



**Test Valley Borough Council**  
**Calculation Methodology for Financial Contributions**

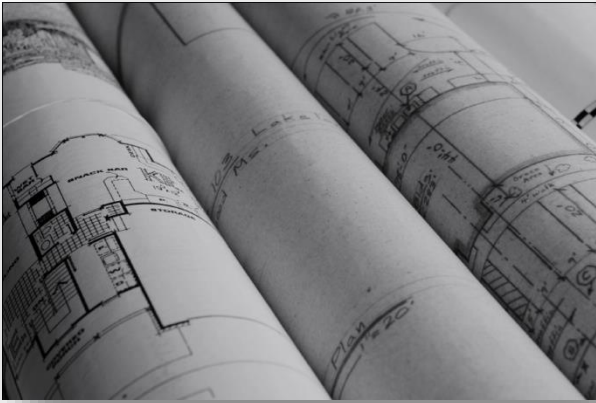
**Final Report**

**April 2016**

**(DSP16394)**

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## Notes and Limitations

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This has been a desk-top exercise based on information provided by Test Valley Borough Council supplemented with information gathered by and assumptions made by Dixon Searle Partnership (DSP) appropriate to the current stage of review and to inform the Borough Council's application of Policy COM7 of the Test Valley Borough Council Revised Local Plan Development Plan Document 2011-2029.

This review has again been carried out by consultants highly experienced in the preparation of strategic viability assessments for local authority policy development including on the methodology for calculating financial contributions for affordable housing as well providing as site-specific viability reviews and advice. In order to carry out this type of assessment a large number of assumptions are required alongside a range of information which is intended to provide a broad overview of development viability.

Small changes in assumptions can have a significant individual or cumulative effect on the residual land value (RLV) or other output and the development appraisals for this review will not necessarily reflect site-specific circumstances. Therefore this report (as with similar studies of its type) is not intended to prescribe development assumptions, land values or other assumptions or otherwise substitute for the usual considerations and discussions that will continue to be needed as particular developments having varying characteristics come forward. This is also true in respect of the long timescales over which the economy and development climate, national and more local influences and impacts are very likely to vary.

It should be noted that every scheme is different and no document of this nature can reflect the variances seen in site specific cases. Specific assumptions and values applied within this document are unlikely to be appropriate for all developments and a degree of professional judgment is required. We are confident, however, that our assumptions are reasonable in terms of providing the necessary information to support the Council's development and application of affordable housing policy.

The calculation methodology and supporting information also includes a review of previous work undertaken by others in formulating the Council's CIL and given that the CIL has been based on certain assumptions, those have been carried into this work wherever possible for consistency but noting that some key assumptions have required updating in particular in

light of changes to market conditions and to local and National policies where those are known at the point of providing this advice.

This document has been prepared for the stated objective and should not be used for any other purpose without the prior written authority of Dixon Searle LLP (Dixon Searle Partnership - DSP); we accept no responsibility or liability for the consequences of this document being used for a purpose other than for which it was commissioned.

To the extent that the document is based on information supplied by others, Dixon Searle LLP accepts no liability for any loss or damage suffered by the client or others who choose rely on it.

In no way does this study provide formal valuation advice; it provides an overview not intended for other purposes nor to over-ride particular site considerations as the Borough Council's policies continue to be applied practically from case to case.

## Executive Summary

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- Test Valley Borough Council adopted a Revised Local Plan (RLP)<sup>1</sup> on 27<sup>th</sup> January 2016 including policies on affordable housing and the collection of financial contributions in-lieu of on-site affordable housing provision on sites of less than 10 dwellings.
- The Council have commenced applying Policy COM7 of the Revised Local Plan and provided a Planning Advice Note to applicants and Council Officers explaining how financial contributions are calculated.
- The purpose of this report is to verify the methodology used to calculate the affordable housing financial contributions, update the assumptions used within the financial contribution calculation to bring it up to date and to provide up to date property market information on a Borough-wide basis.
- The financial contributions calculation is as follows:

$$(A \times B) + C = D$$

$$D \times E = F$$

where:

A = Open Market Value (House Price)

B = Residual Land Value Percentage (Percentage of House Price which is the Land Value)

C = Site acquisition and servicing costs (for equivalent off-site provision)

D = Sum per unit

E = Percentage affordable housing sought

F = Financial Contribution sought

- In particular, the Council wished to have part 'B' of the calculation (residual land value percentage) both updated (including the assumptions that feed into the appraisals that themselves calculate the residual land value percentage) and varied across the Borough to take into account varying property values.

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<sup>1</sup> Test Valley Borough Council Revised Local Plan Development Plan Document 2011-2029 (January 2016)

- DSP have carried out research to update the costs and values assumptions feeding into the calculations and run a number of residual land value appraisals to update the above calculation.
- The result of this exercise has been to provide the Council with an updated view on the calculation methodology so that a varied approach to applying the formula can be adopted depending on the location of development within one of four CIL Zones in the Borough. The following table summarises the residual land value percentage that can be used in part 'B' of the formula above:

<b>CIL Zone 1 - Average % of RLV</b>	<b>22.5%</b>
<b>CIL Zone 2 - Average % of RLV</b>	<b>17.2%</b>
<b>CIL Zone 3 - Average % of RLV</b>	<b>15.3%</b>
<b>CIL Zone 4 - Average % of RLV</b>	<b>7.8%</b>

- The results of this exercise are appended to this document along with further details of assumptions used and updated property market information.

# 1. Introduction

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## 1.1 Introduction

1.1.1 Test Valley Borough Council adopted a Revised Local Plan (RLP)<sup>2</sup> on 27<sup>th</sup> January 2016. The RLP includes policies on affordable housing including the following:

*Policy COM7: Affordable Housing*

*The Council will negotiate provision on housing sites of a net gain of:*

- 15 or more dwellings (or sites of 0.5ha or more) for up to 40% of dwellings to be affordable;*
- 10-14 dwellings (or sites of 0.3-0.49ha) for up to 30% of dwellings to be affordable;*
- 5-9 dwellings (or sites of 0.2-0.29ha) for up to 20% of dwellings to be affordable or an equivalent off site provision made; and*
- 1-4 dwellings (or sites of up to 0.19ha) a financial contribution equivalent to up to 10% of dwellings to be affordable;*

1.1.2 This report deals only with financial contributions methodology relating to the requirement in COM7 for a financial contribution on sites of 1-4 units and on sites of 5-9 units where on-site affordable housing is not being provided.

1.1.3 Following the adoption of the RLP, the Council has commenced applying Policy COM7. The calculation guidance and assumptions are derived from work previously undertaken by DSP<sup>3</sup> based on a methodology set out by DSP in that document and in previous documents carried out by the same authors. A Planning Advice Note has been developed to provide advice to applicants and Council Officers explaining how financial contributions are being calculated for developments of a net gain of less than 10 dwellings (or less than 0.3Ha).

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<sup>2</sup> Test Valley Borough Council Revised Local Plan Development Plan Document 2011-2029 (January 2016)

<sup>3</sup> Dixon Searle LLP - Affordable Housing Viability Update (2012)

1.1.4 Financial contributions are based on residual land value as per the footnote to Policy COM7 in the RLP. The Planning Advice Note sets out the methodology for calculating contributions for schemes of 5 – 9 dwellings, derived from the Affordable Housing Viability Update (AHVU) 2012 as set out in Figure 1 below.

Figure 1: Test Valley Borough Council – Calculating a financial contribution for schemes of 5-9 dwellings

<b><math>(A \times B) + C = D</math></b>	
<b><math>D \times E = F</math></b>	
where:	
<b>A</b>	<b>= Open Market Value (House Price)</b>
<b>B</b>	<b>= Residual Land Value Percentage (Percentage of House Price which is the Land Value)</b>
<b>C</b>	<b>= Site acquisition and servicing costs (for equivalent off-site provision)</b>
<b>D</b>	<b>= Sum per unit</b>
<b>E</b>	<b>= Percentage affordable housing sought</b>
<b>F</b>	<b>= Financial Contribution sought</b>

1.1.5 The following assumptions are used in the above calculation which is derived from the AHVU (2012).

Open Market Value (OMV) – derived TVBC evidence	(A)
Residual Land Value Percentage – 21.4%. This is the amount that the land value comprises in the overall house price.	(B)
Site acquisition and servicing costs – TVBC has assumed 15%	(C)

1.1.6 For schemes of 1 – 4 dwellings, a different methodology was proposed in the Planning Advice Note March 2016 to calculate a contribution. This was on the basis that the policy requires an equivalent affordable housing contribution of up to 10% of the dwellings. However, unlike provision of 5 – 9 dwellings, the policy does not specify ‘off-site’ for developments of 1 – 4 dwellings. As such the proposed formula for calculating a contribution from development of 1 – 4 dwellings was proposed to



be the same as shown in Table 1 less the requirement for an additional 15% to cover the site acquisition and servicing costs.

1.1.7 The Council has appointed Dixon Searle to verify both the methodology as originally set out (schemes of 5-9 dwellings) and the Council's adapted version of that methodology (proposed to be used on sites of 1-4 dwellings). Our recommendations with regard to this approach are provided later in this report. The Council also requires an update to ensure that the assumptions behind the residual land value percentage ("B" in figure 1 above) are up to date leading to an up to date Residual Land value Percentage (RLVP). As part of this process, the Council also requires an update of current market values for various dwelling types with a view to potentially segregating the RLV percentage into different value areas. This report builds on and updates work undertaken on behalf of the Council by the authors of this report in 2007<sup>4</sup>, 2009/10<sup>5</sup> and 2012<sup>6</sup> in relation to financial contributions on sites of less than 10 units and this report should be read in conjunction with those studies.

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<sup>4</sup> Adams Integra – Affordable Housing Development Viability Study (Update) (September 2007)

<sup>5</sup> Adams Integra – Affordable Housing Development Viability Study (Update) (November 2010)

<sup>6</sup> Dixon Searle – Affordable Housing Viability Assessment Update (October 2012)

## 2. Methodology & Calculation

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### 2.1 Background to the Affordable Housing Financial Contributions Methodology

2.1.1 This report has been produced in the context of and with regard to the NPPF, CIL Regulations, CIL Guidance and other Guidance applicable to studies of this nature. This study has also had regard to the Planning Practice Guidance ('PPG' – the online resource for national planning guidance and now incorporating the previously separate CIL guidance).

2.1.2 Paragraphs 173-174 of the National Planning Policy Framework (NPPF), in particular, deal with the Government's approach by placing an emphasis upon ensuring the viability and deliverability of proposed development, and 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 the 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...'*

*'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.'*

2.1.3 The NPPF at paragraph 50 also states on affordable housing:

*'where they have identified that affordable housing is needed, set policies for meeting this need on site, unless off-site provision or a financial contribution of broadly equivalent value can be robustly justified (for example to improve or make more effective use of the existing housing stock) and the agreed approach contributes to the objective of creating mixed and balanced communities. Such policies should be sufficiently flexible to take account of changing market conditions over time.'*

2.1.4 Within the Glossary of the NPPF, the Government defines affordable housing as follows:

*'**Affordable housing:** Social rented, affordable rented and intermediate housing, provided to eligible households whose needs are not met by the market. Eligibility is determined with regard to local incomes and local house prices. Affordable housing should include provisions to remain at an affordable price for future eligible households or for the subsidy to be recycled for alternative affordable housing provision.*

***Social rented** housing is owned by local authorities and private registered providers (as defined in section 80 of the Housing and Regeneration Act 2008), for which guideline target rents are determined through the national rent regime. It may also be owned by other persons and provided under equivalent rental arrangements to the above, as agreed with the local authority or with the Homes and Communities Agency.*

***Affordable rented** housing is let by local authorities or private registered providers of social housing to households who are eligible for social rented housing. Affordable Rent is subject to rent controls that require a rent of no more than 80% of the local market rent (including service charges, where applicable).*

***Intermediate housing** is homes for sale and rent provided at a cost above social rent, but below market levels subject to the criteria in the Affordable Housing definition above. These can include shared equity (shared ownership and equity loans), other low cost homes for sale and intermediate rent, but not affordable rented housing.*

*Homes that do not meet the above definition of affordable housing, such as “low cost market” housing, may not be considered as affordable housing for planning purposes.’*

- 2.1.5 It is important that the Council’s policies do not deter development through unduly reducing the supply of land brought forward for residential development more widely. The application of policy must balance delivery of affordable housing and planning obligations with maintaining sufficient incentive (reasonable land value levels) for landowners to release land – allowing developers to promote and bring forward schemes.
- 2.1.6 These were key drivers behind and themes for the Council’s previous affordable housing viability study work and decisions around the level of affordable housing to be sought on sites of less than 10 dwellings and how that provision would be sourced (i.e. through on-site provision or through the collection of financial contributions).
- 2.1.7 Dixon Searle has been appointed by Test Valley Borough Council to update and verify its approach to the collection of financial contributions towards affordable housing from sites of 1-4 and 5-9 units.
- 2.1.8 The basis for the methodology was set out in previous studies undertaken on behalf of the Council and as also used by Local Authorities elsewhere as devised and supported by Dixon Searle in the past.
- 2.1.9 In summary, effectively this seeks a financial contribution that would allow affordable housing providers to secure the land in lieu of and equivalent to on-site provision. This is based on the land subsidy (cost benefit) that would be provided on-site if the developer were reimbursed reasonable build costs for the on-site affordable homes provision. The approach approximates the market value of the land that would otherwise be occupied by the affordable housing dwellings (in an equivalent on-site affordable housing scenario); i.e. approximates the value of the affordable housing plot(s). It also builds in an allowance for buying and servicing the land; envisaging it being ready for development. A financial contribution at this level would enable the funding of land elsewhere (replacement land) on which to provide the affordable homes, in conjunction with the RP’s payment that would normally approximate to covering the build costs.

