magnitude of e.g. price falls or rises).
- Net balance data is opinion based; it does not quantify actual changes in an underlying variable.
- Net balance data can range from -100 to +100.
- A positive net balance implies that more respondents are seeing increases than decreases (in the underlying variable), a negative net balance implies that more respondents are seeing decreases than increases and a zero net balance implies an equal number of respondents are seeing increases and decreases.
- Therefore, a -100 reading implies that no respondents are seeing increases (or no change), and a +100 reading implies that no respondents are seeing decreases (or no change).
- In the case of the RICS price balance, a reading of +10 should not be interpreted as RICS saying that house prices are going up by 10%, but that 10% more surveyors reported increases rather than decreases in prices (over the last three months).

- A change from +30 to +60 does not mean that the variable grew by 30% in one period and by 60% in the next period, but it does indicate that twice as many surveyors reported an increase compared to a decrease than in the previous period.
- Likewise, if we get a reading dropping from +90 to +5, this still means that more respondents are reporting increases than decreases overall, but the breadth of those reporting increases has fallen dramatically; meanwhile, a shift in the reading from -90 to -5 still means that more respondents are reporting decreases than increases overall, but the breadth of those reporting decreases has fallen dramatically.

# Chartered surveyor market comments

## England

Alex Lawson MRICS Savills, London, 020 7409 8882 – “Unsurprisingly, at the half year point, there has been a significant increase in the number of farms and estates offered for sale in recent months, with the market playing catch up after the lull leading up to the general election. But supply is still below what it was for the same period last year and the overall agent sentiment across the country is of no particular change – competitive interest can make a huge difference in sale results and good quality properties, priced correctly continue to sell well. Major political events can unsettle markets but having had one every year since 2014, perhaps we are becoming more immune to their impacts. However, we are all hoping for greater clarity on the post Brexit landscape in the coming months.”

## Scotland

George Hipwell MRICS Davidson & Robertson, Bathgate 01506 811812 – “An increasingly diverse profile of purchasers, including lifestyle buyers and forestry investors as well as existing agricultural businesses, have contributed significantly in recent transactions. The prominence of forestry purchasers has introduced a new dynamic in the market, specifically for plantable land, which comprise some of the more marginal agricultural units. Prominent trends include funds external to agriculture financing a proportion of purchases and the difference in land values between Scotland and other parts of the UK resulting in the continued trend of buyers from outside Scotland. Finally, a lack of information surrounding Brexit means it continues to have a limited impact on transactions.”

Duncan Barrie MRICS Galbraith, Stirling 01786 434600 – “Any downside of Brexit on farmland values is unknown, at present the weak pound has created a more favourable buying environment for overseas buyers, we anticipate a reduction in supply to the market driven by existing uncertainty, which will ultimately help maintain farmland values. The negative effect of a reduction in farm subsidies and therefore farming incomes post 2020 is likely to be greater on rents than land values. Looking ahead, we expect a continuation of the wide variance in results between the best and poorest quality of land. Excluding any major economic, fiscal or tax changes (or indeed further unintended consequences) following Brexit, we do not anticipate any significant price rises or falls in the coming years but expect land to return to sustained and steady growth in the longer term.”

Tom Stewart-Moore MRICS Knight Frank LLP Edinburgh 0131 222 9600 – “There has been few farm transactions on the open market so far this year, as the majority of farms have only been recently launched. Interestingly there have been 3 large farms sold privately in the Scottish Borders over the last 3 months. The crucial period for establishing the state of the Scottish farmland market will be in the autumn when we see how many farms have gone under offer.”

Charles Dugeon FRICS Savills, Scotland 0131 247 3702 – “Against market perception the first half of 2017 in Scotland has shown only a 2% increase in supply of acres to the market compared to 2016. The style of farm offered to date has been generally of a mixed farm type and the early farms to the market have received a good level of interest in particular from buyers from the North of England and Midlands as buyers seek a larger scale of units. Few farmers are asking for guidance on Brexit implications as the whole market has taken comfort from Government assurances that subsidies will remain at least until 2022 and accept that the UK has a long way to go before clarity is provided; so in the meantime the drive is to increase the number of acres under management whether by purchase, lease or contract farming. All indications to date are that land values have held steady at similar levels to 2016 in Scotland.”

## Wales

Hugh O'Donnell MRICS Carter Jonas LLP, Bangor 01248 360417 – “The supply of farmland coming to the market in North Wales to date in 2017 has been lower than in previous years. Demand for better quality pasture land and equipped farms continues however we are seeing purchasers becoming more selective, with post Brexit uncertainty playing its part.”

Eifion Bibby MRICS DMPC, Colwyn Bay 01492 510360 – “Whilst the farmland market in parts of North Wales has generally shown resilience since the Brexit referendum, one is mindful of the potential impact of ongoing uncertainties affecting the industry going forward (e.g. the arrangements that will follow the existing Direct Payments regime and in respect of export trade terms).”

Glyn Owens FRICS McCartneys, Knighton 01547 528621 – “There is still much interest in land that comes onto the market. The current Brexit uncertainty is doing nothing for confidence however and the sooner we have some clarity going forward, the better.”

Andrew Morgan FRICS Morgan and Davies, Lampeter 01570 423623 – “Small blocks of land are still selling well and certainly less opportunities available as some buyers remain unsure about future trends. The dairy sector has seen more positive news emanating in recent times which is helping land in proximity to established units sell quickly. Lifestyle smaller farms selling well pinned up by English retirees and right up into the hills.”

Daniel Rees MRICS Savills, Wales 029 2036 8915 – “The second quarter in Wales has seen the market awaken in terms of supply with a number of new farms and land coming to the market, but our research figures show that supply is still around 54% down on this time last year. Some potential sellers were holding off until the normal spring time and then the ‘snap’ general election delayed some sellers further. Lifestyle buyers are definitely the most active buyers at the moment and they can all see that Wales offers good value when compared to farms across the border in England.”

## Eastern

Ben Taylor MRICS Bidwells, Cambridge 01223 559459 – “Supply of arable land remains restricted with prices per acre becoming increasingly diverse. Good quality farms in affluent areas are still attracting plenty of interest, but the market is less predictable elsewhere. Soil quality and productive capacity appear to have diminished as key determinants of value, but location is increasingly critical. Ongoing political and economic uncertainty has caused buyers and sellers alike to proceed with caution, although there has been enough transactional evidence (particularly in the second quarter) to illustrate that certain investors (including European buyers) are seeing this as a time of opportunity.”

# Chartered surveyor market comments

Christopher Templar MRICS Bletsoes, Thrapston 07595 488417 – “It’s all about location, location, location. Farms in close proximity to affluent towns and villages continue to sell well, as there are plenty of buyers for them. Conversely, isolated farms are proving more difficult to sell, as they often only appeal to farmers; often they are reliant on finance, and the banks appear to be taking a more cautious approach.”

Jim Major FRICS Brown & Co, King’s Lynn 01553 770771 – “Good commercial fen land with a cereals-only capacity remains variably unpopular but demand is fair in certain preferred parishes. Quality opportunities with or without a house are selling but to a thinner market, albeit with prices holding up closer to 2015/6 levels than might have been expected in the face of EU exit and uncertain political influence. The capital tax regime and weak pound remain helpful factors in maintaining price levels.”

Giles Allen MRICS Strutt & Parker, Ipswich 01473 214841 – “Activity levels are up; many farms launched in the first half of 2017, and also those that were unsold in 2016, have found buyers. Despite Brexit and election uncertainty, prices are remaining stable. Demand is mainly from farmers but non-farming investors and overseas buyers also having a significant influence on the market. Supply is up on 2016 levels but seems likely it will tail off for the remainder of the year. Values likely to remain stable as promising looking harvest and improving soft commodity prices help buyers overcome Brexit concerns.”

## East Midlands

Christopher Templar MRICS Bletsoes, Thrapston 07595 488417 – “It’s all about location, location, location. Farms in close proximity to affluent towns and villages continue to sell well, as there are plenty of buyers for them. Conversely, isolated farms are proving more difficult to sell, as they often only appear to farmers; often they are reliant on finance, and the banks appear to be taking a more cautious approach.”

Andrew Houlden MRICS DDM Agriculture Ltd, Brigg 01652 653669 – “Good land or land in a popular location, where there are active buyers/ competitive demand has seen little or no change and values remain very strong. Lower quality land or land in a poor location has seen a decrease in value or in some cases has not managed to sell at all.”

## North East

David Coulson FRICS Addisons Chartered Surveyors, Crook 07779 623371 – “The market appears to be very localised with some land selling reasonably well and other grassland struggling around the Bishop Auckland and Crook areas. Land quality varies a lot around Durham due to past mining activities and quarries. There is also a lot of reclaimed open cast mining sites which are sometimes poorly restored and are not the best quality of land. Good quality land still retains a good demand and towards the south of the county to include Teesdale and better quality land bordering North Yorkshire, the market is quite good.”

Sam Johnson MRICS Carter Jonas LLP, Harrogate 01423 707801 – “We have headed into spring which is typically an active time in the market however supply of high quality farms and estates remains scarce. Inevitably the political uncertainty is deterring vendors from going ahead with a sale. However, demand is still there especially for the “best in class” properties that are priced correctly. We know from previous property cycles that uncertainty for some will mean opportunity for others. The weak pound is possibly providing some respite for on farm debt by increasing value of subsidies and commodities. Diminishing supply may help maintain land values while uncertainty and good advice often provides opportunity for seller and purchaser alike. Land values are still supported by long-term low supply, together with competing land uses and a variety of ownership motives”

Neal Thompson FRICS Edwin Thompson LLP, Berwick upon Tweed 01289 304432 – “Despite all the uncertainty created by Brexit, the election result and the Scottish referendum issue, land values have held up remarkably well and, for the present at least, appear to have stabilised. Blocks of accommodation land are more readily saleable than small to medium sized fully equipped units and land quality and location is paramount.”

## North West

John Seed FRICS Brown Rural Partnership, Macclesfield 01625 434696 – “Whilst not exactly strong and stable, the market for farmland is more resilient than might have been expected. Reduced supply and demand underpinned by non-farmers helps to explain, but is the uncertainty about future support streams failing to articulate itself in buyers’ minds? For how long will higher stock prices following the fall in sterling mask the future outside the EU? Frankly, who knows?”

Julie Little MRICS Robson & Little (Rural) Limited, Edenhall 01768 254354 – “As we have been told support payments will be guaranteed till 2020, possibly even to 2022, and by then the shape of British farming policy should be very interesting. It could be radical or less so than we think (or fear). I think changes will be happen slowly as government knows the margins on some farms are minor and drastic or quick changes could have terrible effects on farming families and communities around then. With this in mind it is unlikely that too much land will exchange hands between 2020 and 2022 and for sure uncertainty will make lenders more reticent, unless of course we are told what is to come. Once we know the shape of things to come, the value of land will be either driven, or aided by support, such is the case now, or we will see very different land values, which will concern lenders who have land as security.”

## South East

Andrew Chandler MRICS Adkin, Wantage 01235 862888 – “Market appears stable although demand differs across locations. Pockets of VP land performing well where rollover relief buyers are active. Polarised market when considering size... bigger appears better / more desirable. Good quality larger blocks of well-located land still competitively pursued.”

Russell Parkes MRICS Batcheller Monkhouse, Pulborough 01798 872081 – “A shortage of supply of land and farms resulted in an active first quarter with prices remaining stable in the south east. There are signs that the market may be slowing down in some areas.”

# Chartered surveyor market comments

Will Taylor MRICS Bidwells, Oxford 01865 797056 – “At the time of writing, political uncertainty may be deterring some vendors to proceed with a sale. Whilst supply remains tight, there are committed buyers still out there looking for good quality properties in desirable locations. These remain the biggest factors, as well as realistic pricing. There continues to be a widening disparity in land values. As a result, prospective purchasers are becoming noticeably more discerning.”

Ed Smith MRICS Carter Jonas LLP, Oxford 01865 404443 – “H1 2017 was slow to get going but the supply of farmland coming onto the market has increased in the latter part of H1 and start of H2. Demand seems to have weakened slightly this year, with buyers being more selective, price sensitive and localised. Prices however do not seem to have suffered in this region to the same extent as some other regions where the market is thinner, but the reality of this may not be truly understood until we are further into H2.”

Rowan Allen MRICS, HJ Burt, Steyning 01903 879488 – “Shortage of land supply is helping maintain demand and with a few key investors actively looking in the market place.”

## South West

Matthew Peters FRICS Bruton Knowles, Gloucester 01452 880000 – “The market has become ever more polarised with some outstanding sales and yet others are really difficult to shift. The average price hides a huge difference in land values in a given area. Neighbours are key to the market holding up with some exceptional prices paid in certain areas. As already stated, with more supply coming to the market we are seeing a discerning buyer emerge. There is more due diligence undertaken and sales are taking longer to achieve. A bit of uncertainty is creeping in to the residential farm sector where over pricing will not work with some property remaining on the market for some time. Still interest from strategic land buyers for the right thing. Interesting times!”

Richard Greasby MRICS Butler Sherborn, Cirencester 01285 883740 – “An unexpected referendum result last year, an unexpected general election result this year, the start of Brexit negotiations. Uncertainty is the buzz word whatever your political views or outlook for post Brexit Britain. Buyers of farmland are a little more cautious. Farms with diverse income streams and smaller blocks appear most popular. Prices achieved still vary widely but the Cotswolds is still a popular place to buy.”

Charles Lucas FRICS Humberts, Marlborough 01672 519111 “With the uncertainty following the general election result and on the outcome of Brexit negotiations there is a certain amount of caution around which has seen a decline in non-farmer interest.”

Stuart Hext MRICS Luscombe Maye, Kingsbridge 07971 217899 – “Demand continues to exceed supply and as a result prices remain surprisingly firm. Unknown outcome of Brexit negotiations, not having as much impact (yet) as expected.”

Andrew Ranson MRICS Stags, Launceston 07834 032248 – “Prices in SW have not fallen as much as national average, mainly due to continued limited supply. Market is patchy, with some popular areas not seeing any price falls, but some cooler areas with less keen neighbours are struggling to sell. Fewer “away buyers” and many farms selling in lots rather than as a whole. The uncertainty due to Brexit treated with caution, by some but not all. Banks continue to be supportive to both buyers and those who need sell.”