2.1.10 There are many possible routes, to calculating a financial contribution and there is no Government or other formal requirement, or widely recognised guidance, as to how affordable housing contributions of this type should be calculated or set out. In essence, the precise calculation method and accompanying text is a means to an end in that the important aspects are to arrive at a suitable figure or figures which can be clearly explained; and that do not unduly affect development viability so that site supply is not restricted by the implementation of the approach.

2.1.11 Ultimately there are various options, depending on the level of complexity thought appropriate in the local circumstances; and the degree of resourcing the various routes might need in terms of guidance, updating and site specific discussions / negotiations. In this case, Test Valley Borough Council have adopted the residual land value approach.

2.1.12 In summary the calculation steps are as follows:

- Step 1 – Open Market Value (OMV) of the relevant or comparative development
- Step 2 – Multiply the OMV (Step 1) by the residual land value percentage (currently 21.4%<sup>7</sup>)
- Step 3 – Add 15% of the result of Step 2 to reflect site acquisition and servicing costs.
- Step 4 – Apply the affordable housing policy percentage target (i.e. Step 3 x 10% or 20%).

2.1.13 The residual land value percentage as a percentage of GDV is itself an average of the results of the appraisals carried out with 0% affordable housing – it is this figure that forms the output and main reason for carrying out this work.

## 2.2 Residual Land Value Percentage

2.2.1 The approach to calculating the residual land value percentage of gross development value (RLVP) is based on work devised and undertaken by the authors of this report both for Test Valley BC and other Local Authorities in the past. Based on the principles outlined above, a number of development appraisals are carried out on a

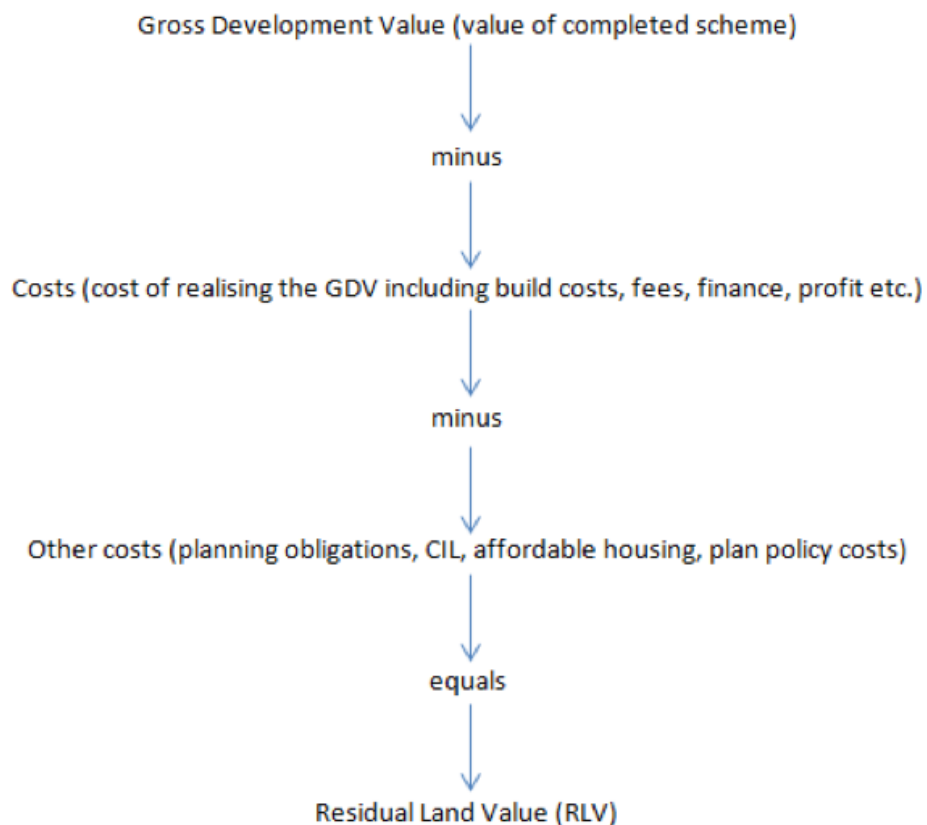
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<sup>7</sup> But review of this figure forms part of the output of this report.

range of site typologies (sites of less than 10 units in this case) on the basis that no on-site affordable housing is provided. The average residual land value is then calculated from the results for the test schemes that contained no affordable housing. This is considered a suitable starting point for the base land value, since in the financial contribution scenarios we are looking at schemes that contain all market housing (no affordable). This is appropriate as it seeks to estimate the level of value that would need to be paid for land in the market.

- 2.2.2 The RLV approach is well recognised and this report applies the same principles in running the RLV appraisals as all previous studies with the methodology and many of the same assumptions as used for the earlier viability work. We have in this instance utilised assumptions from the Council's latest CIL Viability work undertaken by BNP Paribas where appropriate and updated assumptions where necessary. This report therefore does not repeat the methodology and assumptions again here in full and this report should be read alongside and in the context also of the existing evidence base as listed above.
- 2.2.3 Put simply, the residual land value (RLV) produced by the potential development under review is calculated by subtracting the costs of achieving that development from the revenue generated by the completed scheme (again, the GDV). The application of these principles is consistent with the approach that underpins the wider viability assessment work and with the established approach used in most similar viability studies as well as for more detailed site-specific assessments; an area of work that DSP is also engaged in on a daily basis.
- 2.2.4 The diagram below (Figure 3: Residual Land Value) illustrates the principal by showing the basic relationship in a residual land value calculation:

Figure 3: Residual Land Value



- 2.2.5 One of the key areas as part of the Brief for this work, DSP were asked to consider the potential to determine an RLVP for zones across the Borough. This requires reviewing property values that drive the gross development value in a residual Land Value appraisal to test for any variations across the Borough. In our opinion, the most appropriate approach is to provide and assign a specific RLVP to each of the Council's adopted Community Infrastructure Levy (CIL) Zones as those would have been based on viability evidence including making an appropriate allowance for affordable housing in each case and taking into account property market conditions (hence the reason for recommending those Zones). As CIL and affordable housing viability are inextricably linked, any variation in the calculation of financial contributions geographically across the Borough needs to respect the CIL Zones. This has been carried out alongside the providing information on the alternative route of continuing with a single RLVP across the Borough.
- 2.2.6 Research was therefore undertaken through a mixture of updating existing evidence (property market values research carried out most recently by BNP Paribas and the Council to support the CIL) through the use of Land Registry indexing; a refreshed review of current new build activity and pricing data as well as a review of current

information on house prices from web based materials such as Zoopla. The research carried out and detailed explanations are set out in detail in Appendix III along with more general market commentary and again will not be repeated here.

2.2.7 The result of the research was to provide average values for properties across the Borough at a Parish level. As explained above, those were then aggregated to provide average values within each CIL Zone. The CIL Zones and corresponding values are both tabulated and mapped in Appendix III. The resultant values are based on a combination of the updated BNP CIL Viability Study Data & Updated Values Research carried out by DSP. Figure 4 below is taken from Appendix III to indicate the values assumed within the RLVP appraisals:

Figure 4 – Values used within RLVP Appraisals

CIL Zone	Overall average by CIL Zone £/m <sup>2</sup>
CIL Zone 1	£3,744
CIL Zone 2	£3,291
CIL Zone 3	£3,118
CIL Zone 4	£2,688

2.2.8 In running the development appraisals, a number of other assumptions (aside from those on property values) need to be made in relation to development costs including build costs, site costs, fees, contingencies, finance and profit. These are set out in Appendix I and will not be repeated in detail here.

2.2.9 In general, where possible we have utilised the same assumptions as included within the BNP study. However a number of assumptions have been necessarily updated due to changes in market conditions and national policy. For example these include values assumptions, build costs assumptions and allowances for policy costs such as Code for Sustainable Homes. As a result of the Housing Standards Review, TVBC will need to remove any reference to achievement of the Code for Sustainable Homes, and ensure that any specific policy in regard of water consumption is set at no more than 110 litres/person/day. The BNP assessment included an allowance for



attainment of cost data assuming Building Regulations 2010 baseline. All appraisals assumed a cost uplift of 6% to achieve CfSH L4.

- 2.2.10 This report assumes that the Sustainable Design / Construction Standards costs have reduced from those assumed for the existing evidence base due to the Government's withdrawal of the Code for Sustainable Homes. Appendix I provides the detail but data taken from the DCLG Housing Standards Review Impact Assessment (average £ per unit E/O cost) for meeting the energy requirements for Code for Sustainable Homes Level 4 has been used as a proxy for building regulations compliance.
- 2.2.11 No allowance was made within the original assessment to cover any local policy on water consumption other than that included within the Code for Sustainable Homes. For this report we is noted that the Council have introduced via Policy E7 – Water Management, the minimum level of compliance (i.e. 110 litres per person per day (lpppd)) and for that no additional cost allowance is required in our opinion.
- 2.2.12 No other allowances have been made in relation to nationally described space standards or optional access to and use of buildings costs.
- 2.2.13 Build costs have been based on updated data taken from the Building Cost Information Service (BCIS). We have used median<sup>8</sup> build costs for estate housing generally but then applied an allowance for additional costs of development incurred potentially by sites of 10 units or less reflecting a recent BCIS report for the Federation of Small Businesses<sup>9</sup>. Further allowances to cover external works, demolition, site preparation and car parking have also been made (see Appendix I).
- 2.2.14 The result of the RLVP appraisals is a residual land value. This is then converted shown as a percentage of gross development value (GDV) to provide the RLVP – in this case as separate RLVP for each CIL Zone. The results of these appraisals are shown in Appendix II. In summary these indicate that the currently adopted RLVP (21.4%) is probably too high across the Borough (should a Borough-wide percentage be adopted instead of an RLVP based on CIL Zones). A summary of the results (the RLVP for each CIL Zone) is shown in Figure 5 below:

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<sup>8</sup> According to the BCIS in their notes accompanying the data, the Median figure gives a better figure than the Mean as it is not so influenced by rogue figures that can distort the mean on small sample sizes.

<sup>9</sup> BCIS on Behalf of Federation of Small Businesses: Housing development: the economics of small sites - the effect of project size on the cost of housing construction (August 2015)

Figure 5: Average RLV as a percentage of GDV for each TVBC CIL Zone

<b>CIL Zone 1 - Average % of RLV</b>	<b>22.5%</b>
<b>CIL Zone 2 - Average % of RLV</b>	<b>17.2%</b>
<b>CIL Zone 3 - Average % of RLV</b>	<b>15.3%</b>
<b>CIL Zone 4 - Average % of RLV</b>	<b>7.8%</b>

2.2.15 As Figure 5 above illustrates, there is a significant difference between CIL Zone 1 (highest CIL rate) and CIL Zone 4 (lowest CIL rate) in terms of the RLVP generated. For comparison, the average RLVP (if taken and used across the Borough would be approximately 15.4%. Given the significant variance seen across the Borough through the impact of both values changes and the level of CIL, it is considered that a variable approach to the RLVP that matches the CIL Zones would provide the most suitable method. This will help to provide sensitivity to location within the affordable housing financial contribution.