Andrew Dodds MRICS Stags, South Molton 01769 575244 – “Stags have sold a lot more bare land lots in H1 2017 compared with the previous year, with prices remaining fairly static - well located productive arable land continues to generate competition but location remains a significant factor for both land values and time taken for a sale to be achieved. Lotting farms remains the key to a sale at present with good demand from residential buyers for houses with 5 acres plus and local farmers continuing to be the main players in the land market.”

Andrew Tuffin MRICS Symonds & Sampson, Sturminster Newton 01258 472244 – “Although supply of land in Dorset and adjoining counties has picked up in 2017, values for large farms, bare land and small parcels are holding up.”

## West Midlands

Mike Taylor FRICS Barbers Rural, Market Drayton 01630 692500 – “I had expected to see prices either static or even falling at the start of this year after a very difficult 2016 and yet if anything they have risen. This may be just a local issue with supply, but generally there seems more optimism as farmgate prices rise despite the uncertainty around Brexit. Whilst there seems more land on the market nationally, there has not been a great deal available in Shropshire and Cheshire. As ever, versatile arable land is most keenly sort after, especially the lighter land for fruit and vegetable growers, but pasture land in the right place is still in demand. Irrigation is a key issue for the larger operations and is likely to become ever more important.”

Christopher Templar MRICS Bletsoes, Thrapston 07595 488417 – “It’s all about location, location, location. Farms in close proximity to affluent towns and villages continue to sell well, as there are plenty of buyers for them. Conversely, isolated farms are proving more difficult to sell, as they often only appeal to farmers; often they are reliant on finance, and the banks appear to be taking a more cautious approach.”

Jeremy Jehan MRICS Brightwells Limited, Hereford 01432 261325 – “The availability of farms and land has increased dramatically. This has been mainly due to the sale of the county council smallholdings in Herefordshire. The estate of over 4000 acres and in excess of 50 lots was extremely well received in the market place. Initial thoughts that this would saturate demand seem ill-founded. Hearsay confirms every lot was bid on and in excess of 150 bids received. As a local agent I was surprised at the high levels of interest and desire to purchase from the farming community and local investors. Brexit and potential interest rate rises were not seen as limiting factors. At the time of writing those winning purchasers are being contacted so we will soon know the levels at which the business has been conducted. Otherwise other properties have continued to sell well and with this underlying demand you cannot help but think values will hold as they are.”

# Chartered surveyor market comments

Matthew Peters FRICS Bruton Knowles, Gloucester 01452 880000 – “The market has become ever more polarised with some outstanding sales and yet with others that are really difficult to shift. The average price hides a huge difference in land values in a given area. Neighbours are key to the market holding up with some exceptional prices paid in certain areas. As already stated with more coming to the market we are seeing a discerning buyer emerge. There is more due diligence undertaken and sales are taking longer to achieve. A bit of uncertainty is creeping in to the residential farm sector where over pricing will not work with some property remaining on the market for some time. Still interest from strategic land buyers for the right thing. Interesting times!”

Robert Browne MRICS Fisher German LLP, Stafford 01785 273 984 – “The market continues to be affected by two tiers of buyers: those seeking to grow and expand their existing business and those seeking to rollover capital gains from development. Valuation instructions from private clients has increased in the last quarter along with land sale instructions. Market uncertainty continues to dominate business investment decisions, hindered further by fluctuations in commodity prices.”

Glyn Owens FRICS McCartneys, Knighton 01547 528621 – “There is still much interest in land that comes onto the market. The current Brexit uncertainty is doing nothing for confidence however and the sooner we have some clarity going forward - the better.”

## Yorkshire & Humberside

Sam Johnson MRICS Carter Jonas LLP, Harrogate 01423 707801 “We have headed into spring which is typically an active time in the market however supply of high quality farms and estates remains scarce. Inevitably the political uncertainty is deterring vendors from going ahead with a sale. However, demand is still there especially for the “best in class” properties that are priced correctly. We know from previous property cycles that uncertainty for some will mean opportunity for others. The weak pound is possibly providing some respite for on farm debt by increasing value of subsidies and commodities. Diminishing supply may help maintain land values while uncertainty and good advice often provides opportunity for seller and purchaser alike. Land values are still supported by long-term low supply, together with competing land uses and a variety of ownership motives.”



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## About the Royal Agricultural University (RAU)

Founded in 1845, the Royal Agricultural University (RAU) is the oldest agricultural college in the English speaking world and has a long-standing, global reputation in education, research and consultancy.

The RAU currently provides a unique learning environment for approximately 1200 students from over 40 different countries. The College offers almost 30 different degree courses in disciplines as varied as agriculture, business, equine, food, and land and property management.

Since the 1930s, the Royal Institution of Chartered Surveyors (RICS) has accredited courses at the RAU. Today, the University offers a choice of five degree programmes at undergraduate and postgraduate levels within its School of Real Estate and Land Management, from where it continues to train and educate the future leaders of the land and property professions.

The RAU has always pioneered research as part of its academic output and also has an established track record of working with government, institutional and private sector clients, utilising the expertise of its academic resources to deliver high quality contract research and consultancy.



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We accredit 118,000 professionals and any individual or firm registered with RICS is subject to our quality assurance. Their expertise covers property, asset valuation and real estate management; the costing and leadership of construction projects; the development of infrastructure; and the management of natural resources, such as mining, farms and woodland. From environmental assessments and building controls to negotiating land rights in an emerging economy; if our members are involved the same professional standards and ethics apply.

We believe that standards underpin effective markets. With up to seventy per cent of the world's wealth bound up in land and real estate, our sector is vital to economic development, helping to support stable, sustainable investment and growth around the globe.

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We are proud of our reputation and we guard it fiercely, so clients who work with an RICS professional can have confidence in the quality and ethics of the services they receive.

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**APPENDIX 7**

**WYG REPORT**



Keppie Massie

## **Wyre Council Local Plan**

Report concerning estimated  
construction costs used in the  
Economic Viability Assessments

5 October 2017



# Wyre Council – Local Plan

## Estimated construction costs

### Document Control

Document: Brief report concerning estimated construction costs used in the Economic Viability Assessments

Project: Local Plan EVA, Wyre Council

Client: **Keppie Massie**

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Approved By  
Description of Revision



# Wyre Council – Local Plan

## Estimated construction costs

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APPENDIX A – Cost summaries for Houses

APPENDIX B – Cost summaries for non-residential developments

APPENDIX C – Cost Summaries for specific residential sites



# Wyre Council – Local Plan

## Estimated construction costs

### 1 Introduction

WYG have supported Keppie Massie with their work for Wyre Council in respect of development viability assessments for a number of types of development in order to test Local Plan viability.

WYG’s work has been in respect of the construction costs of the different types of development anticipated and tested and this report details the methodology adopted and gives summaries of the construction cost data prepared.

The developments have been divided into two basic categories: residential and non-residential. These are considered separately.

### 2 Generic residential developments

#### 2.1 Range of developments

Residential developments have been divided into three categories based on development density and within each several different sizes of development have been used, based on the requirements of Wyre Council and for each of these a typical level of specification has been costed. The densities used are 30, 35 and 40 dwellings per hectare. All developments have been costed for both Greenfield and Brownfield sites; these are defined below.

Scheme	No of dwellings
1	5 No
2	10 No
3	25 No
4	50 No
5	75 No
6	100 No
7	250 No

**Table 1 – Development typologies**

Net site areas have been derived for each development typology based on the densities as follows:

Scheme	Dwelling Nos	30 dph	35 dph	40 dph
1	5 No	1667 m2	1429 m2	1250 m2
2	10 No	3333 m2	2857 m2	2500 m2
3	25 No	8333 m2	7143 m2	6250 m2
4	50 No	16667 m2	14286 m2	12500 m2
5	75 No	25000 m2	21429 m2	18750 m2
6	100 No	33333 m2	28571 m2	25000 m2
7	250 No	83333 m2	71429 m2	62500 m2

**Table 2 – Net site areas**





# Wyre Council – Local Plan

## Estimated construction costs

A mix of accommodation for each development scenario has been based on the following percentages as follows; the floor areas for each dwelling type are also shown:

Dwelling type	Floor area		% of type
2b terraced house	65 m2	700 ft2	37.00%
3b Semi-detached house	84 m2	904 ft2	18.00%
3b Detached House	84 m2	904 ft2	18.00%
4b Detached House	116 m2	1249 ft2	12.00%
5b Detached House	158 m2	1701 ft2	15.00%

**Table 3– Floor areas of dwellings**

As dwelling numbers are quantised small adjustments have been made in some cases to the calculated numbers to give the correct integral total.

The construction cost assessments for each development scenario are shown in tabulated form in Appendix A. Separate cost assessments are given for Greenfield and Brownfield sites.

## 2.2 Costing methodology - Houses

Costs for the buildings:

- The dwellings themselves are costed based on their floor area. All dwellings are assumed to have two floors each of the same area. The substructure costs that have been adopted are based on a rate per m2 that has been applied to the footprint area and are for normal substructures comprising simple strip footings founded at a nominal depth of 1m. Rates per m2 are derived from data held by WYG based on a large range of housing projects carried out in recent years.
- Superstructure costs have been calculated on a rate per m2 basis and applied to the gross internal floor area for each dwelling. These too are derived from data held by WYG. Each different floor area has a specific rate/m2 to reflect the differing costs per m2 as the dwelling size varies.

Costs for the external works etc.:

- These are density based following an assessment of plot size from density
- Estate roads and footpaths; area and costs assessed from plot size; the costs include the roads and footpaths, kerbs, street lighting and road drainage. Rates and prices are from our cost data and published data
- Work within curtilage is assessed based on areas derived from the plot size and include boundaries, driveways/parking area, paving, grassed and planting areas. Rates and prices are from our cost data and published data



# Wyre Council – Local Plan

## Estimated construction costs

- Drainage and incoming service supplies costs are assessed on a cost / dwelling basis and include plot drainage and an allowance for mains drainage, using typical costs. Allowance has been made for costs of basic surface water attenuation to all sites.
- Public Open space: Works include allowances for grass, trees with an allowance for simple future maintenance. Schemes also include allowance for play areas.
- Garages have been included on the following basis:
  - 3 bedroom detached houses -single integral garage
  - 4 bedroom houses – single attached garage
  - 5 bedroom houses – double detached garage

Costs for other matters:

- Preliminaries are costed on a cost per week for a construction period based on the sales rate
- Fees for design, planning etc are based on % of the construction costs
- Adjustment for costs to reflect the size of the development; large developments are more economic than small ones.
- Costs for abnormal works on brownfield sites are included on the basis of cost/dwelling and cost/m<sup>2</sup> of the site. These include allowance for poor ground conditions or similar works and more costly site clearance.
- Contingencies are included at 5%
- As profit will be included elsewhere within the viability appraisal, construction profit is not included within construction costs

A number of items are excluded from the overall rate per sq m assessment and are included elsewhere as appropriate by Keppie Massie in preparing the overall viability assessments. These include

- Provision of Accessible and Adaptable Dwellings in accordance with Building Regulations Requirement M4 (2) - £1,050 per dwelling
- Wheelchair-accessible Dwellings in accordance with Building Regulations Requirement M4 (3A) - £5,618 per dwelling.

More details of exclusions are given at the end of Appendix 1, after the generic costs for the houses

### 2.3 Outline Specification assumed

WYG have assumed the following outline specification for the purposes of assessing the construction costs of the dwellings of standard specification.

# Wyre Council – Local Plan

## Estimated construction costs



<b>Generally</b>	
National Housing Standards	The dwellings are sized to comply with the National Housing Standards
Building regulations	All works will comply with the current Building Regulations in force.
NHBC	All works will comply with the current NHBC requirements (or similar) in force.
Code for Sustainable Homes	No allowance has been made for compliance with the Code for Sustainable Homes.
<b>Substructures</b>	
Foundations (normal)	Standard strip footings at nominally 1m deep have been assumed to the external walls and party walls.
Ground floors	In situ concrete with insulation and screed over.
<b>Superstructures</b>	
Staircases	Standard timber stairs with timber balustrades.
Upper floors	Chipboard floor boarding on timber joists.
External walls	Facing brick, with some detailing, externally; cavity fully filled with insulation, and insulating blockwork inner skin.
Roof	Pitched roof with concrete tiles and trussed timber structure.
Roof insulation	400mm fibreglass quilt at ceiling level.
Rainwater installation	uPVC gutters and downpipes.
Windows	uPVC framed windows with double glazing.
External doors	uPVC or similar front and rear doors.
Internal walls and partitions	Generally of studwork within dwellings, with insulation and plasterboard. Party walls in concrete blockwork to meet the acoustic and fire requirements of the Building Regulations
Internal doors	Hollow core doors with timber veneer appearance and ironmongery, frames in softwood, gloss painted. .
Floor finishes	No applied floor finishes; painted softwood skirtings.
Wall finishes	Plasterboard dry lining with skim and emulsion paint finishes. Ceramic tiling included as splashbacks in bathrooms and in shower areas to 1.8m high.
Ceiling finishes	Plasterboard with skim and emulsion paint finish.
Fittings	Kitchen fittings of medium to basic quality; no white goods or appliances are included.
Sanitary fittings	Bath in white acrylic, WCs and wash basins in white ceramic with taps, wastes etc.
Plumbing installation	Soil and waste pipework in uPVC generally boxed in. Hot and cold water pipework in plastic pipework with insulation.



# Wyre Council – Local Plan

## Estimated construction costs

Heating installation	Gas fired high efficiency combination condensing boiler with radiators, controls etc.
Electrical installation	Wiring for power and lighting. Switches and socket outlets in white plastic. All fittings with Low energy lamps. No decorative fittings included. Smoke detectors included.
TV aerial installation	Cable points in Living Room and Main bedroom; containment to roof space or aerial point. No aerial included.
Telephone installation	Conduit installation to points in Living Room and Main Bedroom to all units.
<b>Externally</b>	
House drives	Black tarmacadam on suitable base and sub-base.
Paving	Pre-cast concrete flags on compacted granular fill generally.
Grassed areas	Topsoil with grass seed generally (turf to front gardens). Topsoil thickness 150mm
Fencing – rear	In treated softwood and as indicated on the drawings/site plan
Fencing – front	None; open plan assumed
Roads and footpaths	Adopted roads to adoption standards in black tarmacadam with street lighting, concrete kerbs and road drainage. Footpaths in precast concrete flags to adoptable standards.
Drainage	Drainage in UPVC pipework with inspection chambers and manholes. Collector drains and drains beyond curtilage are to be adopted. Allowance for surface water attenuation has been made. General further SUDS requirements will be met using the Public Open Space for temporary water storage.

# Wyre Council – Local Plan

## Estimated construction costs



Incoming services	Service supplies for <ul style="list-style-type: none"> <li>• Gas</li> <li>• Electricity</li> <li>• Water</li> <li>• Telephone – duct only from road</li> </ul>
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**Table 4 – Specification details**

### 3 Specific residential developments

#### 3.1 Generally

In addition to the generic developments, we have assessed the costs of development of 20 separate specific sites. The basic methodology is as noted above. The mix of accommodation, floor areas etc remain as for the generic sites.

Each of these sites has been assessed based on the data provided by Wyre Council within the Local Plan. This describes the number of dwellings anticipated and the site area. In general densities have been assumed to be 30dph where the site area can accommodate that number of dwellings at 30dph, together with the POS. In some cases, there may be surplus land based on the gross area; where that is the case we have not costed any work to that surplus area. In the event that the gross area exceeds the area of the site, we have increased the density to allow the number of dwellings anticipated to be costed.

The details within the Local Plan have indicated a number of features and requirements that may have a cost. WYG have assessed the cost of those, albeit on a high level basis, and included those costs as abnormals.

In some cases, there are requirements for non-residential functions, such as convenience stores or employment land. These are costed, again on a high level basis, and the costs identified separately; employment functions are costed on the basis of providing serviced plots.

Many sites have site specific requirements regarding drainage. WYG have met with Council Officers and they provided us with further details of likely drainage requirements and in some cases, estimated drainage strategy costs based on their particular knowledge of the sites. WYG have incorporated this information in our cost assessments for the relevant sites.

The costs of each development have been assessed separately and the details are given in Appendix C.



# Wyre Council – Local Plan

## Estimated construction costs

### 4 Non-residential developments

#### 4.1 Range of developments

A number of different non-residential development types have been costed, as shown in the table below:

Type	Floor Area	Construction Period
Industrial B2	464 m2	5 months
Industrial B2	1,857 m2	8 months
Industrial B2/B8	4,643 m2	9 months
Industrial B2/B8	9,287 m2	11 months
Offices	464 m2	7 months
Offices	1,857 m2	12 months
Retail (Convenience)	279 m2	6 months
Retail (Convenience)	929 m2	9 months
Retail (Convenience)	2,787 m2	12 months
Retail (Comparison)	279 m2	5 months
Retail (Comparison)	929 m2	8 months
Retail (Comparison)	2,787 m2	9 months
Food and Drink	557 m2	12 months

**Table 5 – Non-residential developments – areas of buildings and construction period**

The costs for each of these developments are given in tabulated form in Appendix B.

#### 4.2 Costing methodology

Costs for the buildings:

- Normal substructures and superstructures based on costs per m2 from BCIS for buildings of the same type and comparable size. BCIS data have been adjusted for location and brought up to date.

Costs for the external works etc.:



# Wyre Council – Local Plan

## Estimated construction costs

- Areas based on parking requirements with allowances for circulation and landscaped areas, footpaths etc.

### Costs for other matters

- Preliminaries are costed within the costs per m2 derived from BCIS published cost data for the buildings.
- Fees for design, planning etc are based on a percentage of the construction costs
- Contingencies will be included at 5%
- Construction profit is included within the costs
- Abnormal works will be included on the basis of cost/m2 of the building or cost/m2 of the site. These would include allowance for poor ground conditions or similar.

### Exclusions

- Costs for abnormal works except as stated in relation to previously developed/brownfield sites, and sustainability works, Section 278 works or similar, off-site works and incoming infrastructure.

## 5 Contingencies

WYG have included within the costs for all schemes, whether residential or non-residential, an allowance for unknowns and risk in the amount of 5% which we consider is reasonable.

# Wyre Council – Local Plan

## Estimated construction costs



### **APPENDIX A – Summaries of costs for generic residential sites - houses**





# Wyre Council – Local Plan

## Estimated construction costs

### LOCAL PLAN - TYPICAL COSTS FOR RESIDENTIAL - HOUSES

Summary for density 30 dwellings per hectare - Green Field

18/08/17

	GREEN FIELD SITE			Garages (no & Area)		Sales rate and Construction period		Site areas	
	Total Cost	Av Cost per dwelling	Av cost per m2					Net	Gross
Scheme 1 5 dwellings	£ 560,240	£ 112,048	£ 1,353	2 Nr	28 m2	n/a	7 Months	1667 m2	1667 m2
Scheme 2 10 dwellings	£ 1,102,344	£ 110,234	£ 1,267	4 Nr	70 m2	n/a	9 Months	3333 m2	3667 m2
Scheme 3 25 dwellings	£ 2,665,980	£ 106,639	£ 1,186	11 Nr	196 m2	3/m	14 Months	8333 m2	9167 m2
Scheme 4 50 dwellings	£ 5,157,980	£ 103,160	£ 1,134	22 Nr	406 m2	3/m	23 Months	16667 m2	20833 m2
Scheme 5 75 dwellings	£ 7,720,015	£ 102,934	£ 1,136	33 Nr	602 m2	3/m	31 Months	25000 m2	31250 m2
Scheme 6 100 dwellings	£ 10,231,240	£ 102,312	£ 1,113	45 Nr	840 m2	3/m	39 Months	33333 m2	41667 m2
Scheme 7 250 dwellings	£ 24,717,729	£ 98,871	£ 1,078	112 Nr	2086 m2	4/m	69 Months	83333 m2	104167 m2



# Wyre Council – Local Plan

## Estimated construction costs

### LOCAL PLAN - TYPICAL COSTS FOR RESIDENTIAL - HOUSES

#### LOCAL PLAN - TYPICAL COSTS FOR RESIDENTIAL - HOUSES

Summary for density 30 dwellings per hectare - Brown Field

18/08/2017

	GREEN FIELD SITE			Garages (no & Area)		Sales rate and Construction period		Site areas	
	Total Cost	Av Cost per dwelling	Av cost per m2					Net	Gross
Scheme 1 5 dwellings	£ 593,870	£ 118,774	£ 1,434	2 Nr	28 m2	n/a	7 Months	1667 m2	1667 m2
Scheme 2 10 dwellings	£ 1,172,628	£ 117,263	£ 1,348	4 Nr	70 m2	n/a	9 Months	3333 m2	3667 m2
Scheme 3 25 dwellings	£ 2,841,500	£ 113,660	£ 1,265	11 Nr	196 m2	3/m	14 Months	8333 m2	9167 m2
Scheme 4 50 dwellings	£ 5,511,959	£ 110,239	£ 1,212	22 Nr	406 m2	3/m	23 Months	16667 m2	20833 m2
Scheme 5 75 dwellings	£ 8,249,515	£ 109,994	£ 1,214	33 Nr	602 m2	3/m	31 Months	25000 m2	31250 m2
Scheme 6 100 dwellings	£ 10,926,843	£ 109,268	£ 1,189	45 Nr	840 m2	3/m	39 Months	33333 m2	41667 m2
Scheme 7 250 dwellings	£ 26,428,498	£ 105,714	£ 1,153	112 Nr	2086 m2	4/m	69 Months	83333 m2	104167 m2



# Wyre Council – Local Plan

## Estimated construction costs

### LOCAL PLAN - TYPICAL COSTS FOR RESIDENTIAL - HOUSES

#### LOCAL PLAN - TYPICAL COSTS FOR RESIDENTIAL - HOUSES

Summary for density 35 dwellings per hectare - Green Field

18/08/2017

	GREEN FIELD SITE			Garages (no & Area)		Sales rate and Construction period		Site areas	
	Total Cost	Av Cost per dwelling	Av cost per m2					Net	Gross
Scheme 1 5 dwellings	£ 554,616	£ 110,923	£ 1,340	2 Nr	28 m2	n/a	7 Months	1429 m2	1429 m2
Scheme 2 10 dwellings	£ 1,090,424	£ 109,042	£ 1,253	4 Nr	70 m2	n/a	9 Months	2857 m2	3143 m2
Scheme 3 25 dwellings	£ 2,636,899	£ 105,476	£ 1,174	11 Nr	196 m2	3/m	14 Months	7143 m2	7857 m2
Scheme 4 50 dwellings	£ 5,095,644	£ 101,913	£ 1,120	22 Nr	406 m2	3/m	23 Months	14286 m2	17857 m2
Scheme 5 75 dwellings	£ 7,626,494	£ 101,687	£ 1,122	33 Nr	602 m2	3/m	31 Months	21429 m2	26786 m2
Scheme 6 100 dwellings	£ 10,109,611	£ 101,096	£ 1,100	45 Nr	840 m2	3/m	39 Months	28571 m2	35714 m2
Scheme 7 250 dwellings	£ 24,418,170	£ 97,673	£ 1,065	112 Nr	2086 m2	4/m	69 Months	71429 m2	89286 m2



# Wyre Council – Local Plan

## Estimated construction costs

### LOCAL PLAN - TYPICAL COSTS FOR RESIDENTIAL - HOUSES

#### LOCAL PLAN - TYPICAL COSTS FOR RESIDENTIAL - HOUSES

Summary for density 35 dwellings per hectare - Brown Field

18/08/2017

	GREEN FIELD SITE			Garages (no & Area)		Sales rate and Construction period		Site areas	
	Total Cost	Av Cost per dwelling	Av cost per m2					Net	Gross
Scheme 1 5 dwellings	£ 586,867	£ 117,373	£ 1,418	2 Nr	28 m2	n/a	7 Months	1429 m2	1429 m2
Scheme 2 10 dwellings	£ 1,157,730	£ 115,773	£ 1,331	4 Nr	70 m2	n/a	9 Months	2857 m2	3143 m2
Scheme 3 25 dwellings	£ 2,805,155	£ 112,206	£ 1,248	11 Nr	196 m2	3/m	14 Months	7143 m2	7857 m2
Scheme 4 50 dwellings	£ 5,433,738	£ 108,675	£ 1,194	22 Nr	406 m2	3/m	23 Months	14286 m2	17857 m2
Scheme 5 75 dwellings	£ 8,132,168	£ 108,429	£ 1,197	33 Nr	602 m2	3/m	31 Months	21429 m2	26786 m2
Scheme 6 100 dwellings	£ 10,774,217	£ 107,742	£ 1,172	45 Nr	840 m2	3/m	39 Months	28571 m2	35714 m2
Scheme 7 250 dwellings	£ 26,052,598	£ 104,210	£ 1,136	112 Nr	2086 m2	4/m	69 Months	71429 m2	89286 m2



# Wyre Council – Local Plan

## Estimated construction costs

### LOCAL PLAN - TYPICAL COSTS FOR RESIDENTIAL - HOUSES

#### LOCAL PLAN - TYPICAL COSTS FOR RESIDENTIAL - HOUSES

Summary for density 40 dwellings per hectare - Green Field

18/08/2017

	GREEN FIELD SITE			Garages (no & Area)		Sales rate and Construction period		Site areas	
	Total Cost	Av Cost per dwelling	Av cost per m2					Net	Gross
Scheme 1 5 dwellings	£ 550,238	£ 110,048	£ 1,329	2 Nr	28 m2	n/a	7 Months	1250 m2	1250 m2
Scheme 2 10 dwellings	£ 1,081,170	£ 108,117	£ 1,243	4 Nr	70 m2	n/a	9 Months	2500 m2	2750 m2
Scheme 3 25 dwellings	£ 2,614,324	£ 104,573	£ 1,163	11 Nr	196 m2	3/m	14 Months	6250 m2	6875 m2
Scheme 4 50 dwellings	£ 5,047,421	£ 100,948	£ 1,110	22 Nr	406 m2	3/m	23 Months	12500 m2	15625 m2
Scheme 5 75 dwellings	£ 7,554,148	£ 100,722	£ 1,112	33 Nr	602 m2	3/m	31 Months	18750 m2	23438 m2
Scheme 6 100 dwellings	£ 10,015,521	£ 100,155	£ 1,090	45 Nr	840 m2	3/m	39 Months	25000 m2	31250 m2
Scheme 7 250 dwellings	£ 24,186,434	£ 96,746	£ 1,055	112 Nr	2086 m2	4/m	69 Months	62500 m2	78125 m2



# Wyre Council – Local Plan

## Estimated construction costs

### LOCAL PLAN - TYPICAL COSTS FOR RESIDENTIAL - HOUSES

#### LOCAL PLAN - TYPICAL COSTS FOR RESIDENTIAL - HOUSES

Summary for density 40 dwellings per hectare - Brown Field

18/08/2017

	GREEN FIELD SITE			Garages (no & Area)		Sales rate and Construction period		Site areas	
	Total Cost	Av Cost per dwelling	Av cost per m2					Net	Gross
Scheme 1 5 dwellings	£ 581,454	£ 116,291	£ 1,404	2 Nr	28 m2	n/a	7 Months	1250 m2	1250 m2
Scheme 2 10 dwellings	£ 1,146,244	£ 114,624	£ 1,318	4 Nr	70 m2	n/a	9 Months	2500 m2	2750 m2
Scheme 3 25 dwellings	£ 2,777,130	£ 111,085	£ 1,236	11 Nr	196 m2	3/m	14 Months	6250 m2	6875 m2
Scheme 4 50 dwellings	£ 5,373,602	£ 107,472	£ 1,181	22 Nr	406 m2	3/m	23 Months	12500 m2	15625 m2
Scheme 5 75 dwellings	£ 8,041,951	£ 107,226	£ 1,183	33 Nr	602 m2	3/m	31 Months	18750 m2	23438 m2
Scheme 6 100 dwellings	£ 10,656,878	£ 106,569	£ 1,159	45 Nr	840 m2	3/m	39 Months	25000 m2	31250 m2
Scheme 7 250 dwellings	£ 25,763,607	£ 103,054	£ 1,124	112 Nr	2086 m2	4/m	69 Months	62500 m2	78125 m2

# Wyre Council – Local Plan

## Estimated construction costs

### WYRE BOROUGH COUNCIL LOCAL PLAN EVA - TYPICAL COSTS FOR RESIDENTIAL - HOUSES

#### Notes regarding works included in costs and assumptions made

The following works are included in all schemes unless otherwise stated

- 1 Site clearance - at a basic cost for simple removal of top surface, excluding slabs roads etc. Applicable to site areas calculated on the basis of the applicable density
- 2 Normal foundations - assumed to be strip footings at nominal depth
- 3 Substructures and superstructures - specification typical of normal developments
- 4 External works within curtilage including paving; car parking, grassed areas and fenced boundaries (front assumed open plan). The areas and lengths are assessed based on site area available and assume a typical plot aspect ratio of 1.25 :
- 5 Drainage; an allowance per plot including attenuation
- 6 Incoming service supplies; an allowance per plot.
- 7 Roads, footpaths, kerbs and street lighting; areas and lengths based on the applicable densities, plot areas and an 'inefficiency' of 20%
- 8 Public open space
- 9 Abnormal costs; these vary with site type, as follows:
- 10 Greenfield - no costs
- 11 Brownfield - additional £5.16/m<sup>2</sup> for additional clearance and some demolitions with £51.46/m<sup>2</sup> for floor area of houses to allow for further abnormal substructure costs (eg vibro compaction)
- 12 Preliminaries; allowances based on assessed Construction Periods and sales rates of 4 and 3 per month starting after 6 months; Generic Schemes 1 and 2 being smaller are assessed at 9 and 12 months respectively
- 13 Fees to include the following; percentages decline as the scheme size increases  
Design  
    Planning and building control  
    Section 38 and 104 fees  
    NHBC or equivalent  
    General Health and Safety fees  
    These are included as a declining percentage from 7.5%  
Contingencies; included at 5% throughout
- 14 Scale factors: a percentage multiplier is used to allow assessment of economies of scale
- 15 All costs are based upon typical open market building costs and are assumed to include a level of profit and overheads for construction (as distinct from development) as residential developments conventionally assess profit as a proportion of revenue; to include them would be to allow double counting within an appraisal. Profit and overheads, at 7%, have thus been omitted have thus been omitted.
- 16 Additions for quality; allowances can be made for improvements to specification. No such addition is made within the attached costs.
- 17 Floor areas as noted above
- 18 Maintenance of public open space is based on grass cutting (8 cuts pa) leaving arisings on site and capitalised over 15 years giving c £3.50/m<sup>2</sup>.