2.2.16 In all cases however, it needs to be remembered that viability is not an exact science, every site that comes forward will have different characteristics and that flexibility in policy application may still be required in exceptional circumstances, including the reduction in the affordable housing contribution where viability dictates (and as set out by TVBC in paragraphs 5.105, 5.106 and 5.108 of the supporting text to Policy COM7).

### **2.3 Residential open market sales values**

2.3.1 As part of the Council's Brief, DSP were asked to provide data on property values across the Borough. This has been carried out as an intrinsic part of providing the advice in relation to the RLVP and all the data and associated explanations behind the sources and calculations are set out in Appendix III to this report.

### **2.4 Verification of Methodology**

2.4.1 As part of the Council's Brief, Dixon Searle has been asked to consider and verify the methodology for collecting financial contributions; in particular in regard to the slightly different approach adopted by the Council for sites of 1-4 dwellings and 5-9 dwellings.

2.4.2 For developments of 1-4 dwellings the Council has proposed adapting the methodology in the Dixon Searle Affordable housing Viability Update 2012 used for calculating a contribution for developments of 5-9 dwellings. However, for the smaller sites, the requirement for an additional 15% to take account of the Council's site acquisition and servicing costs was removed from the proposed calculation for developments of 1-4 dwellings on the basis that the policy does not refer to this contribution as 'off-site'.

2.4.3 The intention of adding an allowance of 15% was to cover 'on-costs' in spending the contributions collected (i.e. to cover the costs of buying land or existing properties where there are likely to be costs associated with doing so). It therefore follows that there isn't necessarily a requirement to have a differential approach between sites of 1-4 dwellings and sites of 5-9 dwellings. The 15% on-costs should apply to both scales of development.

## **2.5 Mixed Use Schemes**

2.5.1 The Council's Brief requests advice on the application of the methodology to mixed use schemes where there is an existing residential or commercial use and how this is factored into the revenues part in determining the RLV.

2.5.2 In our view, the same approach would be taken in that the Council would still need to determine the how many units the policy was requesting prior to running the calculation and how the policy applies (i.e. to net or gross dwellings). The Gross Development Value forming part of the calculation should relate to the new dwellings being created – e.g. in a site with an existing shop and flat above being converted to form an additional two flats, in our view the value of the two new flats would be used to calculate the GDV part of the calculation.

## **2.6 General Commentary**

2.6.1 Although this report provides information on calculation methodology and updates values and costs assumptions in calculating the RLVP whilst also providing updated property market research (including updated values by type and floor area), there will always be a requirement to review each site on its merits in terms of calculating the affordable housing contribution. This will include reviewing the market values of the proposed dwellings on any scheme as although Appendix III to this report

provides comprehensive and updated information, house prices can change quickly both over time and geographically – no study of this type can provide an all encompassing ready reckoner to house prices. The Council will still need to review submitted sales values and be satisfied that those submitted are appropriate for the scheme in question. There are numerous online resources that can help the Council do this including Land Registry data, RightMove, Zoopla etc. Note that this is separate from a review of viability of the scheme where the Council anticipates that only exceptional circumstances will prompt a review of viability.

**Report Ends**

**Draft Report Version (DSP v1) – April 2016**

**Appendix I**  
**Development Appraisal Assumptions**

**Appendix I - Test Valley Borough Council - Calculation Methodology for Financial Contributions Assumptions<sup>1</sup>**

<sup>1</sup>Assumptions Taken from BNP CIL Viability Study (July 2014) Where Applicable

<b>Test Valley BC</b>		
<b>Scenario type Appraised</b>	<b>Dwelling Mix (BF = Bed Flat; BH = Bed House)</b>	<b>Density (dph)</b>
1 House	1 x 4-bed house	25
2 Houses	2 x 3-bed houses	25
4 Houses	4 x 3-bed houses	35
5 Houses	5 x 3-bed houses	35
5 Flats	5 x 2-bed flats	60
6 Houses	2 x 2-bed houses / 3 x 3-bed houses / 1 x 4-bed houses	35
6 Flats	6 x 2-bed flats	60
9 Houses	2 x 2-bed houses / 4 x 3-bed houses / 3 x 4-bed houses	35
9 Flats	3 x 1-bed flats / 6 x 2-bed flats	60

<b>Unit Sizes (sq. m)</b>	<b>Private (market)</b>
1-bed flat	50
2-bed flat	67
2-bed house	75
3-bed house	85
4-bed house	130

<b>Market Value Level*</b>	<b>CIL Zone 1</b>	<b>CIL Zone 2</b>	<b>CIL Zone 3</b>	<b>CIL Zone 4</b>
1 Bed Flat	£187,200	£164,550	£155,900	£134,400
2 Bed Flat	£250,848	£220,497	£208,906	£180,096
2 Bed House	£280,800	£246,825	£233,850	£201,600
3 Bed House	£318,240	£279,735	£265,030	£228,480
4 Bed House	£486,720	£427,830	£405,340	£349,440
<b>Value (£/m2)</b>	<b>£3,744</b>	<b>£3,291</b>	<b>£3,118</b>	<b>£2,688</b>

\*Based on combination of BNP CIL Viability Study Data & Updated Values Research

Development / Policy Costs	TVBC 2016	Comments
<u>RESIDENTIAL BUILDING, MARKETING &amp; S106 COSTS</u>		
Build Costs Flats (Generally) (£/m <sup>2</sup> ) <sup>2</sup>	£1,678	
Build Costs Houses (Estate Housing - Generally) (£/m <sup>2</sup> ) <sup>2</sup>	£1,428	
Additional 10% allowance for small sites following FSB report <sup>3</sup>		
Contingencies (% of build cost)	5%	Taken from BNP July 2014 Viability Study
Professional & Other Fees (% of build cost)	10.0%	Taken from BNP July 2014 Viability Study
Sustainable Design / Construction Standards (% of build cost) <sup>4</sup>	2.00%	Latest data suggests allowances in the range of 1% to 1.5% to meet building regulations
Residual s106 / s278 / non-CIL costs (£ per unit)	£1,500	Taken from BNP July 2014 Viability Study
Community Infrastructure Levy (£/m <sup>2</sup> )	Zone 1	Adopted CIL Charging Schedule
	Zone 2	
	Zone 3	
	Zone 4	
Marketing & Sales Costs (% of GDV)	3%	Taken from BNP July 2014 Viability Study
Legal Fees on sale (% of GDV)	0.5%	Taken from BNP July 2014 Viability Study
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>		
Open Market Housing Profit (% of GDV)	20.0%	Taken from BNP July 2014 Viability Study
<u>FINANCE &amp; ACQUISITION COSTS</u>		
Arrangement Fees - (% of loan)	2.0%	
Miscellaneous (Surveyors etc) - per unit	0.00%	
Agents Fees (% of site value)	1.50%	
Legal Fees (% of site value)	0.75%	
Stamp Duty (% of site value)	0% to 5%	
	HMRC scale	
Finance Rate - Build (%)	7.0%	Taken from BNP July 2014 Viability Study
Finance Rate - Land (%)	7.0%	Taken from BNP July 2014 Viability Study

<sup>2</sup> Build cost taken as "Median" figure from BCIS for that build type - e.g. flats ; houses storey heights etc. and then rounded. Median figure gives a better figure than the Mean as it is not so influenced by rogue figures that can distort the mean on small sample sizes. Includes allowance for external works and uplift to build costs based on BCIS / FSB research for sites of 10 or fewer dwellings. Includes an allowance taken from BNP study of 22% to cover demolition, site preparation, external works, and for car parking.

<sup>3</sup> BCIS report for the Federation of Small Businesses - Housing development: the economics of small sites - the effect of project size on the cost of housing construction (August 2015)

<sup>4</sup> The above costs are based on the DCLG Housing Standards Review Impact Assessment costings assuming equivalent CF5H L4 energy costs only base. Appraisals assume cost uplift in line with figures above assuming average cost uplift from each unit type (£1,932 per unit average, equating to the 2% assumed above).

**Appendix II**  
**Residential Appraisal Results**



**Table 1: RLV as % of GDV for AH FC Calculation - Test Valley Borough Council**

Scheme Size	CIL Zone	GDV	RLV	GDV as % of RLV	Average	Overall Average
1 Unit	1	£486,720	£111,842	23.0%	16.0%	15.4%
	2	£427,830	£74,491	17.4%		
	3	£405,340	£62,935	15.5%		
	4	£349,440	£27,676	7.9%		
2 Units	1	£711,360	£161,483	22.7%	15.8%	
	2	£625,290	£108,090	17.3%		
	3	£592,420	£91,200	15.4%		
	4	£510,720	£39,669	7.8%		
4 Units	1	£1,422,720	£316,616	22.3%	15.6%	
	2	£1,250,580	£213,556	17.1%		
	3	£1,184,840	£180,549	15.2%		
	4	£1,021,440	£79,338	7.8%		
5 Units	1	£1,778,400	£393,139	22.1%	15.5%	
	2	£1,563,225	£264,326	16.9%		
	3	£1,481,050	£224,516	15.2%		
	4	£1,276,800	£99,130	7.8%		
6 Units	1	£2,115,360	£465,563	22.0%	15.4%	
	2	£1,859,415	£312,342	16.8%		
	3	£1,761,670	£264,990	15.0%		
	4	£1,518,720	£117,340	7.7%		
9 Units	1	£3,444,480	£721,302	20.9%	14.4%	
	2	£3,027,720	£477,527	15.8%		
	3	£2,868,560	£402,386	14.0%		
	4	£2,472,960	£171,890	7.0%		

**Table 2: Average % of RLV for Each CIL Zone**

<b>CIL Zone 1 - Average % of RLV</b>	<b>22.5%</b>
<b>CIL Zone 2 - Average % of RLV</b>	<b>17.2%</b>
<b>CIL Zone 3 - Average % of RLV</b>	<b>15.3%</b>
<b>CIL Zone 4 - Average % of RLV</b>	<b>7.8%</b>



## Appendix III: Residential Market Update

For: Test Valley Borough Council

Affordable Housing Contributions Update

March 2016

Dixon Searle LLP  
The Old Hayloft  
28C Headley Road  
Grayshott  
Hindhead  
GU26 6LD

[www.dixonsearle.co.uk](http://www.dixonsearle.co.uk)

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## 1.0 Introduction

- 1.1 This Appendix provides updated residential market information and analysis, its purpose is to further inform Test Valley Borough Council's existing affordable housing contributions approach.
- 1.2 This information will also assist the Council in reviewing and monitoring trends in the source data and update where necessary in the future if required e.g. also building towards and maintaining a topical evidence base for future planning policy or CIL charging schedule scenarios.
- 1.3 Note: It should be acknowledged that this is high level work and a great deal of variance may be seen in practice from one development to another (with site-specific characteristics). This data gathering process adopted by DSP involves the review of a range of information sources, so as to inform an overview that is relevant to and appropriate for the project context. The aim here is to consider changes and trends and therefore enable us to assess with the Councils an updated context picture so far as is suitable and practically possible.

## 2.0 Economic Context

- 2.1 Bank of England
- 2.2 The current official Bank Rate (Base Rate) has remained at 0.5% - since being reduced to that level in March 2009. The Agent's Summary of Business Conditions (August 2015) stated:
  - *“Annual rates of activity growth had eased, in part reflecting slowing world growth and an associated increase in uncertainty. Consumer spending growth had, however, remained resilient.*
  - *Bank credit availability had remained above normal for most contacts, although competition between lenders was reported to be stabilising after a period of intensification. Capital market financing conditions had become less favourable given recent market volatility.*

- *Growth in total labour costs had remained modest, with low inflation having a slightly moderating effect on pay awards. Companies often reported that competitive pressures were restraining price inflation.”*

### 3.0 Housing Market Context

#### 3.1 Land Registry

3.2 The **January 2016 Land Registry House Price Index Report** (released 26<sup>th</sup> February 2016) provided the following information, in summary, in terms of market trends:

#### 3.3 Sales Volumes

- *“The January data shows a monthly price increase of 2.5%.*
- *The annual price change now stands at 7.1 per cent, bringing the average house price in England and Wales to £191,892*
- *The number of property transactions has increased over the last year. From August 2014 to November 2014 there was an average of 81,656 sales per month. In the same months a year later, the figure was 78,625.”*

#### 3.4 The January 2016 report stated: -

For England Wales overall:

- Annual change in average house prices 7.1% (positive)
- Monthly change in average house prices 2.5% (positive)
- Average price £191,892

For South East region overall:

- Annual change in average house prices 10.7% (positive)
- Monthly change in average house prices 2.2% (positive)
- Average price £266,603

For Hampshire region overall:

- Annual change in average house prices 7.2% (positive)

- Monthly change in average house prices 0.2% (positive)
- Average price £251,446

3.5 This data indicates that although Hampshire is outperforming the England and Wales picture it is marginally behind the South East regions overall.