# Wyre Council – Local Plan

## Estimated construction costs

### Exclusions not covered above

- 19 Value Added Tax, whether potentially recoverable or otherwise.
- 20 Abnormal works other than as described above; this includes any costs of remediating contaminated land.
- 21 Costs of contributions to be made outside construction costs for example those in respect of Public Open Space or Section 106 requirements.
- 22 Any white goods or marketing incentives.
- 23 Renewable energy equipment and measures beyond those required to comply with Building Regulations.
- 24 All future inflation on construction costs, whether before or during construction
- 25 Costs of compliance with the Code for Sustainable Homes.



# **Wyre Council – Local Plan Estimated construction costs**

## **APPENDIX B – Summaries of costs for generic non-residential sites**



# Wyre Council – Local Plan

## Estimated construction costs

WYRE COUNCIL LOCAL PLAN - SUMMARY OF CONSTRUCTION COSTS FOR NON-RESIDENTIAL DEVELOPMENTS

Issue

5 October 2017

Type	TOTAL COST	No flrs	Floor area (ft2)	Floor area (m2)	Site area (ft2)	Site areas (m2)	Base cost	Extra cost for Brownfield site	Total for Brownfield site	TOTAL COST	Const period	Fee %
Offices	£871,008	2 Nr	5,000 ft2	464 m2	6,125 ft2	569 m2	£ 1,826 /m2	£ 49 /m2	£ 1,876 /m2	£871,008	7 months	12%
Offices	£1,678,150	2 Nr	10,000 ft2	929 m2	12,535 ft2	1,164 m2	£ 1,757 /m2	£ 50 /m2	£ 1,807 /m2	£1,678,150	10 months	6%
Offices	£3,255,270	2 Nr	20,000 ft2	1,857 m2	24,904 ft2	2,313 m2	£ 1,703 /m2	£ 50 /m2	£ 1,753 /m2	£3,255,270	12 months	12%
Offices	£8,026,567	2 Nr	50,000 ft2	4,643 m2	61,912 ft2	5,750 m2	£ 1,679 /m2	£ 49 /m2	£ 1,729 /m2	£8,026,567	15 months	8%
Industrial B1/B2	£563,659	1 Nr	5,000 ft2	464 m2	10,424 ft2	968 m2	£ 1,162 /m2	£ 52 /m2	£ 1,214 /m2	£563,659	5 months	9%
Industrial B1/B2	£870,921	1 Nr	10,000 ft2	929 m2	20,682 ft2	1,921 m2	£ 885 /m2	£ 52 /m2	£ 938 /m2	£870,921	6 months	6%
Industrial B1/B2	£1,483,295	1 Nr	20,000 ft2	1,857 m2	41,127 ft2	3,819 m2	£ 746 /m2	£ 52 /m2	£ 799 /m2	£1,483,295	8 months	7%
Industrial B1/B2	£3,492,164	1 Nr	50,000 ft2	4,643 m2	107,392 ft2	9,973 m2	£ 699 /m2	£ 53 /m2	£ 752 /m2	£3,492,164	9 months	7%
Industrial B1/B2	£6,695,412	1 Nr	100,000 ft2	9,287 m2	219,474 ft2	20,382 m2	£ 668 /m2	£ 53 /m2	£ 721 /m2	£6,695,412	11 months	7%
Industrial B8	£4,088,717	1 Nr	50,000 ft2	4,643 m2	107,432 ft2	9,977 m2	£ 828 /m2	£ 53 /m2	£ 881 /m2	£4,088,717	6 months	7%
Industrial B8	£7,129,707	1 Nr	100,000 ft2	9,287 m2	219,474 ft2	20,382 m2	£ 715 /m2	£ 53 /m2	£ 768 /m2	£7,129,707	9 months	7%
Industrial B8	£14,362,936	1 Nr	300,000 ft2	27,860 m2	621,320 ft2	57,701 m2	£ 463 /m2	£ 52 /m2	£ 516 /m2	£14,362,936	18 months	7%
Non food retail (comparison)	£350,848	1 Nr	3,000 ft2	279 m2	6,955 ft2	646 m2	£ 1,206 /m2	£ 53 /m2	£ 1,259 /m2	£350,848	5 months	8%
Non food retail (comparison)	£1,083,658	1 Nr	10,000 ft2	929 m2	22,838 ft2	2,121 m2	£ 1,114 /m2	£ 53 /m2	£ 1,167 /m2	£1,083,658	8 months	7%
Non food retail (comparison)	£2,812,255	1 Nr	30,000 ft2	2,786 m2	67,989 ft2	6,314 m2	£ 956 /m2	£ 53 /m2	£ 1,009 /m2	£2,812,255	9 months	6%
Retail (Foodstore - Convenience)	£349,925	1 Nr	3,000 ft2	279 m2	6,597 ft2	613 m2	£ 1,203 /m2	£ 53 /m2	£ 1,256 /m2	£349,925	6 months	8%
Retail (Foodstore - Convenience)	£1,025,645	1 Nr	10,000 ft2	929 m2	22,022 ft2	2,045 m2	£ 1,052 /m2	£ 53 /m2	£ 1,104 /m2	£1,025,645	9 months	7%
Retail (Foodstore - Convenience)	£2,650,379	1 Nr	30,000 ft2	2,786 m2	69,041 ft2	6,412 m2	£ 898 /m2	£ 53 /m2	£ 951 /m2	£2,650,379	12 months	6%
Food and Drink (Pub/Restuarant)	£768,429	2 Nr	6,000 ft2	557 m2	35,873 ft2	3,331 m2	£ 1,313 /m2	£ 66 /m2	£ 1,379 /m2	£768,429	12 months	12%

# **Wyre Council – Local Plan Estimated construction costs**

## **APPENDIX C - Summaries of costs for specific residential sites**

**WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY**



**SA1-1 West of Broadway, Fleetwood**

**3 Oct 2017**

Site area **0.92 ha**  
 Net Dev area **8364 m2**  
 PoS Area **836 m2**  
 Sales rate **3 per month**  
 No of dwellings **25 Nr (29.9dph)**

	Mix Data		GFA/unit	Total GFA
2b--terraced	37.00%	9 Nr	65 m2	585 m2
3b--Semi	18.00%	4 Nr	84 m2	336 m2
3b--Detached	18.00%	5 Nr	84 m2	420 m2
4b--Detached	12.00%	3 Nr	116 m2	348 m2
5b--Detached	15.00%	4 Nr	158 m2	632 m2
		25 Nr		<b>2321 m2</b>

Subs and Superstructures			£1,547,820	£61,912.78
External Works within curtilage costs			£129,893	£5,195.74
Road and footpath works beyond curtilage			£145,510	£5,820.40
Garages			£86,507	£3,460.29
Drainage costs	25 Nr	£5,042	£116,046	£4,641.85
Inc Services costs	25 Nr	£4,583	£105,497	£4,219.86
Public Open Space	836 m2	£ 17.36 /m2	£13,367	£534.70
Play area - 1Nr LAP	1 Nr	£10,000	£9,207	£368.28
Preliminaries for 14 months	14 mths	£14,896	£192,004	£7,680.15
<b>SUBTOTAL</b>			<b>£2,345,851</b>	<b>£93,834</b>
Abnormals			£88,750	£3,550.00
Fees		7.50%	£182,595	£7,303.80
Contingencies		5.00%	£130,860	£5,234.39
<b>Total</b>			<b>£2,748,056</b>	<b>£109,922</b>
Non-residential works			£0	
<b>Overall total</b>			<b>£2,748,056</b>	

**Abnormals**

Underbuild arising from raised floor levels for flood resistance	25 Nr	£2,750	£68,750
Extended access to Broadway			£20,000

**Total of abnormals** **£88,750**

**Non-residential works**

No non-residential works included	£0
Fees and contingencies	£0

**Total of non-residential works** **£0**

**WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY**



3 Oct 2017

**SA1-2 Lambs Road, Raikes Road, Thornton.**

Site area	<b>20.35 ha</b>
Net Dev area	<b>145357 m2</b>
PoS Area	<b>58143 m2</b>
Sales rate	<b>4 per month</b>
No of dwellings	<b>437 Nr (30.1dph)</b>

	Mix Data		GFA/unit	Total GFA
2b--terraced	37.00%	162 Nr	65 m2	10530 m2
3b--Semi	18.00%	78 Nr	84 m2	6552 m2
3b--Detached	18.00%	79 Nr	84 m2	6636 m2
4b--Detached	12.00%	52 Nr	116 m2	6032 m2
5b--Detached	15.00%	66 Nr	158 m2	10428 m2
		437 Nr		<b>40178 m2</b>

Subs and Superstructures			£26,792,415	£61,309.88
External Works within curtilage costs			£2,260,576	£5,172.94
Road and footpath works beyond curtilage			£2,536,792	£5,805.02
Garages			£1,434,490	£3,282.59
Drainage costs	437 Nr	£5,042	£2,028,488	£4,641.85
Inc Services costs	437 Nr	£4,583	£1,844,080	£4,219.86
Public Open Space	58143 m2	£ 17.36 /m2	£929,282	£2,126.50
Play area - 1Nr NEAP	1 Nr	£75,000	£69,053	£158.01
Preliminaries for 115 months	115 mths	£25,208	£2,669,063	£6,107.70
<b>SUBTOTAL</b>			<b>£40,564,239</b>	<b>£92,824</b>
Abnormals			£1,405,000	£3,215.10
Fees		7.50%	£3,147,693	£7,202.96
Contingencies		5.00%	£2,255,847	£5,162.12
<b>Total</b>			<b>£47,372,778</b>	<b>£108,405</b>
Non-residential works			£506,000	
<b>Overall total</b>			<b>£47,878,778</b>	

**Abnormals**

New road from Skippool Lane to Raikes Lane; length assumed	460 m	£ 1,750 /m	£805,000
Off-site highway works		Provisonal	£150,000
Improvements to Raikes Lane		Provisonal	£50,000
New surface water outfall; length assumed (costs exclude additional land costs)	400 m	£ 450 /m	£180,000
Additional tree screening of Raikes Farmhouse		Provisonal	£25,000
Allowance for surveys for landfill (no costs are included for remediation)			£25,000
Allowance for ecological improvements		Provisonal	£50,000
Demolitions of farm buildings			£120,000
<b>Total of abnormals</b>			<b>£1,405,000</b>

**Non-residential works**

New primary school.	Land only		
Convenience store	400 m2	£ 1,100/m2	£440,000
Fees and contingencies			£66,000
<b>Total of non-residential works</b>			<b>£506,000</b>

**WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY**



**SA1-3 Pheasant Wood, Fleetwood Road, Thornton**

**3 Oct 2017**

Site area **6.40 ha**  
 Net Dev area **51200 m2**  
 PoS Area **12800 m2**  
 Sales rate **3 per month**  
 No of dwellings **153 Nr (29.9dph)**

	Mix Data		GFA/unit	Total GFA
2b--terraced	37.00%	57 Nr	65 m2	3705 m2
3b--Semi	18.00%	27 Nr	84 m2	2268 m2
3b--Detached	18.00%	28 Nr	84 m2	2352 m2
4b--Detached	12.00%	18 Nr	116 m2	2088 m2
5b--Detached	15.00%	23 Nr	158 m2	3634 m2
		153 Nr		<b>14047 m2</b>

Subs and Superstructures			£9,367,913	£61,228.19
External Works within curtilage costs			£794,692	£5,194.06
Road and footpath works beyond curtilage			£890,865	£5,822.64
Garages			£500,581	£3,271.77
Drainage costs	153 Nr	£5,042	£710,203	£4,641.85
Inc Services costs	153 Nr	£4,583	£645,639	£4,219.86
Public Open Space	12800 m2	£ 17.36 /m2	£204,579	£1,337.12
Play area - 1Nr LEAP	1 Nr	£45,000	£41,432	£270.79
Preliminaries for 57 months	57 mths	£21,771	£1,142,528	£7,467.50
<b>SUBTOTAL</b>			<b>£14,298,431</b>	<b>£93,454</b>
Abnormals			£227,250	£1,485.29
Fees		7.50%	£1,089,426	£7,120.43
Contingencies		5.00%	£780,755	£5,102.98
<b>Total</b>			<b>£16,395,862</b>	<b>£107,162</b>
Non-residential works			£0	
<b>Overall total</b>			<b>£16,395,862</b>	

**Abnormals**

Allowance for ecological improvements	Provisonal	£25,000
Allowance for Habitat Regulation Assessment	Provisonal	£10,000
Allowance for Archaeological Survey	Provisonal	£50,000
Allowance for surveys for landfill (no costs are included for remediation)		£25,000
Allowance for works due to slopes on site	153 Nr	£750
Alloeance for additional drainage		£114,750
Moving street light	Item	£2,500

**Total of abnormals £227,250**

**Non-residential works**

No non-residential works included	£0
Fees and contingencies	£0

**Total of non-residential works £0**

WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY



SA1-8

South of Blackpool Road, Poulton-le-Fylde

3 Oct 2017

Site area **6.40 ha**  
 Net Dev area **51200 m2**  
 PoS Area **12800 m2**  
 Sales rate **3 per month**  
 No of dwellings **154 Nr (30.1dph)**

	Mix Data		GFA/unit	Total GFA
2b--terraced	37.00%	57 Nr	65 m2	3705 m2
3b--Semi	18.00%	28 Nr	84 m2	2352 m2
3b--Detached	18.00%	28 Nr	84 m2	2352 m2
4b--Detached	12.00%	18 Nr	116 m2	2088 m2
5b--Detached	15.00%	23 Nr	158 m2	3634 m2
		154 Nr		<b>14131 m2</b>

Subs and Superstructures			£9,423,226	£61,189.78
External Works within curtilage costs			£796,260	£5,170.52
Road and footpath works beyond curtilage			£893,840	£5,804.16
Garages			£500,581	£3,250.53
Drainage costs	154 Nr	£5,042	£714,845	£4,641.85
Inc Services costs	154 Nr	£4,583	£649,859	£4,219.86
Public Open Space	12800 m2	£ 17.36 /m2	£204,579	£1,328.43
Play area - 1Nr NEAP	1 Nr	£75,000	£69,053	£448.39
Preliminaries for 57 months	57 mths	£21,771	£1,142,528	£7,419.01
<b>SUBTOTAL</b>			<b>£14,394,770</b>	<b>£93,473</b>
Abnormals			£143,000	£928.57
Fees		7.50%	£1,090,333	£7,080.08
Contingencies		5.00%	£781,405	£5,074.06
<b>Total</b>			<b>£16,409,508</b>	<b>£106,555</b>
Non-residential works			£0	
<b>Overall total</b>			<b>£16,409,508</b>	

**Abnormals**

Allowance for ecological improvements		Provisonal	£25,000
Allowance for Habitat Regulation Assessment		Provisonal	£10,000
Allowance for surveys for landfill (no costs are included for remediation)			£25,000
Allowance of acoustic measures to dwellings adjacent to railway line	30 Nr	£1,100	£33,000
Improvements s to Horsebridge Dyke		Provisonal	£30,000
Outfall flap replacement	1 Nr	£20,000	£20,000

**Total of abnormals** **£143,000**

**Non-residential works**

No non-residential works included	£0
(Note: Primary school is not included; land provision only required)	
Fees and contingencies	£0

**Total of non-residential works** **£0**



## Fees and contingencies

0

3 Oct 2017

### SA1-11 Norcross Lane, Norcross.

Site area	<b>9.95 ha</b>
Net Dev area	<b>99500 m2</b>
PoS Area	<b>0 m2</b>
Sales rate	<b>4 per month</b>
No of dwellings	<b>338 Nr (34.0dph)</b>

	Mix Data		GFA/unit	Total GFA
2b--terraced	37.00%	125 Nr	65 m2	8125 m2
3b--Semi	18.00%	60 Nr	84 m2	5040 m2
3b--Detached	18.00%	61 Nr	84 m2	5124 m2
4b--Detached	12.00%	41 Nr	116 m2	4756 m2
5b--Detached	15.00%	51 Nr	158 m2	8058 m2
		338 Nr		<b>31103 m2</b>

Subs and Superstructures			£20,741,366	£61,364.99
External Works within curtilage costs			£1,609,520	£4,761.89
Road and footpath works beyond curtilage			£1,845,862	£5,461.13
Garages			£1,114,571	£3,297.55
Drainage costs	338 Nr	£5,042	£1,568,945	£4,641.85
Inc Services costs	338 Nr	£4,583	£1,426,314	£4,219.86
Public Open Space	0 m2	£ 17.36 /m2	£0	£0.00
Play area - 1Nr MUGA	1 Nr	£130,000	£119,691	£354.12
Preliminaries for 91 months	91 mths	£25,208	£2,112,042	£6,248.64
<b>SUBTOTAL</b>			<b>£30,538,311</b>	<b>£90,350</b>
Abnormals			£1,752,000	£5,183.43
Fees		7.50%	£2,421,773	£7,165.01
Contingencies		5.00%	£1,735,604	£5,134.92
<b>Total</b>			<b>£36,447,689</b>	<b>£107,833</b>
Non-residential works			£483,000	
<b>Overall total</b>			<b>£36,930,689</b>	

### Abnormals

Surface water outfall to River Wyre via Royles Brook at White Carr Lane	Provisonal	£100,000
New access to Norcross Lane	Provisonal	£50,000
Allowance for off-site highway works	Provisonal	£150,000
Allowance for abnormal foundations due to past use of site	Provisonal	£1,352,000
Allowance for large attenuation ponds on/off-site	Provisonal	£100,000

**Total of abnormals** **£1,752,000**

### Non-residential works

Allowance for serviced plots for retail uses on 3 ha	3.0 ha	£ 140,000	£420,000
Fees and contingencies			£63,000

**Total of non-residential works** **£483,000**



**WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY**



**SA1-12**

**Land at Arthurs Lane, Hambleton**

**3 Oct 2017**

Site area	<b>6.90 ha</b>
Net Dev area	<b>55200 m2</b>
PoS Area	<b>13800 m2</b>
Sales rate	<b>3 per month</b>
No of dwellings	<b>165 Nr (29.9dph)</b>

	<b>Mix Data</b>		<b>GFA/unit</b>	<b>Total GFA</b>
2b--terraced	37.00%	61 Nr	65 m2	3965 m2
3b--Semi	18.00%	29 Nr	84 m2	2436 m2
3b--Detached	18.00%	30 Nr	84 m2	2520 m2
4b--Detached	12.00%	20 Nr	116 m2	2320 m2
5b--Detached	15.00%	25 Nr	158 m2	3950 m2
		165 Nr		<b>15191 m2</b>

Subs and Superstructures			£10,130,417	£61,396.46
External Works within curtilage costs			£857,033	£5,194.14
Road and footpath works beyond curtilage			£960,573	£5,821.65
Garages			£545,945	£3,308.76
Drainage costs	165 Nr	£5,042	£765,905	£4,641.85
Inc Services costs	165 Nr	£4,583	£696,277	£4,219.86
Public Open Space	13800 m2	£ 17.36 /m2	£220,562	£1,336.74
Play area - 1Nr NEAP	1 Nr	£75,000	£69,053	£418.50
Preliminaries for 61 months	61 mths	£21,771	£1,222,705	£7,410.34
<b>SUBTOTAL</b>			<b>£15,468,469</b>	<b>£93,748</b>
Abnormals			£445,200	£2,698.18
Fees		7.50%	£1,193,525	£7,233.49
Contingencies		5.00%	£855,360	£5,184.00
<b>Total</b>			<b>£17,962,554</b>	<b>£108,864</b>
Non-residential works			£0	
<b>Overall total</b>			<b>£17,962,554</b>	

**Abnormals**

Improvements to highways adjacent to site		Provisonal	£300,000
New out fall flap			£20,000
Allowance for cut and fill to resolve levels	55200 m2	£ 1.00/m2	£55,200
Allowance for ecological improvements		Provisonal	£20,000
Allowance for Archaeological Survey		Provisonal	£50,000

**Total of abnormals** **£445,200**

**Non-residential works**

No non-residential works included	£0
(Note: Primary school is not included; land provision only required)	
Fees and contingencies	£0

**Total of non-residential works** **£0**

**WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY**



**SA1-13 Inskip Extension**

**3 Oct 2017**

Site area	<b>12.00 ha</b>
Net Dev area	<b>85714 m2</b>
PoS Area	<b>34286 m2</b>
Sales rate	<b>4 per month</b>
No of dwellings	<b>255 Nr (29.8dph)</b>

	<b>Mix Data</b>		<b>GFA/unit</b>	<b>Total GFA</b>
2b--terraced	37.00%	94 Nr	65 m2	6110 m2
3b--Semi	18.00%	46 Nr	84 m2	3864 m2
3b--Detached	18.00%	46 Nr	84 m2	3864 m2
4b--Detached	12.00%	31 Nr	116 m2	3596 m2
5b--Detached	15.00%	38 Nr	158 m2	6004 m2
		255 Nr		<b>23438 m2</b>

Subs and Superstructures			£15,630,227	£61,295.01
External Works within curtilage costs			£1,328,767	£5,210.85
Road and footpath works beyond curtilage			£1,488,219	£5,836.15
Garages			£835,797	£3,277.63
Drainage costs	255 Nr	£5,042	£1,183,672	£4,641.85
Inc Services costs	255 Nr	£4,583	£1,076,065	£4,219.86
Public Open Space	34286 m2	£ 17.36 /m2	£547,979	£2,148.94
Play area - 1Nr NEAP	1 Nr	£75,000	£69,053	£270.79
Preliminaries for 70 months	70 mths	£25,208	£1,624,647	£6,371.17
<b>SUBTOTAL</b>			<b>£23,784,426</b>	<b>£93,272</b>
Abnormals			£345,000	£1,352.94
Fees		7.50%	£1,809,707	£7,096.89
Contingencies		5.00%	£1,296,957	£5,086.10
<b>Total</b>			<b>£27,236,089</b>	<b>£106,808</b>
Non-residential works			£506,000	
<b>Overall total</b>			<b>£27,742,089</b>	

**Abnormals**

New surface water outfall; length assumed (costs exclude additional land costs)	350 m	£ 450 /m	£157,500
Allowance for archaeological survey		Provisonal	£50,000
Additional costs of split sites on one development	255 Nr	£500	£127,500
Allowance for Habitat Regulation assessment		Provisonal	£10,000

**Total of abnormals** **£345,000**

**Non-residential works**

Convenience Store	400 m2	£ 1,100/m2	£440,000
(Note: Primary school is not included; land provision only required)			
Fees and contingencies			£66,000

**Total of non-residential works** **£506,000**



3 Oct 2017

**SA1-15****Land E of Hollins Lane Part, Hollins Lane PP**

Site area	<b>1.87 ha</b>
Net Dev area	<b>17000 m2</b>
PoS Area	<b>1700 m2</b>
Sales rate	<b>3 per month</b>
No of dwellings	<b>51 Nr (30.0dph)</b>

	<b>Mix Data</b>		<b>GFA/unit</b>	<b>Total GFA</b>
2b--terraced	37.00%	19 Nr	65 m2	1235 m2
3b--Semi	18.00%	9 Nr	84 m2	756 m2
3b--Detached	18.00%	9 Nr	84 m2	756 m2
4b--Detached	12.00%	6 Nr	116 m2	696 m2
5b--Detached	15.00%	8 Nr	158 m2	1264 m2
		51 Nr		<b>4707 m2</b>

Subs and Superstructures			£3,138,100	£61,531.38
External Works within curtilage costs			£264,241	£5,181.20
Road and footpath works beyond curtilage			£296,292	£5,809.66
Garages			£169,586	£3,325.21
Drainage costs	51 Nr	£5,042	£236,734	£4,641.85
Inc Services costs	51 Nr	£4,583	£215,213	£4,219.86
Public Open Space	1700 m2	£ 17.36 /m2	£27,171	£532.76
Play area - 1Nr LEAP	1 Nr	£45,000	£41,432	£812.38
Preliminaries for 23 months	23 mths	£17,187	£363,963	£7,136.53
<b>SUBTOTAL</b>			<b>£4,752,732</b>	<b>£93,191</b>
Abnormals			£205,000	£4,019.61
Fees		7.50%	£371,830	£7,290.78
Contingencies		5.00%	£266,478	£5,225.06
<b>Total</b>			<b>£5,596,040</b>	<b>£109,726</b>
Non-residential works			£0	
<b>Overall total</b>			<b>£5,596,040</b>	

**Abnormals**

Improvements to Hollins Lane; scope not known but length is as site frontage	150 m	£500	£75,000
Tree protection		Provisonal	£7,500
Allowance for ecological improvements		Provisonal	£20,000
Allowance for acoustic measures to dwellings adjacent to railway line	25 Nr	£1,100	£27,500
Allowance for pumping station upgrade		Provisonal	£75,000

**Total of abnormals** **£205,000**

**Non-residential works**

No non-residential works included	£0
Fees and contingencies	£0

**Total of non-residential works** **£0**

**WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY**



**SA1-17**

**Land South of Prospect Farm, West of the A6, Garstang**

**3 Oct 2017**

Site area **1.95 ha**  
 Net Dev area **17727 m2**  
 PoS Area **1773 m2**  
 Sales rate **3 per month**  
 No of dwellings **53 Nr (29.9dph)**

	Mix Data		GFA/unit	Total GFA
2b--terraced	37.00%	20 Nr	65 m2	1300 m2
3b--Semi	18.00%	9 Nr	84 m2	756 m2
3b--Detached	18.00%	10 Nr	84 m2	840 m2
4b--Detached	12.00%	6 Nr	116 m2	696 m2
5b--Detached	15.00%	8 Nr	158 m2	1264 m2
		53 Nr		<b>4856 m2</b>

Subs and Superstructures			£3,238,888	£61,111.09
External Works within curtilage costs			£275,137	£5,191.27
Road and footpath works beyond curtilage			£308,503	£5,820.82
Garages			£173,014	£3,264.42
Drainage costs	53 Nr	£5,042	£246,018	£4,641.85
Inc Services costs	53 Nr	£4,583	£223,653	£4,219.86
Public Open Space	1773 m2	£ 17.36 /m2	£28,333	£534.59
Play area - 1Nr LEAP	1 Nr	£45,000	£41,432	£781.73
Preliminaries for 24 months	24 mths	£17,187	£379,788	£7,165.81
<b>SUBTOTAL</b>			<b>£4,914,765</b>	<b>£92,731</b>
Abnormals			£110,000	£2,075.47
Fees		7.50%	£376,857	£7,110.52
Contingencies		5.00%	£270,081	£5,095.87
<b>Total</b>			<b>£5,671,704</b>	<b>£107,013</b>
Non-residential works			£0	
<b>Overall total</b>			<b>£5,671,704</b>	

**Abnormals**

Allowance for surveys for landfill (no costs are included for remediation)			£25,000
Improvements to the water course	200 m	£ 75 /m	£15,000
Allowance for ecological improvements		Provisonal	£20,000
Pedestrian and cycle access improvements		Provisonal	£50,000