Source: www.landregistry.gov.uk

Figure 1: Land Registry House Price Index – January 2007 – January 2016

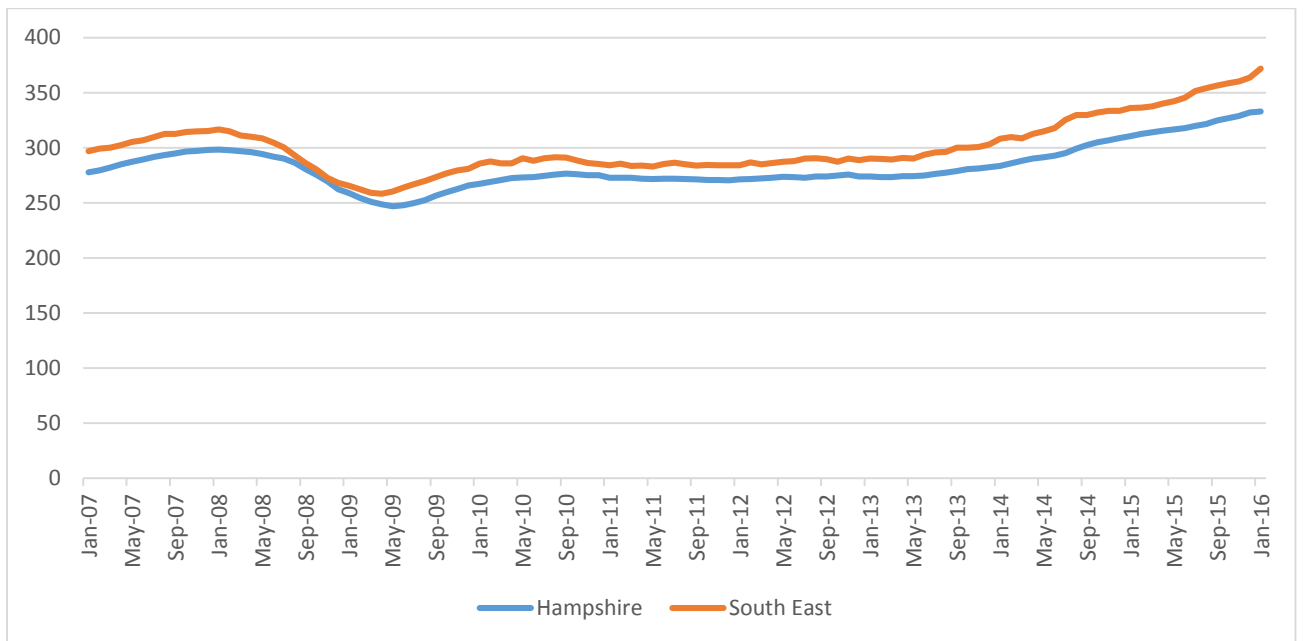


Table 1: Land Registry HPI Data – 2007 – January 2016

Key:

	Market Peak
	Market Trough
	Current Position

Date	Hampshire	South East	Date	Hampshire	South East
<b>Jan-16</b>	332.79	371.9	<b>Jun-11</b>	271.97	285.35
<b>Dec-15</b>	332.06	363.87	<b>May-11</b>	271.74	282.83
<b>Nov-15</b>	328.97	360.37	<b>Apr-11</b>	271.8	283.88
<b>Oct-15</b>	326.74	358.53	<b>Mar-11</b>	272.75	283.57
<b>Sep-15</b>	324.86	356.43	<b>Feb-11</b>	272.8	285.7
<b>Aug-15</b>	321.5	354.19	<b>Jan-11</b>	272.82	284.23
<b>Jul-15</b>	319.84	351.66	<b>Dec-10</b>	274.99	285.19
<b>Jun-15</b>	317.88	345.33	<b>Nov-10</b>	275.19	286.23
<b>May-15</b>	316.8	342.36	<b>Oct-10</b>	275.94	288.57
<b>Apr-15</b>	315.6	340.17	<b>Sep-10</b>	276.56	291.17
<b>Mar-15</b>	314.1	337.48	<b>Aug-10</b>	275.64	291.28
<b>Feb-15</b>	312.53	336.31	<b>Jul-10</b>	274.56	290.37
<b>Jan-15</b>	310.46	336.08	<b>Jun-10</b>	273.48	288.14
<b>Dec-14</b>	308.74	333.65	<b>May-10</b>	273.07	290.52
<b>Nov-14</b>	306.71	333.51	<b>Apr-10</b>	272.4	285.83
<b>Oct-14</b>	305.15	331.94	<b>Mar-10</b>	270.82	285.83
<b>Sep-14</b>	302.4	329.83	<b>Feb-10</b>	269.15	287.69
<b>Aug-14</b>	299.19	329.75	<b>Jan-10</b>	267.35	285.54
<b>Jul-14</b>	295.18	325.34	<b>Dec-09</b>	265.78	280.91
<b>Jun-14</b>	292.83	317.82	<b>Nov-09</b>	262.71	279.33
<b>May-14</b>	291.48	314.99	<b>Oct-09</b>	259.74	276.72
<b>Apr-14</b>	290.3	312.62	<b>Sep-09</b>	256.41	273.42
<b>Mar-14</b>	288.31	308.43	<b>Aug-09</b>	252.44	269.78
<b>Feb-14</b>	285.85	309.58	<b>Jul-09</b>	249.85	267.08
<b>Jan-14</b>	283.65	308.19	<b>Jun-09</b>	247.71	263.79
<b>Dec-13</b>	282.3	302.98	<b>May-09</b>	246.86	260.39
<b>Nov-13</b>	281.35	300.57	<b>Apr-09</b>	248.71	258.16
<b>Oct-13</b>	280.51	299.97	<b>Mar-09</b>	251.13	259.27
<b>Sep-13</b>	279	300.07	<b>Feb-09</b>	254.48	262.21
<b>Aug-13</b>	277.36	296.34	<b>Jan-09</b>	258.9	265.45
<b>Jul-13</b>	276.15	295.82	<b>Dec-08</b>	262.33	268.01
<b>Jun-13</b>	274.95	293.79	<b>Nov-08</b>	269.53	272.77
<b>May-13</b>	274.27	290.17	<b>Oct-08</b>	275.47	280.28
<b>Apr-13</b>	274.19	290.82	<b>Sep-08</b>	280.52	286.29
<b>Mar-13</b>	273.44	289.46	<b>Aug-08</b>	286.36	293.05

Date	Hampshire	South East	Date	Hampshire	South East
Feb-13	273.3	290.04	Jul-08	290.22	300.36
Jan-13	274.01	290.25	Jun-08	292.04	304.65
Dec-12	274.04	288.75	May-08	294.32	308.41
Nov-12	275.56	290.08	Apr-08	295.89	310
Oct-12	274.87	287.41	Mar-08	296.94	311
Sep-12	273.89	289.53	Feb-08	297.7	314.81
Aug-12	273.94	290.63	Jan-08	298.23	316.69
Jul-12	272.78	290.13	Dec-07	297.93	315.32
Jun-12	273.37	287.89	Nov-07	297.15	314.94
May-12	273.53	287.24	Oct-07	296.73	314.22
Apr-12	272.84	286.17	Sep-07	294.95	312.5
Mar-12	272.28	285.03	Aug-07	293.41	312.7
Feb-12	271.68	286.87	Jul-07	291.81	309.75
Jan-12	271.22	284.03	Jun-07	289.36	306.91
Dec-11	270.5	283.98	May-07	287.28	305.27
Nov-11	270.69	284.12	Apr-07	284.88	302.45
Oct-11	270.73	284.51	Mar-07	282.01	300.22
Sep-11	271.34	283.8	Feb-07	279.6	299.29
Aug-11	271.68	285.06	Jan-07	277.87	296.89
Jul-11	271.82	286.31			

3.6 This HPI data for Hampshire to January 2016 shows a 34.8% increase in values since the market trough in May 2009 and is currently 11.5% above the market peak in January 2008. This data also indicates a 12.7% increase since the previous BNP CIL report in July 2014 and a 4.6% increase since the updated BNP Appendix 3 data in June 2015.

3.7 Office for National Statistics (ONS) – House Price Index (January 2016)

- *“UK house prices increased by 7.9% in the year to January 2016, up from 6.7% in the year to December 2015.*
- *House price annual inflation was 8.6% in England, -0.3% in Wales, 0.1% in Scotland and 0.8% in Northern Ireland.*
- *Annual house price increases in England were driven by an annual increase in the South East (11.7%), London (10.8%) and the East (9.8%).*
- *Excluding London and the South East, UK house prices increased by 5.1% in the 12 months to January 2016.*



- *On a seasonally adjusted basis, average house prices increased by 0.9% between December 2015 and January 2016.*
- *In January 2016, prices paid by first-time buyers were 7.7% higher on average than in January 2015.*
- *For owner-occupiers (existing owners), prices increased by 8.0% for the same period.*
- *UK average mix-adjusted house price in January 2016 was £292,000.”*

3.8 RICS Residential Market Report (February 2016)

3.9 Headline reads: *“Sales instructions rise while activity strengthens further”*

- *“New instructions increase for the third consecutive month*
- *New buyer enquiries and sales continue to grow*
- *Price momentum remains strong while expectations soften but remain generally upbeat”*

3.10 *“The February 2016 RICS Residential Market Survey results show a continued pick up (albeit gradual) in the number of properties coming onto the market, alongside a further increase in sales activity. Nonetheless, with market conditions still tight, house price growth retains a considerable amount of momentum for the time being. Indeed, the national RICS price gauge inched up during February, with a net balance of +50% more surveyors reporting a rise in prices (rather than a fall).*

3.11 *The headline price balance has now remained in the narrow range of +48% to +50% in each of the past five months. This indicator is therefore still consistent with house price inflation gathering pace (on the ONS measure) over the coming months. That said, the new enquiries less new instructions indicator, which has a longer lead over hard data, suggests price momentum may then begin to fade towards the latter stages of 2016. At the regional level, East Anglia continues to register the sharpest price increases across all parts of the UK. Interestingly, London and the North East were the only two regions in which prices failed to rise, holding broadly stable over the month. That said, a further breakdown of the data shows outer parts of London exhibit a significantly firmer price trend than central areas.*

- 3.12 *Looking ahead, prices are expected to continue rising across the UK as a whole, even if the strength of projections has just started to moderate at both the three and twelve month horizons. In London, near term price expectations turned negative for the first time in twelve months although, again, much of this decline is concentrated in central parts of the capital. Notwithstanding this, contributors are still pencilling in average annual growth in overall London house prices of close to 4.5% over the next five years. This is broadly in line with the national average.*
- 3.13 *After gathering pace immediately following the announcement of an additional 3% stamp duty surcharge on buy-to-let properties and second homes (coming into effect April), buyer demand continued to rise at the headline level. This marks the eleventh consecutive month in which new buyer enquiries have increased. What's more, demand growth has now outstripped that of supply in thirteen successive reports (in net balance terms). Nevertheless, new instructions to sell have begun to rise modestly with the headline series indicating fresh listings have increased in each of the past three months.*
- 3.14 *On the back of the improving supply and demand flow, newly agreed sales rose firmly on a UK-wide basis. Moreover, the rate of growth equalled the strongest reported since April 2014. Within this, the South West continues to see the sharpest growth in transaction volumes, in keeping with the findings of the last three surveys. Going forward, sales are anticipated to rise to a greater or lesser degree across the vast majority of the UK over the next twelve months. London is an exception to this, where sales are projected to hold broadly stable. Anecdotal evidence suggests tax changes, concerns over Brexit and global economic uncertainty are all taking their toll on buyer sentiment in the capital.*
- 3.15 *Across the UK as a whole, 59% of respondents perceive current market prices to be around fair value currently. This represents a slight fall relative to the 64% who took this view six months ago. London and the South East continue to demonstrate the highest proportion of contributors sensing their local market to be overpriced to some extent. In total, 67% of London respondents now believe valuations are stretched relative to fundamentals, a steady increase from the 54% who were of this opinion six months ago. In the South East, 56% of the survey sample feel residential property is expensive to some extent, only a marginal pick up from 54% back in August 2015.*

3.16 *In the lettings market, demand from tenants rose robustly once again, the fourteenth straight month in which demand has increased. Meanwhile, new landlord instructions picked up modestly, the first time a positive reading for this series has been posted since back in October. Unsurprisingly, rent expectations point to significant rental growth persisting in the near term and over the year ahead. Further out, respondents expect rents to rise by approximately 4.5%, per annum, over the next five years.”*

## 4.0 Residential Market Review – March 2016

Source: [www.rightmove.co.uk](http://www.rightmove.co.uk)

- 4.1 The residential market review has been researched on settlements within the Borough (49 in total), based on the Council's Settlement Hierarchy comprising Major Centres, Key Service Centres and Rural Villages. This review includes research of available new build property data across the Borough, re-sale value data together with analysis of the above with the previous value information from the BNP CIL Viability Study (July 2014) and the subsequently updated BNP Appendix 3 data (June 2015).
- 4.2 Re-sale residential market review – Zoopla sourced average values data (March 2016)
- 4.3 The tables below provide a quick analysis (by DSP 2016) of the Zoopla 'Average Current Values Estimate' data, which has been sorted to represent a values hierarchy of the Borough. This data is not available for all settlements, but provide a further source for considering house price trends; in making judgements over an appropriate uplift level to the previous values basis to inform assumptions for the sample development scenario appraisals. Those settlements with no available data are listed below.