**Total of abnormals** **£110,000**

**Non-residential works**

No non-residential works included	£0
Fees and contingencies	£0

**Total of non-residential works** **£0**

**WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY**



**SA1-18 South of Kepple Lane, Garstang**

**3 Oct 2017**

Site area	<b>4.31 ha</b>
Net Dev area	<b>34480 m2</b>
PoS Area	<b>8620 m2</b>
Sales rate	<b>3 per month</b>
No of dwellings	<b>105 Nr (30.5dph)</b>

	Mix Data		GFA/unit	Total GFA
2b--terraced	37.00%	39 Nr	65 m2	2535 m2
3b--Semi	18.00%	18 Nr	84 m2	1512 m2
3b--Detached	18.00%	19 Nr	84 m2	1596 m2
4b--Detached	12.00%	13 Nr	116 m2	1508 m2
5b--Detached	15.00%	16 Nr	158 m2	2528 m2
		105 Nr		<b>9679 m2</b>

Subs and Superstructures			£6,454,964	£61,475.85
External Works within curtilage costs			£538,511	£5,128.68
Road and footpath works beyond curtilage			£605,573	£5,767.36
Garages			£350,249	£3,335.70
Drainage costs	105 Nr	£5,042	£487,394	£4,641.85
Inc Services costs	105 Nr	£4,583	£443,086	£4,219.86
Public Open Space	8620 m2	£ 17.36 /m2	£137,771	£1,312.11
Play area - 1Nr MUGA	1 Nr	£130,000	£119,691	£1,139.91
Preliminaries for 41 months	41 mths	£21,771	£821,818	£7,826.84
<b>SUBTOTAL</b>			<b>£9,959,057</b>	<b>£94,848</b>
Abnormals			£69,695	£663.76
Fees		7.50%	£752,156	£7,163.39
Contingencies		5.00%	£539,045	£5,133.77
<b>Total</b>			<b>£11,319,954</b>	<b>£107,809</b>
Non-residential works			£0	
<b>Overall total</b>			<b>£11,319,954</b>	

**Abnormals**

Demolitions of low buildings; including foundations	826 m2	£ 15.00 /m2	£12,390
Demolitions of 2F buildings (house); including foundations	107 m2	£ 40.00 /m2	£4,280
Removal of hard surfaces	605 m2	£ 5.00 /m2	£3,025
Drainage outfall to R Wyre (assumed forming site boundary)		Item	£25,000
Allowance for surveys for contamination (no costs are included for remediation)			£25,000
<b>Total of abnormals</b>			<b>£69,695</b>

**Non-residential works**

No non-residential works included	£0
Fees and contingencies	£0
<b>Total of non-residential works</b>	<b>£0</b>

**WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY**



**SA1-21**

**Land South of Calder House Lane, Bowgreave**

**3 Oct 2017**

Site area	<b>1.80 ha</b>
Net Dev area	<b>16364 m2</b>
PoS Area	<b>1636 m2</b>
Sales rate	<b>3 per month</b>
No of dwellings	<b>49 Nr (29.9dph)</b>

	<b>Mix Data</b>		<b>GFA/unit</b>	<b>Total GFA</b>
2b--terraced	37.00%	18 Nr	65 m2	1170 m2
3b--Semi	18.00%	9 Nr	84 m2	756 m2
3b--Detached	18.00%	9 Nr	84 m2	756 m2
4b--Detached	12.00%	6 Nr	116 m2	696 m2
5b--Detached	15.00%	7 Nr	158 m2	1106 m2
		<b>49 Nr</b>		<b>4484 m2</b>

Subs and Superstructures			£2,990,925	£61,039.28
External Works within curtilage costs			£254,144	£5,186.62
Road and footpath works beyond curtilage			£285,121	£5,818.80
Garages			£157,981	£3,224.10
Drainage costs	49 Nr	£5,042	£227,451	£4,641.85
Inc Services costs	49 Nr	£4,583	£206,773	£4,219.86
Public Open Space	1636 m2	£ 17.36 /m2	£26,154	£533.75
Play area - 1Nr LEAP	1 Nr	£45,000	£41,432	£845.54
Preliminaries for 22 months	22 mths	£14,896	£301,720	£6,157.56
<b>SUBTOTAL</b>			<b>£4,491,700</b>	<b>£91,667</b>
Abnormals			£35,000	£714.29
Fees		7.50%	£339,503	£6,928.62
Contingencies		5.00%	£243,310	£4,965.51
<b>Total</b>			<b>£5,109,513</b>	<b>£104,276</b>
Non-residential works			£0	
<b>Overall total</b>			<b>£5,109,513</b>	

**Abnormals**

Surface water outfall to Little Calder; replacement outfall flap only	1 Nr	£ 5,000 /m	£5,000
Tree protection works		Provisonal	£10,000
Allowance for ecological improvements		Provisonal	£20,000

**Total of abnormals** **£35,000**

**Non-residential works**

No non-residential works included	£0
Fees and contingencies	£0

**Total of non-residential works** **£0**

**WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY**



**SA1-22**

**Garstang Country Hotel and Golf Club, Garstang Road, Bowgreave**

**3 Oct 2017**

Site area **3.48 ha**  
 Net Dev area **31636 m2**  
 PoS Area **3164 m2**  
 Sales rate **3 per month**  
 No of dwellings **95 Nr (30.0dph)**

	Mix Data		GFA/unit	Total GFA
2b--terraced	37.00%	35 Nr	65 m2	2275 m2
3b--Semi	18.00%	18 Nr	84 m2	1512 m2
3b--Detached	18.00%	17 Nr	84 m2	1428 m2
4b--Detached	12.00%	11 Nr	116 m2	1276 m2
5b--Detached	15.00%	14 Nr	158 m2	2212 m2
		95 Nr		<b>8703 m2</b>

Subs and Superstructures			£5,803,086	£61,085.12
External Works within curtilage costs			£491,707	£5,175.86
Road and footpath works beyond curtilage			£551,911	£5,809.59
Garages			£304,885	£3,209.32
Drainage costs	95 Nr	£5,042	£440,976	£4,641.85
Inc Services costs	95 Nr	£4,583	£400,887	£4,219.86
Public Open Space	3164 m2	£ 17.36 /m2	£50,564	£532.25
Play area - 1Nr NEAP	1 Nr	£75,000	£69,053	£726.87
Preliminaries for 38 months	38 mths	£19,479	£681,508	£7,173.77
<b>SUBTOTAL</b>			<b>£8,794,575</b>	<b>£92,574</b>
Abnormals			£166,080	£1,748.21
Fees		7.50%	£672,049	£7,074.20
Contingencies		5.00%	£481,635	£5,069.84
<b>Total</b>			<b>£10,114,340</b>	<b>£106,467</b>
Non-residential works			£0	
<b>Overall total</b>			<b>£10,114,340</b>	

**Abnormals**

Demolitions of existing building including foundations	554 m2	£ 20 /m2	£11,080
Improvements to water course	200 m	£ 450 /m	£90,000
Tree protection works		Provisonal	£20,000
Allowance for ecological improvements		Provisonal	£20,000

Allowance for surveys for contamination (no costs are included for remediation) £25,000

**Total of abnormals** **£166,080**

**Non-residential works**

No non-residential works included £0  
 Fees and contingencies £0

**Total of non-residential works** **£0**

**WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY**



**SA1-23 Daniel Fold Farm, Catterall PP**

**3 Oct 2017**

Site area **5.10 ha**  
 Net Dev area **40800 m2**  
 PoS Area **10200 m2**  
 Sales rate **3 per month**  
 No of dwellings **122 Nr (29.9dph)**

	Mix Data		GFA/unit	Total GFA
2b--terraced	37.00%	45 Nr	65 m2	2925 m2
3b--Semi	18.00%	22 Nr	84 m2	1848 m2
3b--Detached	18.00%	22 Nr	84 m2	1848 m2
4b--Detached	12.00%	15 Nr	116 m2	1740 m2
5b--Detached	15.00%	18 Nr	158 m2	2844 m2
		122 Nr		<b>11205 m2</b>

Subs and Superstructures			£7,472,849	£61,252.86
External Works within curtilage costs			£633,495	£5,192.58
Road and footpath works beyond curtilage			£710,238	£5,821.62
Garages			£399,041	£3,270.83
Drainage costs	122 Nr	£5,042	£566,306	£4,641.85
Inc Services costs	122 Nr	£4,583	£514,823	£4,219.86
Public Open Space	10200 m2	£ 17.36 /m2	£163,024	£1,336.26
Play area - 1Nr NEAP	1 Nr	£75,000	£69,053	£566.00
Preliminaries for 47 months	47 mths	£21,771	£942,084	£7,722.00
<b>SUBTOTAL</b>			<b>£11,470,912</b>	<b>£94,024</b>
Abnormals			£375,100	£3,074.59
Fees		7.50%	£888,451	£7,282.38
Contingencies		5.00%	£636,723	£5,219.04
<b>Total</b>			<b>£13,371,186</b>	<b>£109,600</b>
Non-residential works			£0	
<b>Overall total</b>			<b>£13,371,186</b>	

**Abnormals**

Extended access along existing farm track	262 m	£ 1,050 /m	£275,100
Allowance for ecological improvements		Provisonal	£20,000
Tree protection		Provisonal	£10,000
Improvement to water course		Provisonal	£25,000
Allowance for surveys for contamination (no costs are included for remediation)			£25,000
Work to mill wall to be retained		Provisonal	£20,000

**Total of abnormals** **£375,100**

**Non-residential works**

No non-residential works included	£0
Fees and contingencies	£0

**Total of non-residential works** **£0**



**WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY**



**SA1-25 Land off Garstang Road, Barton**

**3 Oct 2017**

Site area **2.65 ha**  
 Net Dev area **24091 m2**  
 PoS Area **2409 m2**  
 Sales rate **3 per month**  
 No of dwellings **72 Nr (29.9dph)**

	Mix Data		GFA/unit	Total GFA
2b--terraced	37.00%	27 Nr	65 m2	1755 m2
3b--Semi	18.00%	12 Nr	84 m2	1008 m2
3b--Detached	18.00%	13 Nr	84 m2	1092 m2
4b--Detached	12.00%	9 Nr	116 m2	1044 m2
5b--Detached	15.00%	11 Nr	158 m2	1738 m2
		72 Nr		<b>6637 m2</b>

Subs and Superstructures			£4,426,611	£61,480.71
External Works within curtilage costs			£374,079	£5,195.53
Road and footpath works beyond curtilage			£419,132	£5,821.28
Garages			£241,060	£3,348.05
Drainage costs	72 Nr	£5,042	£334,213	£4,641.85
Inc Services costs	72 Nr	£4,583	£303,830	£4,219.86
Public Open Space	2409 m2	£ 17.36 /m2	£38,504	£534.78
Play area - 1Nr LEAP	1 Nr	£45,000	£41,432	£575.44
Preliminaries for 30 months	30 mths	£17,187	£474,735	£6,593.54
<b>SUBTOTAL</b>			<b>£6,653,595</b>	<b>£92,411</b>
Abnormals			£100,450	£1,395.14
Fees		7.50%	£506,553	£7,035.46
Contingencies		5.00%	£363,030	£5,042.08
<b>Total</b>			<b>£7,623,628</b>	<b>£105,884</b>
Non-residential works			£506,000	
<b>Overall total</b>			<b>£8,129,628</b>	

**Abnormals**

Allowance for Archaeological Survey			£50,000	
Allowance for acoustic measures to dwellings adjacent to railway line (40% dwellings assumed)	29 Nr	£1,050	£30,450	
Allowance for ecological improvements		Provisonal	£20,000	
Sewer assumed not diverted			£0	

**Total of abnormals £100,450**

**Non-residential works**

Convenience store	400 m2	£ 1,100/m2	£440,000	
Fees and contingencies			£66,000	

**Total of non-residential works £506,000**

**WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY**



**SA1-26**

**Land Rear of Shepherds Farm, Barton.**

**3 Oct 2017**

Site area **1.25 ha**  
 Net Dev area **11364 m2**  
 PoS Area **1136 m2**  
 Sales rate **3 per month**  
 No of dwellings **34 Nr (29.9dph)**

	Mix Data		GFA/unit	Total GFA
2b--terraced	37.00%	13 Nr	65 m2	845 m2
3b--Semi	18.00%	6 Nr	84 m2	504 m2
3b--Detached	18.00%	6 Nr	84 m2	504 m2
4b--Detached	12.00%	4 Nr	116 m2	464 m2
5b--Detached	15.00%	5 Nr	158 m2	790 m2
		34 Nr		<b>3107 m2</b>

Subs and Superstructures			£2,072,320	£60,950.59
External Works within curtilage costs			£176,415	£5,188.67
Road and footpath works beyond curtilage			£197,850	£5,819.11
Garages			£109,189	£3,211.44
Drainage costs	34 Nr	£5,042	£157,823	£4,641.85
Inc Services costs	34 Nr	£4,583	£143,475	£4,219.86
Public Open Space	1136 m2	£ 17.36 /m2	£18,162	£534.18
Play area - 1Nr NEAP	1 Nr	£75,000	£69,053	£2,030.96
Preliminaries for 17 months	17 mths	£14,896	£233,147	£6,857.28
<b>SUBTOTAL</b>			<b>£3,177,434</b>	<b>£93,454</b>
Abnormals			£286,600	£8,429.41
Fees		7.50%	£259,803	£7,641.25
Contingencies		5.00%	£186,192	£5,476.23
<b>Total</b>			<b>£3,910,028</b>	<b>£115,001</b>
Non-residential works			£0	
<b>Overall total</b>			<b>£3,910,028</b>	

**Abnormals**

Tree protection		Provisonal	£4,000
Allowance for acoustic measures to dwellings adjacent to railway line (35% dwellings assumed)	12 Nr	£1,050	£12,600
Allowance for ecological improvements		Provisonal	£20,000
Surface water outfall to River Brock; both railway and canal will have to be crossed		Provisonal	£250,000

**Total of abnormals** **£286,600**

**Non-residential works**

No non-residential works included	£0
Fees and contingencies	£0

**Total of non-residential works** **£0**

**WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY**



**SA3-1 Fleetwood Dock and Marina v2**

**3 Oct 2017**

Site area **5.00 ha**  
 Net Dev area **40000 m2**  
 PoS Area **10000 m2**  
 Sales rate **3 per month**  
 No of dwellings **120 Nr (30.0dph)**

	Mix Data		GFA/unit	Total GFA
2b--terraced	37.00%	44 Nr	65 m2	2860 m2
3b--Semi	18.00%	22 Nr	84 m2	1848 m2
3b--Detached	18.00%	22 Nr	84 m2	1848 m2
4b--Detached	12.00%	14 Nr	116 m2	1624 m2
5b--Detached	15.00%	18 Nr	158 m2	2844 m2
		120 Nr		<b>11024 m2</b>

Subs and Superstructures			£7,350,906	£61,257.55
External Works within curtilage costs			£621,600	£5,180.00
Road and footpath works beyond curtilage			£697,418	£5,811.82
Garages			£391,392	£3,261.60
Drainage costs	120 Nr	£5,042	£557,022	£4,641.85
Inc Services costs	120 Nr	£4,583	£506,384	£4,219.86
Public Open Space	10000 m2	£ 17.36 /m2	£159,827	£1,331.89
Play area - 1Nr NEAP	1 Nr	£75,000	£69,053	£575.44
Preliminaries for 46 months	46 mths	£21,771	£922,040	£7,683.67
<b>SUBTOTAL</b>			<b>£11,275,642</b>	<b>£93,964</b>
Abnormals			£570,000	£4,750.00
Fees		7.50%	£888,423	£7,403.53
Contingencies		5.00%	£636,703	£5,305.86
<b>Total</b>			<b>£13,370,768</b>	<b>£111,423</b>
Non-residential works			£1,529,500	
<b>Overall total</b>			<b>£14,900,268</b>	

**Abnormals**

Demolitions of existing buildings assumed not needed		Provisonal	£200,000
Allowance for Habitat Regulation Assessment		Provisonal	£10,000
Allowance for surveys for contamination			£30,000
Underbuild arising from raised levels	120 Nr	£2,750	£330,000

**Total of abnormals £570,000**

**Non-residential works**

Allowance for serviced plots for employment uses on 7.5 ha; costs based on previous assessment	7.5 ha	£140,000	£1,050,000
Allowance for opening up for leisure uses	2.0 ha	£140,000	£280,000
Fees and contingencies			£199,500

**Total of non-residential works £1,529,500**

**WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY**



**SA3-2 Joe Lane, Catteral**

**3 Oct 2017**

Site area **11.30 ha**  
 Net Dev area **80714 m2**  
 PoS Area **32286 m2**  
 Sales rate **3 per month**  
 No of dwellings **242 Nr (30.0dph)**

	Mix Data		GFA/unit	Total GFA
2b--terraced	37.00%	90 Nr	65 m2	5850 m2
3b--Semi	18.00%	43 Nr	84 m2	3612 m2
3b--Detached	18.00%	44 Nr	84 m2	3696 m2
4b--Detached	12.00%	29 Nr	116 m2	3364 m2
5b--Detached	15.00%	36 Nr	158 m2	5688 m2
		242 Nr		<b>22210 m2</b>

Subs and Superstructures			£14,812,409	£61,208.30
External Works within curtilage costs			£1,254,138	£5,182.39
Road and footpath works beyond curtilage			£1,406,833	£5,813.36
Garages			£790,433	£3,266.25
Drainage costs	242 Nr	£5,042	£1,123,328	£4,641.85
Inc Services costs	242 Nr	£4,583	£1,021,207	£4,219.86
Public Open Space	32286 m2	£ 17.36 /m2	£516,014	£2,132.29
Play area - 1Nr NEAP	1 Nr	£75,000	£69,053	£285.34
Preliminaries for 87 months	87 mths	£21,771	£1,743,858	£7,206.03
<b>SUBTOTAL</b>			<b>£22,737,273</b>	<b>£93,956</b>
Abnormals			£251,500	£1,039.26
Fees		7.50%	£1,724,158	£7,124.62
Contingencies		5.00%	£1,235,647	£5,105.98
<b>Total</b>			<b>£25,948,577</b>	<b>£107,226</b>
Non-residential works			£2,050,450	
<b>Overall total</b>			<b>£27,999,027</b>	

**Abnormals**

Allowance for changes in levels	Provisonal	£181,500
Allowance for surveys for contamination (no costs are included for remediation)		£35,000
Tree protection		£15,000
Allowance for ecological improvements	Provisonal	£20,000

**Total of abnormals** **£251,500**

**Non-residential works**

Allowance for serviced plots for employment uses	0.95 ha	£140,000	£133,000
Convenience store and local centre	1500 m2	£ 1,100/m2	£1,650,000
Fees and contingencies			£267,450

**Total of non-residential works** **£2,050,450**

**WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY**



**SA3-3**

**Land West of Great Eccleston, Great Eccleston**

**3 Oct 2017**

Site area	<b>27.50 ha</b>
Net Dev area	<b>196429 m2</b>
PoS Area	<b>78571 m2</b>
Sales rate	<b>4 per month</b>
No of dwellings	<b>590 Nr (30.0dph)</b>

	<b>Mix Data</b>		<b>GFA/unit</b>	<b>Total GFA</b>
2b--terraced	37.00%	218 Nr	65 m2	14170 m2
3b--Semi	18.00%	106 Nr	84 m2	8904 m2
3b--Detached	18.00%	106 Nr	84 m2	8904 m2
4b--Detached	12.00%	71 Nr	116 m2	8236 m2
5b--Detached	15.00%	89 Nr	158 m2	14062 m2
		590 Nr		<b>54276 m2</b>

Subs and Superstructures			£36,192,830	£61,343.78
External Works within curtilage costs			£3,054,146	£5,176.52
Road and footpath works beyond curtilage			£3,426,590	£5,807.78
Garages			£1,939,291	£3,286.93
Drainage costs	590 Nr	£5,042	£2,738,691	£4,641.85
Inc Services costs	590 Nr	£4,583	£2,489,719	£4,219.86
Public Open Space	78571 m2	£ 17.36 /m2	£1,255,786	£2,128.45
Play area - 1Nr NEAP	1 Nr	£75,000	£69,053	£117.04
Preliminaries for 154 months	154 mths	£25,208	£3,574,224	£6,058.01
<b>SUBTOTAL</b>			<b>£54,740,329</b>	<b>£92,780</b>
Abnormals			£547,500	£927.97
Fees		7.50%	£4,146,587	£7,028.11
Contingencies		5.00%	£2,971,721	£5,036.81
<b>Total</b>			<b>£62,406,137</b>	<b>£105,773</b>
Non-residential works			£1,098,250	
<b>Overall total</b>			<b>£63,504,387</b>	

**Abnormals**

Improvements to Copp Lane; assumed additional to roads needed for the development	750 m	£ 550 /m	£412,500
Improvements to water courses		Provisonal	£100,000
Allowance for Habitat Regulation Assessment		Provisonal	£10,000
Allowance for ecological improvements		Provisonal	£25,000

**Total of abnormals** **£547,500**

**Non-residential works**

Allowance for serviced plots employment uses on 1 ha	1.00 ha	£140,000	£140,000
Primary school; land provision only			£0
Community Centre/Health Centre (50% of cost)			£375,000
Convenience store	400 m2	£ 1,100/m2	£440,000
Fees and contingencies			£143,250

**Total of non-residential works** **£1,098,250**

**WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY**



**SA3-5 Land West of the A6, Garstang**

**3 Oct 2017**

Site area	<b>12.60 ha</b>
Net Dev area	<b>90000 m2</b>
PoS Area	<b>36000 m2</b>
Sales rate	<b>4 per month</b>
No of dwellings	<b>270 Nr (30.0dph)</b>

	<b>Mix Data</b>		<b>GFA/unit</b>	<b>Total GFA</b>
2b--terraced	37.00%	100 Nr	65 m2	6500 m2
3b--Semi	18.00%	48 Nr	84 m2	4032 m2
3b--Detached	18.00%	49 Nr	84 m2	4116 m2
4b--Detached	12.00%	32 Nr	116 m2	3712 m2
5b--Detached	15.00%	41 Nr	158 m2	6478 m2
		270 Nr		<b>24838 m2</b>

Subs and Superstructures			£16,562,718	£61,343.40
External Works within curtilage costs			£1,398,759	£5,180.59
Road and footpath works beyond curtilage			£1,568,978	£5,811.03
Garages			£888,545	£3,290.91
Drainage costs	270 Nr	£5,042	£1,253,299	£4,641.85
Inc Services costs	270 Nr	£4,583	£1,139,363	£4,219.86
Public Open Space	36000 m2	£ 17.36 /m2	£575,378	£2,131.03
Play area - 1Nr MUGA	1 Nr	£130,000	£119,691	£443.30
Preliminaries for 74 months	74 mths	£25,208	£1,717,484	£6,361.05
<b>SUBTOTAL</b>			<b>£25,224,216</b>	<b>£93,423</b>
Abnormals			£280,000	£1,037.04
Fees		7.50%	£1,912,816	£7,084.50
Contingencies		5.00%	£1,370,852	£5,077.23
<b>Total</b>			<b>£28,787,883</b>	<b>£106,622</b>
Non-residential works			£1,259,480	
<b>Overall total</b>			<b>£30,047,363</b>	

**Abnormals**

Allowance for ecological improvements	Provisonal	£20,000
New access to A6	Provisonal	£150,000
Allowance for surveys for contamination (no costs are included for remediation)		£35,000
Junction improvementst to Joe Lane/A6	Provisonal	£75,000

**Total of abnormals** **£280,000**

**Non-residential works**

Allowance for employment uses on 4.68ha	4.68 ha	£140,000	£655,200
Convenience store	400 m2	£ 1,100/m2	£440,000
Fees and contingencies			£164,280

**Total of non-residential works** **£1,259,480**

**WYRE COUNCIL - COSTS OF SPECIFIC SITES FOR LOCAL PLAN VIABILITY**



**SA3-4 Forton Extension, Forton V3 180517.**

**3 Oct 2017**

Site area **21.90 ha**  
 Net Dev area **156429 m2**  
 PoS Area **62571 m2**  
 Sales rate **4 per month**  
 No of dwellings **468 Nr (29.9dph)**

	Mix Data		GFA/unit	Total GFA
2b--terraced	37.00%	173 Nr	65 m2	11245 m2
3b--Semi	18.00%	84 Nr	84 m2	7056 m2
3b--Detached	18.00%	85 Nr	84 m2	7140 m2
4b--Detached	12.00%	56 Nr	116 m2	6496 m2
5b--Detached	15.00%	70 Nr	158 m2	11060 m2
		468 Nr		<b>42997 m2</b>

Subs and Superstructures			£28,673,592	£61,268.36
External Works within curtilage costs			£2,429,053	£5,190.28
Road and footpath works beyond curtilage			£2,723,571	£5,819.60
Garages			£1,532,074	£3,273.66
Drainage costs	468 Nr	£5,042	£2,172,386	£4,641.85
Inc Services costs	468 Nr	£4,583	£1,974,896	£4,219.86
Public Open Space	62571 m2	£ 17.36 /m2	£1,000,062	£2,136.89
Play area - 1Nr NEAP	1 Nr	£75,000	£69,053	£147.55
Preliminaries for 123 months	123 mths	£25,208	£2,854,737	£6,099.87
<b>SUBTOTAL</b>			<b>£43,429,424</b>	<b>£92,798</b>
Abnormals			£290,000	£619.66
Fees		7.50%	£3,278,957	£7,006.32
Contingencies		5.00%	£2,349,919	£5,021.19
<b>Total</b>			<b>£49,348,300</b>	<b>£105,445</b>
Non-residential works			£667,000	
<b>Overall total</b>			<b>£50,015,300</b>	

**Abnormals**

Improvement to water course	Provisonal	£50,000
Relocation of recreation ground	Provisonal	£50,000
Allowance for ecological improvements	Provisonal	£40,000
Allowance of demolition of Forton Bank Farm		£150,000

**Total of abnormals £290,000**

**Non-residential works**

Allowance for employment uses on 1 ha	1.00 ha	£140,000	£140,000
Convenience store	400 m2	£ 1,100/m2	£440,000
Fees and contingencies			£87,000

**Total of non-residential works £667,000**

**APPENDIX 8**

**SITE ALLOCATIONS, ASSUMPTIONS AND RESULTS**



Appendix 8

Wyre Allocations - Assumptions and Results

Fleetwood Including Cost of M4 (2)

Test Ref	Site Ref	Address	Settlement	Gross Site Size (Hectares)	Net Dev Area (hectares)	Net Dev Area (acres)	Land Type	Density (dph)	No Dwellings	Total Floorspace (sq.m)	Net Sales Price	Land Value Benchmark (per ha)	Commercial Benchmark Land Value	Land Value Benchmark	Residual Land Value	Residual Land Value (per ha)	Residual Land Value (per acre)	Surplus	Surplus (per sq.m)	Surplus per dwelling
1	SA1/1	West of Broadway, Fleetwood	Fleetwood	1.05	0.83	2.06	Greenfield	30	25	2,318	£1,830	£494,000		£411,667	£95,596	£114,715	£46,443	-£316,071	-£136	-£12,643
1	SA1/1	West of Broadway, Fleetwood - No Affordable	Fleetwood	1.05	0.83	2.06	Greenfield	30	25	2,318	£1,830	£494,000		£411,667	£369,391	£443,269	£179,461	-£42,276	-£18	-£1,691
2	SA3/1	Fleetwood Dock and Marina	Fleetwood	41.47	4.0	9.88	Brownfield	30	120	11,009	£1,830	£617,500	£2,346,500	£4,816,500	£2,626,436	£656,609	£265,834	-£2,190,064	-£199	-£18,251
2	SA3/1	Fleetwood Dock and Marina - No affordable	Fleetwood	32.67	4.0	9.88	Brownfield	30	120	11,009	£1,830	£617,500	£2,346,500	£4,816,500	£3,880,672	£970,168	£392,781	-£935,828	-£85	-£7,799

Thornton

Test Ref	Site Ref	Address	Settlement	Gross Site Size (Hectares)	Net Dev Area (hectares)	Net Dev Area (acres)	Land Type	Density (dph)	No Dwellings	Total Floorspace (sq.m)	Net Sales Price	Land Value Benchmark (per ha)	Commercial Benchmark Land Value	Land Value Benchmark	Residual Land Value	Residual Land Value (per ha)	Residual Land Value (per acre)	Surplus	Surplus (per sq.m)	Surplus per dwelling
3	SA1/2	Lambs Road/Raikes Road, Thornton	Thornton	24.46	14.6	35.98	Greenfield	30	437	40,124	£2,045	£494,000		£7,195,933	£6,366,336	£437,048	£176,943	-£829,597	-£21	-£1,898
4	SA1/3	Land between Fleetwood Rd North and Pheasant Wood, Thornton	Thornton	8.48	5.09	12.57	Greenfield	30	153	14,028	£2,045	£494,000		£2,514,460	£2,538,440	£498,711	£201,907	£23,980	£2	£157
5	SA3/2	North of Norcross Lane, Thornton	Thornton	12.88	9.95	24.58	Brownfield	34	338	31,062	£2,045	£741,000		£9,544,080	£7,500,321	£753,801	£305,183	-£2,043,759	-£66	-£6,047
5	SA3/2	North of Norcross Lane, Thornton - 10% Affordable Housing	Thornton	12.88	9.95	24.58	Brownfield	34	338	31,062	£2,045	£741,000		£9,544,080	£9,722,490	£977,135	£395,601	£178,410	£6	£528