*See table on the following page.*

Table 2: Zoopla Average Current Values Data

Settlement	Houses		Flats	
	Average Price per sq.ft	Average Price per sq.m.	Average Price per sq.ft	Average Price per sq.m.
Chilbolton	£354	£3,809	n/a	n/a
Houghton	£444	£4,777	n/a	n/a
Kings Sombourne	£349	£3,755	n/a	n/a
Longstock	£403	£4,336	n/a	n/a
Middle Wallop	£336	£3,615	n/a	n/a
Nether Wallop	£374	£4,024	n/a	n/a
Over Wallop	£332	£3,572	n/a	n/a
Broughton	£347	£3,734	n/a	n/a
Barton Stacey	£346	£3,723	n/a	n/a
Ampfield	£376	£4,046	n/a	n/a
Awbridge	£369	£3,970	n/a	n/a
Braishfield	£383	£4,121	n/a	n/a
Michelpersh	£383	£4,121	n/a	n/a
Romsey	£331	£3,562	£315	£3,389
Timsbury	£343	£3,691	n/a	n/a
West Wellow	£302	£3,250	n/a	n/a
North Baddesley	£281	£3,024	£262	£2,819
Andover	£270	£2,905	£236	£2,539
Charlton	£254	£2,733	n/a	n/a
Abbotts Ann	£322	£3,465	n/a	n/a
Amport	£345	£3,712	n/a	n/a
East Anton	£227	£2,443	n/a	n/a
Grateley	£266	£2,862	n/a	n/a
Thrupton	£249	£2,679	n/a	n/a
Shipton Bellinger	£267	£2,873	n/a	n/a
Goodworth Clatford	£310	£3,336	n/a	n/a
Penton Mewsey	£341	£3,669	n/a	n/a
Longparish	£341	£3,669	n/a	n/a
Appleshaw	£356	£3,831	n/a	n/a
Penton Grafton	£330	£3,551	n/a	n/a
Monxton	£339	£3,648	n/a	n/a
Vernham Dean	£304	£3,271	n/a	n/a
Hurstbourne Tarrant	£353	£3,798	n/a	n/a
Nursling	£283	£3,045	n/a	n/a
Chilworth	£325	£3,497	£286	£3,077
Stockbridge	£366	£3,938	£376	£4,046
Valley Park	n/a	n/a	n/a	n/a
Enham Alamein	£281	£3,024	n/a	n/a

Settlement	Houses		Flats	
	Average Price per sq.ft	Average Price per sq.m.	Average Price per sq.ft	Average Price per sq.m.
<i>Fyfield</i>	£273	£2,937	n/a	n/a
<i>Hatherden</i>	£195	£2,098	n/a	n/a
<i>Ibthorpe</i>	£370	£3,981	n/a	n/a
<i>Kimpton</i>	£338	£3,637	n/a	n/a
<i>Leckford</i>	n/a	n/a	n/a	n/a
<i>Lockerley</i>	£325	£3,497	n/a	n/a
<i>Palestine</i>	£284	£3,056	n/a	n/a
<i>Upper Clatford</i>	£295	£3,174	n/a	n/a
<i>Anna Valley</i>	£244	£2,625	n/a	n/a
<i>West Tytherley</i>	£366	£3,938	n/a	n/a
<i>Weyhill</i>	£246	£2,647	£253	£2,722
<i>Wherwell</i>	£354	£3,809	n/a	n/a

Note: Those settlements in italics were not included in the original BNP values research.

#### 4.4 New Build Properties for Sale – March 2016

4.5 The tables below provide information, so far as found through web-searching and enquiries, on new build properties for sale in March 2016. The data has been collected from Rightmove and based on settlements within the Borough. Property sizes are as supplied with details or, where those were not stated, estimated – e.g. from agents’ or other floor plans are noted in *italics*.

Source: DSP research - [www.rightmove.co.uk](http://www.rightmove.co.uk); various house builders’ & estate agents’ websites

See table on the following page.

Table 3: Available New Build Research – March 2016

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Price Plus 10%	Developer / Agent
<b>Broughton</b>								
<b>Houses</b>								
South Road	3 Bed Detached	£650,000	157.6	£4,124	£3,918	£3,712	£4,537	Charters
High Street	3 Bed Terrace	£445,000	98.1	£4,536	£4,309	£4,083	£4,990	Penyards
High Street	3 Bed Terrace	£445,000	98	£4,541	£4,314	£4,087	£4,995	Pearsons
High Street	3 Bed Terrace	£435,000	93.3	£4,662	£4,429	£4,196	£5,129	Penyards
High Street	3 Bed Terrace	£435,000	93	£4,677	£4,444	£4,210	£5,145	Pearsons
<b>Average:</b>		<b>£482,000</b>	<b>108.0</b>	<b>£4,508</b>	<b>£4,283</b>	<b>£4,057</b>	<b>£4,959</b>	
<b>Barton Stacey</b>								
<b>Houses</b>								
The Street	4 Bed Semi	£630,000	148.4	£4,245	£4,033	£3,821	£4,670	Charters
The Street	4 Bed Semi	£625,000	148.4	£4,212	£4,001	£3,790	£4,633	Charters
Roberts Road	4 Bed Detached	£450,000	136.8	£3,289	£3,125	£2,961	£3,618	Connells
<b>Average:</b>		<b>£568,333</b>	<b>144.5</b>	<b>£3,915</b>	<b>£3,720</b>	<b>£3,524</b>	<b>£4,307</b>	
<b>Ampfield</b>								
<b>Houses</b>								
Moreleys Lane	4 Bed Detached	£695,000	154	£4,513	£4,287	£4,062	£4,964	Woolley & Wallis
Moreleys Lane	3 Bed Semi	£450,000	120	£3,750	£3,563	£3,375	£4,125	Winkworth
Moreleys Lane	3 Bed Semi	£450,000	120	£3,750	£3,563	£3,375	£4,125	Winkworth
Moreleys Lane	3 Bed Semi	£435,000	115	£3,783	£3,593	£3,404	£4,161	Winkworth
Moreleys Lane	3 Bed Terrace	£435,000	103.5	£4,203	£3,993	£3,783	£4,623	Woolley & Wallis
Moreleys Lane	3 Bed Terrace	£425,000	100	£4,250	£4,038	£3,825	£4,675	Woolley & Wallis
Moreleys Lane	3 Bed Semi	£425,000	93.5	£4,545	£4,318	£4,091	£5,000	Woolley & Wallis
Moreleys Lane	2 Bed Bungalow	£375,000	69.7	£5,380	£5,111	£4,842	£5,918	Winkworth
Moreleys Lane	2 Bed Terrace	£325,000	79.4	£4,093	£3,889	£3,684	£4,503	Woolley & Wallis
Moreleys Lane	2 Bed Terrace	£320,000	79.4	£4,030	£3,829	£3,627	£4,433	Woolley & Wallis
<b>Average:</b>		<b>£433,500</b>	<b>103.5</b>	<b>£4,230</b>	<b>£4,018</b>	<b>£3,807</b>	<b>£4,653</b>	
<b>Romsey</b>								
<b>Houses</b>								

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Price Plus 10%	Developer / Agent
Braishfield Road	4 Bed Detached	£424,950	131	£3,244	£3,082	£2,920	£3,568	Bovis Homes
Braishfield Road	4 Bed Detached	£414,950	131	£3,168	£3,009	£2,851	£3,484	Bovis Homes
Braishfield Road	4 Bed Terrace	£409,950	120	£3,416	£3,245	£3,075	£3,758	Bovis Homes
Braishfield Road	4 Bed Terrace	£400,000	120	£3,333	£3,167	£3,000	£3,667	Bovis Homes
Braishfield Road	3 Bed Terrace	£354,950	100.4	£3,535	£3,359	£3,182	£3,889	Bovis Homes
Braishfield Road	4 Bed Semi	£345,000	113	£3,053	£2,900	£2,748	£3,358	Taylor Wimpey
Braishfield Road	3 Bed Terrace	£314,950	85.1	£3,701	£3,516	£3,331	£4,071	Bovis Homes
Braishfield Road	3 Bed Semi	£299,950	80	£3,749	£3,562	£3,374	£4,124	Bovis Homes
Braishfield Road	3 Bed Semi	£297,500	73.7	£4,037	£3,835	£3,633	£4,440	Taylor Wimpey
Braishfield Road	3 Bed Semi	£295,000	73.7	£4,003	£3,803	£3,602	£4,403	Taylor Wimpey
Latimer Street	2 Bed Detached	£285,000	51.7	£5,513	£5,237	£4,961	£6,064	Pearsons
Braishfield Road	2 Bed Semi	£249,950	70	£3,571	£3,392	£3,214	£3,928	Bovis Homes
Station Approach	2 Bed Terrace	£245,000	65.1	£3,763	£3,575	£3,387	£4,140	Fox & Sons
Station Approach	2 Bed Terrace	£225,000	60.5	£3,719	£3,533	£3,347	£4,091	Fox & Sons
<b>Average:</b>		<b>£325,868</b>	<b>91.1</b>	<b>£3,700</b>	<b>£3,515</b>	<b>£3,330</b>	<b>£4,070</b>	
<b>Flats</b>								
Braishfield Road	2 Bed Flat	£299,950	65	£4,615	£4,384	£4,153	£5,076	Bovis Homes
Brewery Lane	2 Bed Flat	£210,000	57.1	£3,678	£3,494	£3,310	£4,046	Northwood
Braishfield Road	2 Bed Flat	£207,950	63.6	£3,270	£3,106	£2,943	£3,597	Bovis Homes
The Hundred	2 Bed Flat	£200,000	55.7	£3,591	£3,411	£3,232	£3,950	Connells
Station Approach	2 Bed Flat	£185,000	56.3	£3,286	£3,122	£2,957	£3,615	Fox & Sons
Station Approach	2 Bed Flat	£175,000	56.3	£3,108	£2,953	£2,798	£3,419	Fox & Sons
<b>Average:</b>		<b>£212,983</b>	<b>59.0</b>	<b>£3,591</b>	<b>£3,412</b>	<b>£3,232</b>	<b>£3,950</b>	
<b>North Baddesley</b>								
<b>Houses</b>								



Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Price Plus 10%	Developer / Agent
Botley Road	4 Bed Detached	£425,000	89.7	£4,738	£4,501	£4,264	£5,212	Henshaw Fox
Nutburn Road	4 Bed Detached	£384,950	96.1	£4,006	£3,805	£3,605	£4,406	Fox & Sons
Nutburn Road	4 Bed Detached	£369,950	95	£3,894	£3,700	£3,505	£4,284	Fox & Sons
<b>Average:</b>		<b>£393,300</b>	<b>93.60</b>	<b>£4,213</b>	<b>£4,002</b>	<b>£3,791</b>	<b>£4,634</b>	
<b>Andover</b>								
<b>Houses</b>								
Barley Road	4 Bed Detached	£435,000	136.8	£3,180	£3,021	£2,862	£3,498	Connells
Barley Road	4 Bed Detached	£425,000	136.8	£3,107	£2,951	£2,796	£3,417	Connells
Rooksbury Road	3 Bed Detached	£400,000	83	£4,819	£4,578	£4,337	£5,301	Your Move
Smannell Road	4 Bed Detached	£390,000	144	£2,708	£2,573	£2,438	£2,979	Taylor Wimpey
Woolwich Way	4 Bed Semi	£372,500	131.8	£2,826	£2,685	£2,544	£3,109	Taylor Wimpey
Woolwich Way	4 Bed Semi	£367,500	131.8	£2,788	£2,649	£2,509	£3,067	Taylor Wimpey
Smannell Road	4 Bed Detached	£365,000	127	£2,874	£2,730	£2,587	£3,161	Taylor Wimpey
Picket Piece	4 Bed Semi	£365,000	134.4	£2,716	£2,580	£2,444	£2,987	David Wilson Homes
Smannell Road	4 Bed Detached	£342,000	116	£2,948	£2,801	£2,653	£3,243	Taylor Wimpey
Smannell Road	3 Bed Detached	£310,000	88	£3,523	£3,347	£3,170	£3,875	Taylor Wimpey
Remini Road	4 Bed Detached	£309,995	88	£3,523	£3,347	£3,170	£3,875	Your Move
Steeplechase Rise	3 Bed Semi	£269,950	85	£3,176	£3,017	£2,858	£3,493	Graham & Co
<b>Average:</b>		<b>£362,662</b>	<b>116.9</b>	<b>£3,182</b>	<b>£3,023</b>	<b>£2,864</b>	<b>£3,501</b>	
<b>Grateley</b>								
<b>Houses</b>								
Station Road	5 bed Detached	£850,000	270.7	£3,140	£2,983	£2,826	£3,454	Savills
<b>Average:</b>		<b>£850,000</b>	<b>270.7</b>	<b>£3,140</b>	<b>£2,983</b>	<b>£2,826</b>	<b>£3,454</b>	

*Note: No available data for the following settlements - Chilbolton, Houghton, Kings Somborne, Longstock, Middle Wallop, Nether Wallop, Over Wallop, Awbridge, Braishfield, Michelmersh, Timsbury, West Wellow, Charlton, Abbots Ann, Ampport, East Anton, Thruxton, Shippington Bellinger, Goodworth Clatford, Penton Mewsey and Longparish.*

*Table 4: New Build Research – Average £ per sq.m.by settlement*

<b>Settlement</b>	<b>Average Price per m2</b>	<b>Average Price Less 5%</b>
<b>Broughton</b>	£4,508	£4,283
<b>Barton Stacey*</b>	£3,915	£3,720
<b>Ampfield</b>	£4,230	£4,018
<b>Romsey</b>	£3,700	£3,515
<b>North Baddesley*</b>	£4,213	£4,002
<b>Andover</b>	£3,182	£3,023
<b>Grateley*</b>	£3,140	£2,983

*\*small sample*

#### 4.6 New Build vs Re-sale Analysis

4.7 The following table shows the comparison between the re-sale Zoopla research and the above new build values which have also been grouped into the existing CIL charging Zones (1-4) based on Parish Boundaries. *Note: New build values can only be compared with the corresponding settlements in the re-sale research.*

Table 5: New Build vs Re-sale Analysis

Key:-

	CIL Zone 1: £175 per sqm
	CIL Zone 2: £140 per sqm
	CIL Zone 3: £105 per sqm
	CIL Zone 4: £70 per sqm

Settlement	Corresponding Parish	DSP Average £ per sq.m (Zoopla - re-sale) March 2016	DSP Average £ per sq.m (New Builds) March 2016	% Difference
Houghton	Houghton CP	£4,777		
Kings Sombourne	Kings Sombourne CP	£3,755		
Longstock	Longstock CP	£4,336		
Middle Wallop	Nether Wallop CP	£3,615		
Nether Wallop	Nether Wallop CP	£4,024		
Broughton	Broughton CP	£3,734	£4,508	20.74%
Awbridge	Awbridge CP	£3,970		
Michelmersh	Michelmersh & Timsbury CP	£4,121		
Timsbury	Michelmersh & Timsbury CP	£3,691		
Stockbridge	Stockbridge CP	£3,938		
Leckford	Leckford CP	n/a		
Lockerley	Lockerley CO	£3,497		
West Tytherley	West Tytherley CP	£3,938		
Chilbolton	Chilbolton CP	£3,809		
Over Wallop	Over Wallop CP	£3,572		
Ampfield	Ampfield CP	£4,046	£4,230	4.55%
Braishfield	Braishfield CP	£4,121		
Romsey*	Romsey CP	£3,562	£3,700	3.90%
West Wellow	Wellow CP	£3,250		
North Baddesley	North Baddesley CP	£3,024	£4,213	39.33%
Abbotts Ann	Abbotts Ann CP	£3,465		
Ampport	Ampport CP	£3,712		
Grateley	Grateley CP	£2,862	£3,140	9.71%
Goodworth Clatford	Goodworth Clatford CP	£3,336		
Longparish	Longparish CP	£3,669		
Appleshaw	Appleshaw CP	£3,831		
Monxton	Monxton CP	£3,648		
Nursling	Nursling & Rownhams CP	£3,045		
Rownham	Nursling & Rownhams CP	£2,744		

Settlement	Corresponding Parish	DSP Average £ per sq.m (Zoopla - re-sale) March 2016	DSP Average £ per sq.m (New Builds) March 2016	% Difference
<i>Chilworth</i>	Chilworth CP	£3,497		
<i>Valley Park</i>	Valley Park CP	n/a		
<i>Palestine</i>	Over Wallop CP	£3,056		
<i>Upper Clatford</i>	Upper Clatford CP	£3,174		
<i>Anna Valley</i>	Upper Clatford CP	£2,625		
<i>Wherwell</i>	Wherwell CP	£3,809		
<b>Barton Stacey</b>	Barton Stacey CP	£3,723	£3,915	5.17%
<b>Thrupton</b>	Thrupton CP	£2,679		
<b>Shipton Bellinger</b>	Shipton Bellinger CP	£2,873		
<b>Penton Mewsey</b>	Penton Mewsey	£3,669		
<b>Penton Grafton</b>	Penton Grafton CP	£3,551		
<b>Vernham Dean</b>	Vernhams Dean CP	£3,271		
<b>Hurstbourne Tarrant</b>	Hurstbourne Tarrant CP	£3,798		
<b>Fyfield</b>	Fyfield CP	£2,937		
<b>Hatherden</b>	Tangley CP	£2,098		
<b>Ibthorpe</b>	Hurstbourne Tarrant CP	£3,981		
<b>Kimpton</b>	Kimpton CP	£3,637		
<b>Weyhill</b>	Penton Grafton CP	£2,647		
<b>Andover*</b>	Andover CP	£2,905	£3,182	9.54%
<b>Charlton</b>	Charlton CP	£2,733		
<b>East Anton</b>	Smannell CP	£2,443		
<b>Enham Alamein</b>	Enham Alamein CP	£3,024		
<b>Average:</b>		<b>£3,454</b>	<b>£3,841</b>	<b>13.28%</b>

Note: Those settlements in italics were not included in the original BNP values research.

## 5.0 Overall Residential Market Review / Value Patterns and Analysis Summary – March 2016

- 5.1 The residential re-sale and available new build research described previously for a range of different housing types from flats to detached 4-bed houses were based on settlements from the Council's settlement hierarchy, and have been gathered for an analysis overview of the values patterns seen across the Borough.
- 5.2 As part of building an updated picture using all appropriate available evidence to inform this work, DSP have also included analysis of the previous BNP values research as part of the Council's CIL Viability Study July 2014 and updated Appendix 3 in June 2015.
- 5.3 The resulting tables (6a – 6x) below comprise the following: -
- Table 6a shows the previous original BNP values research (data from both July 2014 and June 2015) alongside the respective figures that result from applying the appropriate uplift from Land Registry (Hampshire Region): 12.7% from July 2014 (BNP original data)- January 2016 and 4.6% from June 2015 (BNP updated data) - January 2016.
  - Table 6b shows the comparison between the BNP re-sale data and the DSP re-sale values data together with percentage differences between the two sets of figures.
  - Table 6c shows the comparison between the BNP new build data and the DSP new build values data together with percentage differences between the two sets of figures.
  - Table 6d shows the comparison between the DSP re-sale data and the DSP new build data together with percentage differences between the two sets of figures.
  - Table 6e shows the average values by CIL zone for Zoopla and the uplifted previous BNP data.

*Notes on the following tables:*

*Settlements noted in italics were not previously researched within the BNP data;*

*DSP research carried out based on TVBC Settlement Hierarchy;*

*DSP were only provided with the BNP averaged data;*

## Key:-

	CIL Zone 1: £175 per sqm
	CIL Zone 2: £140 per sqm
	CIL Zone 3: £105 per sqm
	CIL Zone 4: £70 per sqm

Table 6a: BNP Data Analysis - uplifted by Land Registry (Hampshire Region)

Settlement	Corresponding Parish	BNP Average £ per sq.m (Rightmove - re-sale)	BNP Average £ per sq.m (Rightmove - re-sale) <i>Uplifted by 4.6%</i>	BNP Average £ per sq.m (New Build)	BNP Average £ per sq.m (New Build) <i>Uplifted by 4.6%</i>	Rate £ per sq.ft applied by BNP (July 2014)	Rate £ per sq.m applied by BNP (July 2014)	Rate £ per sq.m applied by BNP (July 2014) <i>Uplifted by 12.7%</i>	CIL Zone No.
Houghton	Houghton CP	£2,970	<b>£3,106</b>			£300	£3,228	<b>£3,638</b>	1
Kings Sombourne	Kings Sombourne CP	£2,991	<b>£3,129</b>			£275	£2,959	<b>£3,335</b>	1
Longstock	Longstock CP	£2,927	<b>£3,061</b>			£275	£2,959	<b>£3,335</b>	1
Middle Wallop	Nether Wallop CP	£2,270	<b>£2,375</b>	£3,658	<b>£3,827</b>	£275	£2,959	<b>£3,335</b>	1
Nether Wallop	Nether Wallop CP	£3,228	<b>£3,376</b>			£300	£3,228	<b>£3,638</b>	1
Broughton	Broughton CP	£4,272	<b>£4,468</b>			£300	£3,228	<b>£3,638</b>	1
Awbridge	Awbridge CP	£3,228	<b>£3,376</b>	£3,228	<b>£3,376</b>	£300	£3,228	<b>£3,638</b>	1
Michelmersh	Michelmersh & Timsbury CP	£3,519	<b>£3,680</b>	£2,916	<b>£3,050</b>	£300	£3,228	<b>£3,638</b>	1
Timsbury	Michelmersh & Timsbury CP	£2,722	<b>£2,848</b>	£2,722	<b>£2,848</b>	£250	£2,690	<b>£3,032</b>	1
<b>Stockbridge</b>	Stockbridge CP	<i>Not included within BNP Research</i>							1

Settlement	Corresponding Parish	BNP Average £ per sq.m (Rightmove - re-sale)	BNP Average £ per sq.m (Rightmove - re-sale) <i>Uplifted by 4.6%</i>	BNP Average £ per sq.m (New Build)	BNP Average £ per sq.m (New Build) <i>Uplifted by 4.6%</i>	Rate £ per sq.ft applied by BNP (July 2014)	Rate £ per sq.m applied by BNP (July 2014)	Rate £ per sq.m applied by BNP (July 2014) <i>Uplifted by 12.7%</i>	CIL Zone No.
<b>Leckford</b>	Leckford CP	<i>Not included within BNP Research</i>							1
<b>Lockerley</b>	Lockerley CO	<i>Not included within BNP Research</i>							1
<b>West Tytherley</b>	West Tytherley CP	<i>Not included within BNP Research</i>							1
<b>Chilbolton</b>	Chilbolton CP	£2,765	<b>£2,893</b>			£260	£2,798	<b>£3,153</b>	2
<b>Over Wallop</b>	Over Wallop CP	£3,002	<b>£3,140</b>			£275	£2,959	<b>£3,335</b>	2
<b>Ampfield</b>	Ampfield CP	£2,744	<b>£2,870</b>			£250	£2,690	<b>£3,032</b>	2
<b>Braishfield</b>	Braishfield CP	£2,658	<b>£2,780</b>			£250	£2,690	<b>£3,032</b>	2
<b>Romsey</b>	Romsey CP	£2,755	<b>£2,881</b>	£3,174	<b>£3,320</b>	£260	£2,798	<b>£3,153</b>	2
<b>West Wellow</b>	Wellow CP	£2,712	<b>£2,836</b>	£2,389	<b>£2,499</b>	£250	£2,690	<b>£3,032</b>	2
<b>North Baddesley</b>	North Baddesley CP	£2,647	<b>£2,769</b>			£250	£2,690	<b>£3,032</b>	2
<b>Abbots Ann</b>	Abbots Ann CP	£2,894	<b>£3,028</b>			£260	£2,798	<b>£3,153</b>	2
<b>Amport</b>	Amport CP	£2,851	<b>£2,983</b>			£260	£2,798	<b>£3,153</b>	2
<b>Grateley</b>	Grateley CP	£2,851	<b>£2,983</b>	£3,228	<b>£3,376</b>	£260	£2,798	<b>£3,153</b>	2
<b>Goodworth Clatford</b>	Goodworth Clatford CP	£2,798	<b>£2,926</b>			£260	£2,798	<b>£3,153</b>	2
<b>Longparish</b>	Longparish CP	£2,798	<b>£2,926</b>			£260	£2,798	<b>£3,153</b>	2
<b>Appleshaw</b>	Appleshaw CP	£2,851	<b>£2,983</b>			£260	£2,798	<b>£3,153</b>	2
<b>Monxton</b>	Monxton CP	£2,765	<b>£2,893</b>			£260	£2,798	<b>£3,153</b>	2

Settlement	Corresponding Parish	BNP Average £ per sq.m (Rightmove - re-sale)	BNP Average £ per sq.m (Rightmove - re-sale) <i>Uplifted by 4.6%</i>	BNP Average £ per sq.m (New Build)	BNP Average £ per sq.m (New Build) <i>Uplifted by 4.6%</i>	Rate £ per sq.ft applied by BNP (July 2014)	Rate £ per sq.m applied by BNP (July 2014)	Rate £ per sq.m applied by BNP (July 2014) <i>Uplifted by 12.7%</i>	CIL Zone No.
Nursling	Nursling & Rownhams CP	£2,755	<b>£2,881</b>			£250	£2,690	<b>£3,032</b>	2
Rownham	Nursling & Rownhams CP	£2,755	<b>£2,881</b>			£250	£2,690	<b>£3,032</b>	2
<i>Chilworth</i>	Chilworth CP	<i>Not included within BNP Research</i>							2
<i>Valley Park</i>	Valley Park CP	<i>Not included within BNP Research</i>							2
<i>Palestine</i>	Over Wallop CP	<i>Not included within BNP Research</i>							2
<i>Upper Clatford</i>	Upper Clatford CP	<i>Not included within BNP Research</i>							2
<i>Anna Valley</i>	Upper Clatford CP	<i>Not included within BNP Research</i>							2
<i>Wherwell</i>	Wherwell CP	<i>Not included within BNP Research</i>							2
Barton Stacey	Barton Stacey CP	£2,496	<b>£2,611</b>			£240	£2,582	<b>£2,910</b>	3
Thrupton	Thrupton CP	n/a	<b>n/a</b>			£240	£2,582	<b>£2,910</b>	3
Shipton Bellinger	Shipton Bellinger CP	£2,539	<b>£2,656</b>			£240	£2,582	<b>£2,910</b>	3
Penton Mewsey	Penton Mewsey	£2,582	<b>£2,701</b>			£240	£2,582	<b>£2,910</b>	3
Penton Grafton	Penton Grafton CP	£2,582	<b>£2,701</b>			£240	£2,582	<b>£2,910</b>	3
Vernham Dean	Vernhams Dean CP	£2,582	<b>£2,701</b>			£240	£2,582	<b>£2,910</b>	3



Settlement	Corresponding Parish	BNP Average £ per sq.m (Rightmove - re-sale)	BNP Average £ per sq.m (Rightmove - re-sale) <i>Uplifted by 4.6%</i>	BNP Average £ per sq.m (New Build)	BNP Average £ per sq.m (New Build) <i>Uplifted by 4.6%</i>	Rate £ per sq.ft applied by BNP (July 2014)	Rate £ per sq.m applied by BNP (July 2014)	Rate £ per sq.m applied by BNP (July 2014) <i>Uplifted by 12.7%</i>	CIL Zone No.
Hurstbourne Tarrant	Hurstbourne Tarrant CP	£2,572	<b>£2,690</b>			£240	£2,582	<b>£2,910</b>	3
<i>Fyfield</i>	Fyfield CP	<i>Not included within BNP Research</i>							3
<i>Hatherden</i>	Tangley CP	<i>Not included within BNP Research</i>							3
<i>Ibthorpe</i>	Hurstbourne Tarrant CP	<i>Not included within BNP Research</i>							3
<i>Kimpton</i>	Kimpton CP	<i>Not included within BNP Research</i>							3
<i>Weyhill</i>	Penton Grafton CP	<i>Not included within BNP Research</i>							3
<b>Andover</b>	Andover CP	£2,206	<b>£2,307</b>	£2,367	<b>£2,476</b>	£212	£2,281	<b>£2,571</b>	4
<b>Charlton</b>	Charlton CP	£2,281	<b>£2,386</b>			£212	£2,281	<b>£2,571</b>	4
<b>East Anton</b>	Smannell CP	£2,174	<b>£2,274</b>			£212	£2,281	<b>£2,571</b>	4
<i>Enham Alamein</i>	Enham Alamein CP	<i>Not included within BNP Research</i>							4

<b>Averages*</b>	<b>£2,914</b>	<b>£3,048</b>	<b>£3,201</b>	<b>£3,348</b>	<b>£268</b>	<b>£2,879</b>	<b>£3,245</b>
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Table 6b: Re-sale Analysis - sorted by DSP Average Values

Settlement	Corresponding Parish	BNP Average £ per sq.m (Rightmove - re-sale)	BNP Average £ per sq.m (Rightmove - re-sale) Uplifted by 4.6%	DSP Average £ per sq.m (Zoopla - re-sale) March 2016	% Difference (original data July 2014) <i>*Not uplifted</i>
<b>Leckford</b>	Leckford CP	n/a	n/a	n/a	n/a
<b>Valley Park</b>	Valley Park CP	Valley Park CP	n/a	n/a	n/a
<b>Houghton</b>	Houghton CP	£2,970	<b>£3,106</b>	<b>£4,777</b>	<b>60.87%</b>
<b>Longstock</b>	Longstock CP	£2,927	<b>£3,061</b>	<b>£4,336</b>	<b>48.16%</b>
<b>Michelmersh</b>	Michelmersh & Timsbury CP	£3,519	<b>£3,680</b>	<b>£4,121</b>	<b>17.13%</b>
<b>Braishfield</b>	Braishfield CP	£2,658	<b>£2,780</b>	<b>£4,121</b>	<b>55.06%</b>
<b>Ampfield</b>	Ampfield CP	£2,744	<b>£2,870</b>	<b>£4,046</b>	<b>47.45%</b>
<b>Nether Wallop</b>	Nether Wallop CP	£3,228	<b>£3,376</b>	<b>£4,024</b>	<b>24.67%</b>
<b>Ibthorpe</b>	Hurstbourne Tarrant CP	n/a	n/a	<b>£3,981</b>	n/a
<b>Awbridge</b>	Awbridge CP	£3,228	<b>£3,376</b>	<b>£3,970</b>	<b>23.00%</b>
<b>Stockbridge</b>	Stockbridge CP	n/a	n/a	<b>£3,938</b>	n/a
<b>West Tytherley</b>	West Tytherley CP	n/a	n/a	<b>£3,938</b>	n/a
<b>Appleshaw</b>	Appleshaw CP	£2,851	<b>£2,983</b>	<b>£3,831</b>	<b>34.34%</b>
<b>Chilbolton</b>	Chilbolton CP	£2,765	<b>£2,893</b>	<b>£3,809</b>	<b>37.74%</b>
<b>Wherwell</b>	Wherwell CP	Wherwell CP	n/a	<b>£3,809</b>	n/a
<b>Hurstbourne Tarrant</b>	Hurstbourne Tarrant CP	£2,572	<b>£2,690</b>	<b>£3,798</b>	<b>47.70%</b>
<b>Kings Sombourne</b>	Kings Sombourne CP	£2,991	<b>£3,129</b>	<b>£3,755</b>	<b>25.54%</b>
<b>Broughton</b>	Broughton CP	£4,272	<b>£4,468</b>	<b>£3,734</b>	<b>-12.59%</b>
<b>Barton Stacey</b>	Barton Stacey CP	£2,496	<b>£2,611</b>	<b>£3,723</b>	<b>49.14%</b>

Settlement	Corresponding Parish	BNP Average £ per sq.m (Rightmove - re-sale)	BNP Average £ per sq.m (Rightmove - re-sale) <i>Uplifted by 4.6%</i>	DSP Average £ per sq.m (Zoopla - re-sale) March 2016	% Difference (original data July 2014) <i>*Not uplifted</i>
<b>Amport</b>	Amport CP	£2,851	<b>£2,983</b>	<b>£3,712</b>	<b>30.19%</b>
<b>Timsbury</b>	Michelmersh & Timsbury CP	£2,722	<b>£2,848</b>	<b>£3,691</b>	<b>35.57%</b>
<b>Longparish</b>	Longparish CP	£2,798	<b>£2,926</b>	<b>£3,669</b>	<b>31.15%</b>
<b>Penton Mewsey</b>	Penton Mewsey	£2,582	<b>£2,701</b>	<b>£3,669</b>	<b>42.08%</b>
<b>Monxton</b>	Monxton CP	£2,765	<b>£2,893</b>	<b>£3,648</b>	<b>31.91%</b>
<b>Kimpton</b>	Kimpton CP	n/a	n/a	<b>£3,637</b>	n/a
<b>Middle Wallop</b>	Nether Wallop CP	£2,270	<b>£2,375</b>	<b>£3,615</b>	<b>59.24%</b>
<b>Over Wallop</b>	Over Wallop CP	£3,002	<b>£3,140</b>	<b>£3,572</b>	<b>19.00%</b>
<b>Romsey</b>	Romsey CP	£2,755	<b>£2,881</b>	<b>£3,562</b>	<b>29.30%</b>
<b>Penton Grafton</b>	Penton Grafton CP	£2,582	<b>£2,701</b>	<b>£3,551</b>	<b>37.50%</b>
<b>Lockerley</b>	Lockerley CO	n/a	n/a	<b>£3,497</b>	n/a
<b>Chilworth</b>	Chilworth CP	Chilworth CP	n/a	<b>£3,497</b>	n/a
<b>Abbotts Ann</b>	Abbotts Ann CP	£2,894	<b>£3,028</b>	<b>£3,465</b>	<b>19.70%</b>
<b>Goodworth Clatford</b>	Goodworth Clatford CP	£2,798	<b>£2,926</b>	<b>£3,336</b>	<b>19.23%</b>
<b>Vernham Dean</b>	Vernhams Dean CP	£2,582	<b>£2,701</b>	<b>£3,271</b>	<b>26.67%</b>
<b>West Wellow</b>	Wellow CP	£2,712	<b>£2,836</b>	<b>£3,250</b>	<b>19.84%</b>
<b>Upper Clatford</b>	Upper Clatford CP	Upper Clatford CP	n/a	<b>£3,174</b>	n/a
<b>Palestine</b>	Over Wallop CP	Over Wallop CP	n/a	<b>£3,056</b>	n/a
<b>Nursling</b>	Nursling & Rownhams CP	£2,755	<b>£2,881</b>	<b>£3,045</b>	<b>10.55%</b>
<b>North Baddesley</b>	North Baddesley CP	£2,647	<b>£2,769</b>	<b>£3,024</b>	<b>14.23%</b>