Applied to gross site area

Poulton Le Fylde

Test Ref	Site Ref	Address	Settlement	Gross Site Size (Hectares)	Net Dev Area (hectares)	Net Dev Area (acres)	Land Type	Density (dph)	No Dwellings	Total Floorspace (sq.m)	Net Sales Price	Land Value Benchmark (per ha)	Commercial Benchmark Land Value	Land Value Benchmark	Residual Land Value	Residual Land Value (per ha)	Residual Land Value (per acre)	Surplus	Surplus (per sq.m)	Surplus per dwelling
6	SA1/8	Land South of Blackpool Road, Poulton-le-Fylde	Poulton	19.54	5.13	12.68	Greenfield	30	154	14,112	£2,260	£494,000		£2,535,867	£4,177,898	£813,876	£329,505	£1,642,031	£116	£10,663
7	SA1/12	Land at Arthurs Lane, Hambleton	Hambleton	10.78	5.5	13.6	Greenfield	30	165	15,171	£2,260	£494,000		£2,717,000	£4,167,991	£757,817	£306,808	£1,450,991	£96	£8,794

Garstang

Test Ref	Site Ref	Address	Settlement	Gross Site Size (Hectares)	Net Dev Area (hectares)	Net Dev Area (acres)	Land Type	Density (dph)	No Dwellings	Total Floorspace (sq.m)	Net Sales Price	Land Value Benchmark (per ha)	Commercial Benchmark Land Value	Land Value Benchmark	Residual Land Value	Residual Land Value (per ha)	Residual Land Value (per acre)	Surplus	Surplus (per sq.m)	Surplus per dwelling
8	SA3/3	Land West of Great Eccleston, Great Eccleston	Great Eccleston	33.7	19.67	48.58	Greenfield	30	590	54,204	£2,368	£617,500	£247,000	£12,391,167	£17,000,884	£864,452	£349,980	£4,609,717	£85	£7,813
9	SA1/13	Inskip Extension	Inskip	17.79	8.5	21.0	Greenfield	30	255	23,407	£2,368	£617,500		£5,248,750	£7,589,975	£892,938	£361,513	£2,341,225	£100	£9,181
10	SA1/15	Land East of Hollins Lane, Hollins Lane	Hollins Lane	2.47	1.7	4.2	Greenfield	30	51	4,701	£2,368	£617,500		£1,049,750	£1,518,718	£893,364	£361,686	£468,968	£100	£9,195
11	SA1/17	Land South of Prospect Farm, West of the A6, Garstang	Garstang	4.64	1.8	4.4	Greenfield	30	53	4,849	£2,368	£617,500		£1,090,917	£1,614,368	£913,793	£369,957	£523,451	£108	£9,876
12	SA1/18	South of Kepple Lane, Garstang	Garstang	4.31	3.5	8.6	Greenfield/PDL	30	105	9,666	£2,368	£617,500		£2,161,250	£3,163,051	£903,729	£365,882	£1,001,801	£104	£9,541
13	SA1/21	Land South of Calder House Lane, Bowgreave	Bowgreave	3.69	1.63	4.0	Greenfield	30	49	4,478	£2,368	£617,500		£1,008,583	£1,606,224	£983,402	£398,139	£597,641	£133	£12,197
14	SA1/22	Garstang Country Hotel And Golf Club Garstang Road Bowgreave	Bowgreave	4.7	3.17	7.8	Greenfield	30	95	8,691	£2,368	£617,500		£1,955,417	£2,904,498	£917,210	£371,340	£949,081	£109	£9,990
15	SA1/23	Daniel Fold Farm, Daniel Fold Lane, Catterall	Catterall	5.02	4.07	10.0	Greenfield	30	122	11,190	£2,368	£617,500		£2,511,167	£3,415,957	£839,989	£340,077	£904,790	£81	£7,416
16	SA1/25	Land of Garstang Road, Barton	Barton	3.65	2.4	5.9	Greenfield	30	72	6,629	£2,368	£617,500		£1,482,000	£2,377,806	£990,753	£401,114	£895,806	£135	£12,442
17	SA1/26	Land Rear of Shepherds Farm, Barton	Barton	2.35	1.13	2.8	Greenfield	30	34	3,103	£2,368	£617,500		£699,833	£818,836	£722,502	£292,511	£119,003	£38	£3,500
18	SA3/6	Joe Lane (Land Bounded by Garstang Road, A6 and Joe Lane), Catterall	Catterall	9.84	8.07	19.9	Greenfield	30	242	22,180	£2,368	£617,500	£605,150	£5,586,317	£7,125,872	£883,373	£357,641	£1,539,555	£69	£6,362
19	SA3/4	Forton Extension, Forton	Forton	29.63	15.6	38.5	Greenfield	30	468	42,939	£2,368	£617,500	£247,000	£9,880,000	£13,066,248	£837,580	£339,101	£3,186,248	£74	£6,808
20	SA3/5	Land West of the A6 (Nateby Crossing), Garstang	Garstang	16.64	9.0	22.2	Greenfield	30	270	24,805	£2,368	£617,500	£1,155,960	£6,713,460	£8,692,899	£965,878	£391,044	£1,979,439	£80	£7,331

Appendix 8

Wyre Allocations - Assumptions and Results

Fleetwood Including Cost of M4 (3a)

Test Ref	Site Ref	Address	Settlement	Gross Site Size (Hectares)	Net Dev Area (hectares)	Net Dev Area (acres)	Land Type	Density (dph)	No Dwellings	Floor Space (sq.m)	Total Floorspace (sq.m)	Net Sales Price	Land Value Benchmark (per ha)	Commercial Benchmark Land Value	Land Value Benchmark	Residual Land Value	Residual Land Value (per ha)	Residual Land Value (per acre)	Surplus	Surplus (per sq.m)	Surplus per dwelling
1	SA1/1	West of Broadway, Fleetwood	Fleetwood	1.05	0.83	2.1	Greenfield	30	25	2,318	2,318	£1,830	£494,000		£411,667	£74,098	£88,918	£35,999	-£337,569	-£146	-£13,503
1	SA1/1	West of Broadway, Fleetwood - No Affordable	Fleetwood	1.05	0.83	2.1	Greenfield	30	25	2,318	2,318	£1,830	£494,000		£411,667	£348,899	£418,679	£169,506	-£62,768	-£27	-£2,511
2	SA3/1	Fleetwood Dock and Marina	Fleetwood	32.67	4.0	9.88	Brownfield	30	120	11,009	11,009	£1,830	£617,500	£2,346,500	£4,816,500	£2,534,069	£633,517	£256,485	-£2,282,431	-£207	-£19,020
2	SA3/1	Fleetwood Dock and Marina - No affordable	Fleetwood	32.67	4.0	9.88	Brownfield	30	120	11,009	11,009	£1,830	£617,500	£2,346,500	£4,816,500	£3,788,991	£947,248	£383,501	-£1,027,509	-£93	-£8,563

Thornton

Test Ref	Site Ref	Address	Settlement	Gross Site Size (Hectares)	Net Dev Area (hectares)	Net Dev Area (acres)	Land Type	Density (dph)	No Dwellings	Floor Space (sq.m)	Total Floorspace (sq.m)	Net Sales Price	Land Value Benchmark (per ha)	Commercial Benchmark Land Value	Land Value Benchmark	Residual Land Value	Residual Land Value (per ha)	Residual Land Value (per acre)	Surplus	Surplus (per sq.m)	Surplus per dwelling
3	SA1/2	Lambs Road/Raikes Road, Thornton	Thornton	24.46	14.57	35.98	Greenfield	30	437	40,124	40,124	£2,045	£494,000		£7,195,933	£6,074,805	£417,035	£168,840	-£1,121,128	-£28	-£2,566
4	SA1/3	Land between Fleetwood Rd North and Pheasant Wood, Thornton	Thornton	8.48	5.09	12.57	Greenfield	30	153	14,028	14,028	£2,045	£494,000		£2,514,460	£2,422,432	£475,920	£192,680	-£92,028	-£7	-£601
5	SA3/2	North of Norcross Lane, Thornton	Thornton	12.88	9.95	24.58	Brownfield	34	338	31,062	31,062	£2,045	£741,000		£9,544,080	£7,267,551	£730,407	£295,711	-£2,276,529	-£73	-£6,735
5	SA3/2	North of Norcross Lane, Thornton - 10% Affordable Housing	Thornton	12.88	9.95	24.58	Brownfield	34	338	31,062	31,062	£2,045	£741,000		£9,544,080	£9,491,593	£953,929	£386,206	-£52,487	-£2	-£155

Applied to gross site area

Applied to gross site area

Poulton Le Fylde

Test Ref	Site Ref	Address	Settlement	Gross Site Size (Hectares)	Net Dev Area (hectares)	Net Dev Area (acres)	Land Type	Density (dph)	No Dwellings	Floor Space (sq.m)	Total Floorspace (sq.m)	Net Sales Price	Land Value Benchmark (per ha)	Commercial Benchmark Land Value	Land Value Benchmark	Residual Land Value	Residual Land Value (per ha)	Residual Land Value (per acre)	Surplus	Surplus (per sq.m)	Surplus per dwelling
6	SA1/8	Land South of Blackpool Road, Poulton-le-Fylde	Poulton	19.54	5.13	12.68	Greenfield	30	154	14,112	14,112	£2,260	£494,000		£2,535,867	£4,063,501	£791,591	£320,482	£1,527,634	£108	£9,920
7	SA1/12	Land at Arthurs Lane, Hambleton	Hambleton	10.78	5.5	13.6	Greenfield	30	165	15,171	15,171	£2,260	£494,000		£2,717,000	£4,047,268	£735,867	£297,922	£1,330,268	£88	£8,062

Garstang

Test Ref	Site Ref	Address	Settlement	Gross Site Size (Hectares)	Net Dev Area (hectares)	Net Dev Area (acres)	Land Type	Density (dph)	No Dwellings	Floor Space (sq.m)	Total Floorspace (sq.m)	Net Sales Price	Land Value Benchmark (per ha)	Commercial Benchmark Land Value	Land Value Benchmark	Residual Land Value	Residual Land Value (per ha)	Residual Land Value (per acre)	Surplus	Surplus (per sq.m)	Surplus per dwelling
8	SA3/3	Land West of Great Eccleston, Great Eccleston	Great Eccleston	34.83	19.67	48.58	Greenfield	30	590	54,204	54,204	£2,360	£617,500	£247,000	£12,391,167	£16,648,323	£846,525	£342,723	£4,257,156	£79	£7,216
9	SA1/13	Inskip Extension	Inskip	17.79	8.5	21.0	Greenfield	30	255	23,407	23,407	£2,368	£617,500		£5,248,750	£7,407,159	£871,430	£352,806	£2,158,409	£92	£8,464
10	SA1/15	Land East of Hollins Lane, Hollins Lane	Hollins Lane	2.47	1.7	4.2	Greenfield	30	51	4,701	4,701	£2,368	£617,500		£1,049,750	£1,478,757	£869,857	£352,169	£429,007	£91	£8,412
11	SA1/17	Land South of Prospect Farm, West of the A6, Garstang	Garstang	2.66	1.8	4.4	Greenfield	30	53	4,849	4,849	£2,368	£617,500		£1,090,917	£1,570,506	£888,966	£359,905	£479,589	£99	£9,049
12	SA1/18	South of Kepple Lane, Garstang	Garstang	4.31	3.5	8.6	Greenfield/PDL	30	105	9,666	9,666	£2,368	£617,500		£2,161,250	£3,082,748	£880,785	£356,593	£921,498	£95	£8,776
13	SA1/21	Land South of Calder House Lane, Bowgreave	Bowgreave	3.69	1.63	4.0	Greenfield	30	49	4,478	4,478	£2,368	£617,500		£1,008,583	£1,566,148	£958,866	£388,205	£557,565	£125	£11,379
14	SA1/22	Garstang Country Hotel And Golf Club Garstang Road Bowgreave	Bowgreave	4.7	3.17	7.8	Greenfield	30	95	8,691	8,691	£2,368	£617,500		£1,955,417	£2,831,292	£894,092	£361,981	£875,875	£101	£9,220
15	SA1/23	Daniel Fold Farm, Daniel Fold Lane, Catterall	Catterall	5.02	4.07	10.0	Greenfield	30	122	11,190	11,190	£2,368	£617,500		£2,511,167	£3,325,415	£817,725	£331,063	£814,248	£73	£6,674
16	SA1/25	Land of Garstang Road, Barton	Barton	3.65	2.4	5.9	Greenfield	30	72	6,629	6,629	£2,368	£617,500		£1,482,000	£2,322,784	£967,827	£391,833	£840,784	£127	£11,678
17	SA1/26	Land Rear of Shepherds Farm, Barton	Barton	2.36	1.13	2.8	Greenfield	30	34	3,103	3,103	£2,368	£617,500		£699,833	£790,403	£697,414	£282,354	£90,570	£29	£2,664
18	SA3/6	Joe Lane (Land Bounded by Garstang Road, A6 and Joe Lane), Catterall	Catterall	9.84	8.07	19.9	Greenfield	30	242	22,180	22,180	£2,368	£617,500	£605,150	£5,586,317	£6,960,084	£862,820	£349,320	£1,373,767	£62	£5,677
19	SA3/4	Forton Extension, Forton	Forton	26.76	15.6	38.5	Greenfield	30	468	42,939	42,939	£2,368	£617,500	£247,000	£9,880,000	£12,765,678	£818,313	£331,301	£2,885,678	£67	£6,166
20	SA3/5	Land West of the A6 (Nateby Crossing), Garstang	Garstang	16.64	9.0	22.2	Greenfield	30	270	24,805	24,805	£2,368	£617,500	£1,155,960	£6,713,460	£8,502,306	£944,701	£382,470	£1,788,846	£72	£6,625