Settlement	Corresponding Parish	BNP Average £ per sq.m (Rightmove - re-sale)	BNP Average £ per sq.m (Rightmove - re-sale) Uplifted by 4.6%	DSP Average £ per sq.m (Zoopla - re-sale) March 2016	% Difference (original data July 2014) <i>*Not uplifted</i>
<b>Enham Alamein</b>	Enham Alamein CP	n/a	n/a	<b>£3,024</b>	n/a
<b>Fyfield</b>	Fyfield CP	n/a	n/a	<b>£2,937</b>	n/a
<b>Andover</b>	Andover CP	£2,206	<b>£2,307</b>	<b>£2,905</b>	<b>31.71%</b>
<b>Shipton Bellinger</b>	Shipton Bellinger CP	£2,539	<b>£2,656</b>	<b>£2,873</b>	<b>13.14%</b>
<b>Grateley</b>	Grateley CP	£2,851	<b>£2,983</b>	<b>£2,862</b>	<b>0.38%</b>
<b>Rownham</b>	Nursling & Rownhams CP	£2,755	<b>£2,881</b>	<b>£2,744</b>	<b>-0.39%</b>
<b>Charlton</b>	Charlton CP	£2,281	<b>£2,386</b>	<b>£2,733</b>	<b>19.81%</b>
<b>Thrupton</b>	Thrupton CP	n/a	n/a	<b>£2,679</b>	n/a
<b>Weyhill</b>	Penton Grafton CP	n/a	n/a	<b>£2,647</b>	n/a
<b>Anna Valley</b>	Upper Clatford CP	Upper Clatford CP	n/a	<b>£2,625</b>	n/a
<b>East Anton</b>	Smannell CP	£2,174	<b>£2,274</b>	<b>£2,443</b>	<b>12.38%</b>
<b>Hatherden</b>	Tangley CP	n/a	n/a	<b>£2,098</b>	n/a
<b>Averages*</b>		<b>£2,787</b>	<b>£2,915</b>	<b>£2,915</b>	<b>4.60%</b>

Table 6c: New Build Analysis - sorted by DSP Values

Settlement	Corresponding Parish	Average £ per sq.m (New Build)	Average £ per sq.m (New Build) Uplifted by 4.6%	DSP Average £ per sq.m (New Builds) March 2016	% Difference (original data July 2014) <i>*Not uplifted</i>	Cil Zone No.
<b>Broughton</b>	Broughton CP			<b>£4,508</b>		1
<b>Ampfield</b>	Ampfield CP			<b>£4,230</b>		2
<b>North Baddesley</b>	North Baddesley CP			<b>£4,213</b>		2
<b>Barton Stacey</b>	Barton Stacey CP			<b>£3,915</b>		3
<b>Romsey*</b>	Romsey CP	£3,174	<b>£3,320</b>	<b>£3,700</b>	<b>16.58%</b>	2
<b>Andover*</b>	Andover CP	£2,367	<b>£2,476</b>	<b>£3,182</b>	<b>34.43%</b>	4
<b>Grateley</b>	Grateley CP	£3,228	<b>£3,376</b>	<b>£3,140</b>	<b>-2.73%</b>	2
<b>Houghton</b>	Houghton CP					1
<b>Kings Sombourne</b>	Kings Sombourne CP					1
<b>Stockbridge</b>	Stockbridge CP					1
<b>Leckford</b>	Leckford CP					1
<b>Lockerley</b>	Lockerley CO					1
<b>West Tytherley</b>	West Tytherley CP					1
<b>Longstock</b>	Longstock CP					1
<b>Middle Wallop</b>	Nether Wallop CP	£3,658	<b>£3,827</b>			1
<b>Nether Wallop</b>	Nether Wallop CP					1
<b>Awbridge</b>	Awbridge CP	£3,228	<b>£3,376</b>			1
<b>Michelmersh</b>	Michelmersh & Timsbury CP	£2,916	<b>£3,050</b>			1
<b>Timsbury</b>	Michelmersh & Timsbury CP	£2,722	<b>£2,848</b>			1

Settlement	Corresponding Parish	Average £ per sq.m (New Build)	Average £ per sq.m (New Build) Uplifted by 4.6%	DSP Average £ per sq.m (New Builds) March 2016	% Difference (original data July 2014) <i>*Not uplifted</i>	Cil Zone No.
Chilbolton	Chilbolton CP					2
Over Wallop	Over Wallop CP					2
Braishfield	Braishfield CP					2
West Wellow	Wellow CP	£2,389	<b>£2,499</b>			2
Abbotts Ann	Abbotts Ann CP					2
Amport	Amport CP					2
Goodworth Clatford	Goodworth Clatford CP					2
Longparish	Longparish CP					2
Appleshaw	Appleshaw CP					2
Monxton	Monxton CP					2
Chilworth	Chilworth CP					2
Valley Park	Valley Park CP					2
<i>Palestine</i>	Over Wallop CP					2
<i>Upper Clatford</i>	Upper Clatford CP					2
<i>Anna Valley</i>	Upper Clatford CP					2
<i>Wherwell</i>	Wherwell CP					2
Nursling	Nursling & Rownhams CP					2
Rownham	Nursling & Rownhams CP					2
Thruyton	Thruyton CP					3
Shipton Bellinger	Shipton Bellinger CP					3
Penton Mewsey	Penton Mewsey					3

Settlement	Corresponding Parish	Average £ per sq.m (New Build)	Average £ per sq.m (New Build) Uplifted by 4.6%	DSP Average £ per sq.m (New Builds) March 2016	% Difference (original data July 2014) <i>*Not uplifted</i>	Cil Zone No.
<b>Penton Grafton</b>	Penton Grafton CP					3
<b>Vernham Dean</b>	Vernhams Dean CP					3
<b><i>Fyfield</i></b>	Fyfield CP					3
<b><i>Hatherden</i></b>	Tangley CP					3
<b><i>Ibthorpe</i></b>	Hurstbourne Tarrant CP					3
<b><i>Kimpton</i></b>	Kimpton CP					3
<b><i>Weyhill</i></b>	Penton Grafton CP					3
<b>Hurstbourne Tarrant</b>	Hurstbourne Tarrant CP					3
<b>Charlton</b>	Charlton CP					4
<b>East Anton</b>	Smannell CP					4
<b><i>Enham Alamein</i></b>	Enham Alamein CP					4

<b>Averages</b>	<b>£2,960</b>	<b>£3,097</b>	<b>£3,841</b>	<b>29.76%</b>
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Table 6d: DSP Re-sale vs New Build Analysis

Settlement	Corresponding Parish	DSP Average £ per sq.m (Zoopla - re-sale) March 2016	DSP Average £ per sq.m (New Builds) March 2016	% Difference
Houghton	Houghton CP	£4,777		
Kings Sombourne	Kings Sombourne CP	£3,755		
Longstock	Longstock CP	£4,336		
Middle Wallop	Nether Wallop CP	£3,615		
Nether Wallop	Nether Wallop CP	£4,024		
Broughton	Broughton CP	£3,734	£4,508	20.74%
Awbridge	Awbridge CP	£3,970		
Michelmersh	Michelmersh & Timsbury CP	£4,121		
Timsbury	Michelmersh & Timsbury CP	£3,691		
Stockbridge	Stockbridge CP	£3,938		
Leckford	Leckford CP	n/a		
Lockerley	Lockerley CO	£3,497		
West Tytherley	West Tytherley CP	£3,938		
Chilbolton	Chilbolton CP	£3,809		
Over Wallop	Over Wallop CP	£3,572		
Ampfield	Ampfield CP	£4,046	£4,230	4.55%
Braishfield	Braishfield CP	£4,121		
Romsey	Romsey CP	£3,562	£3,700	3.90%
West Wellow	Wellow CP	£3,250		
North Baddesley	North Baddesley CP	£3,024	£4,213	39.33%
Abbotts Ann	Abbotts Ann CP	£3,465		



Settlement	Corresponding Parish	DSP Average £ per sq.m (Zoopla - re-sale) March 2016	DSP Average £ per sq.m (New Builds) March 2016	% Difference
<b>Amport</b>	Amport CP	<b>£3,712</b>		
<b>Grateley</b>	Grateley CP	<b>£2,862</b>	<b>£3,140</b>	<b>9.71%</b>
<b>Goodworth Clatford</b>	Goodworth Clatford CP	<b>£3,336</b>		
<b>Longparish</b>	Longparish CP	<b>£3,669</b>		
<b>Appleshaw</b>	Appleshaw CP	<b>£3,831</b>		
<b>Monxton</b>	Monxton CP	<b>£3,648</b>		
<b>Nursling</b>	Nursling & Rownhams CP	<b>£3,045</b>		
<b>Rownham</b>	Nursling & Rownhams CP	<b>£2,744</b>		
<b>Chilworth</b>	Chilworth CP	<b>£3,497</b>		
<b>Valley Park</b>	Valley Park CP	n/a		
<b>Palestine</b>	Over Wallop CP	<b>£3,056</b>		
<b>Upper Clatford</b>	Upper Clatford CP	<b>£3,174</b>		
<b>Anna Valley</b>	Upper Clatford CP	<b>£2,625</b>		
<b>Wherwell</b>	Wherwell CP	<b>£3,809</b>		
<b>Barton Stacey</b>	Barton Stacey CP	<b>£3,723</b>	<b>£3,915</b>	<b>5.17%</b>
<b>Thrupton</b>	Thrupton CP	<b>£2,679</b>		
<b>Shipton Bellinger</b>	Shipton Bellinger CP	<b>£2,873</b>		
<b>Penton Mewsey</b>	Penton Mewsey	<b>£3,669</b>		
<b>Penton Grafton</b>	Penton Grafton CP	<b>£3,551</b>		
<b>Vernham Dean</b>	Vernhams Dean CP	<b>£3,271</b>		
<b>Hurstbourne Tarrant</b>	Hurstbourne Tarrant CP	<b>£3,798</b>		
<b>Fyfield</b>	Fyfield CP	<b>£2,937</b>		
<b>Hatherden</b>	Tangley CP	<b>£2,098</b>		

Settlement	Corresponding Parish	DSP Average £ per sq.m (Zoopla - re-sale) March 2016	DSP Average £ per sq.m (New Builds) March 2016	% Difference
<i>ibthorpe</i>	Hurstbourne Tarrant CP	<b>£3,981</b>		
<i>Kimpton</i>	Kimpton CP	<b>£3,637</b>		
<i>Weyhill</i>	Penton Grafton CP	<b>£2,647</b>		
<b>Andover</b>	Andover CP	<b>£2,905</b>	<b>£3,182</b>	<b>9.54%</b>
<b>Charlton</b>	Charlton CP	<b>£2,733</b>		
<b>East Anton</b>	Smannell CP	<b>£2,443</b>		
<b>Enham Alamein</b>	Enham Alamein CP	<b>£3,024</b>		
<b>Average:</b>		<b>£3,454</b>	<b>£3,841</b>	<b>13.28%</b>

- 5.4 The following table shows the average values by CIL Zone for the DSP Zoopla data, and the uplifted BNP data. In order to provide a more accurate overall average value rate per sq. m. for each CIL Zone, we have taken the individual figures behind each of the above datasets (Zoopla and BNP uplifted) and calculated the overall average figure. These figures form the values assumption basis of our appraisal testing (as discussed within the main report text) and are highlighted yellow below.

*Table 6e: Average Values Analysis by CIL Zone*

CIL Zone	DSP CIL Zone Average £ per sq.m (Zoopla - re-sale) March 2016	DSP Average £ per sq.m (New Builds) March 2016	Rate £ per sq.m applied by BNP (July 2014) <i>Uplifted by 12.7%</i>	Overall average by CIL Zone £ per sq.m (includes Zoopla and BNP uplifted data)
CIL Zone 1*	£3,950	£4,508	£3,470	£3,744
CIL Zone 2	£3,422	£3,821	£3,119	£3,291
CIL Zone 3*	£3,239	£3,915	£2,910	£3,118
CIL Zone 4*	£2,776	£3,182	£2,571	£2,688

*\*small data sample for new builds*

*Note: Yellow highlighted column provide the values per sq. m. adopted within the DSP appraisal sets (as described above)*

- 5.5 The following map illustrates the Council's boundary and provides an overview of values in £ per m<sup>2</sup> as collected by DSP for both re-sale and new build values. The higher value areas can be seen in the central and south eastern parts of the Borough in particular Nether Wallop, Longstock, Houghton, Michelmarsh, Braishfield and Ampfield. Lower value areas can be seen generally in the north western parts of the Borough.

*See map on following page.*

Figure 2: Map of DSP re-sale ad new build values data.

### DSP Re-sale (Zoopla) and New Builds Data March 2016

