

# Viability Update Wirral Local Plan

March 2023

Prepared on behalf of the Developer Consortium:

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- Bellway Homes
- Bloor Homes
- Countryside Properties
- Elan Homes
- Leverhulme Estate
- Miller Homes
- Persimmon Homes
- Redrow Homes
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# I. Executive Summary

Executive Summary	
2. General Appraisal Assumptions	<p>There are a small number of additional issues relating to the general appraisal assumptions that have arisen or come to our attention since the completion of the July 2022 technical paper:</p> <ul style="list-style-type: none"> <li>i. There are a series of contradictions and inconsistencies in the evidence base relating to the market values adopted for residential developments and the dwelling sizes utilised with differing values and dwelling sizes adopted in two concurrent reports produced by Aspinall Verdi resulting in significant value premiums being adopted for some strategic sites.</li> <li>ii. The adoption of 80% of Market Value for affordable rented dwellings remains too high and in our view is erroneously being based on the level of discount that would be applied to market rents in a Build to Rent scheme and not a market sale scheme which is what the Aspinall Verdi appraisals assess.</li> <li>iii. There remains an absence of specialist QS cost input from the Councils evidence base. Construction costs have continued to increase in the period since we initially received specialist advice from RPS and Bridgefield's for both traditional housing schemes and the specialist higher density housing required to achieve the densities tested in the proposed plan. Both consultants have provided updated cost plans based on their latest experience. These updated costs demonstrate that the costs adopted by Aspinall Verdi are too low and do not represent the forms of development tested.</li> <li>iv. Over the period since the completion of the Aspinall Verdi viability assessment during the autumn of 2021 the Bank of England base rate has increased from the long term low of 0.10% to currently stand at 4.00%. The rate of development finance cost adopted at 6.25% inclusive of all fees therefore requires amendment to better reflect the higher level of cost that will prevail going forward to at least 8.00%.</li> </ul>
4. Strategic Site Appraisals	<p>There are a number of additional issues that have been identified or exacerbated since the completion of the July 2022 technical paper.</p> <p>We have completed updated assessments of the strategic sites located within the lower value zones to include a viability appraisal in each case that assess the viability position based on up to date cost assumptions already outlined in Section 2 of this report.</p> <p>In the case of Vittoria Studios, further examination of the Aspinall Verdi Viability Appraisal has identified additional errors in the methodology when quantifying the total viability deficit.</p> <p>For sites that result in a negative residual land value, like Vittoria Studios the Aspinall Verdi appraisal includes for a calculation of SDLT and other purchasers costs based on the RLV rather than a BLV. Whilst this approach is acceptable for sites with a positive residual land value this is not the case for sites that show a deficit as the spread sheet Aspinall Verdi uses does not recognise the negative value and therefore reduces the viability deficit by adding back the calculations of SDLT and purchasers costs that are based on the negative residual. In the case of Vittoria Studios this has a significant impact on the stated deficit that we calculate at £13,544,260.</p> <p>Other errors include the failure to gross up the construction area for the 3 bedroom apartments within the appraisal and the consequential impact on the cost of professional fees and contingency allowances.</p> <p>Other issues common to the site appraisals continue to include:</p>

- i. The net site areas have not been adjusted to allow for undevelopable land, public open space, attenuation measures etc. This leads to an overstatement of site capacity across most of the sites
- ii. The density assumptions do not correspond with the assumed housing mixes, which also leads to an overstatement of site capacity across most of the sites
- iii. A range of cost items are either omitted or underestimated which results in viability being overstated, and the reliance on grant funding being underestimated
- iv. Sales values are overestimated and already include 'hope value' in locations where there is a lack of infrastructure and investment
- v. Developer returns are reduced for some sites and therefore do not reflect a suitable return for a market housing appraisal
- vi. The concentration of apartments means that the identified housing need of c. 70% 3, 4 and 5 bedroom housing for Wirral is not met by the strategic sites and needs to be offset by appropriate housing led site allocations in other locations

When all previously identified cost errors and omissions are considered alongside the additional items and the up to date costs provided by RPS the total viability deficit increases significantly. Even when the increased cost of finance is discounted completely the updated viability deficit equates to almost £160,000 per dwelling.

This is also the case for the other strategic sites appraised in Section 4 of this report, all of which result in significant viability deficits as summarised in the table below, with deficits excluding finance costs of between £70,000 and £160,00 per dwelling with the average deficit of circa £147,500.

	Vittoria Studios	Central Birkenhead	Hind Street	DI Oils	Seaview Road, Liscard	Total
No Dwellings	3,400	464	1,400	1,225	45	6,534
Viability Deficit (Inc Finance)	£1,075,520,043	£101,357,933	£398,623,067	£320,368,330	£7,612,857	£1,903,482,230
Viability Deficit Per Dwelling	£316,329	£218,444	£284,731	£261,525	£169,175	£291,320
Viability deficit (Ex Finance)	£543,886,262	£72,278,849	£192,687,166	£151,858,661	£3,178,378	£963,889,316
Viability Deficit Per Dwelling	£159,967	£155,773	£137,634	£123,966	£70,631	£147,519

#### Summary of Appraisal Deficits

We remain of the view that the Council's delivery target of 5,724 dwellings across the strategic sites during the plan period is undeliverable. The assessments completed as part of this updates allow for zero or limited affordable housing, and the scheme deficits would only increase should affordable housing be included, demonstrating that the housing and affordable housing requirements in the plan are unviable.

In addition, our appraisal of the potential site on the Seaview Road car park in Liscard Town also demonstrates that development of smaller brownfield sites at lower densities of around 50 DPH in the Regeneration Areas are also unviable. For any sites to come forward in the identified regeneration areas significant levels of grant funding will also be required. These sites will also not be capable of contributing towards affordable housing requirements or other S106 contributions.

As previously advised, to reduce the viability deficit on the brownfield sites allocated for higher density apartment schemes, lower density schemes with lower build costs and higher sales values would need to be assumed. At the same time additional viable housing led sites that are capable of delivering affordable housing, housing need and other policy requirements need to be allocated as previously outlined in Section 8 of our July 2022 Technical Paper 5.

The research carried out by Lichfields on behalf of the development consortium includes a detailed review of sources of Public Sector funding available to address the viability deficits identified.

Section 3 of Lichfields briefing note summaries their findings. Whilst there have been a number of successful bids in recent years to support projects in the Birkenhead area, of the circa £109m so far secured the majority of these awards are earmarked for projects not directly related to the strategic residential sites and therefore will not have a direct impact on the viability of these schemes, for example the Town Deal award of £25m is to enable a series of non-residential business and community projects.

The majority of the remaining awards are allocated to transport improvements, the benefit of which Aspinall Verdi have already reflected in their study. For example the Transforming Cities Fund has awarded £8.3m towards the cost of the removal of Flyovers. The cost of these works is identified in the S106 and Infrastructure Assumptions table for Hind Street at £8,100,000 with the full cost identified as being grant funded and therefore not costed in the viability appraisal. The level of deficit therefore already takes into account the availability of this grant.

The Housing Infrastructure Fund (HIF) has already awarded £6m to support the development at Wirral Waters. This covers the period from 2018 to 2024 and will contribute towards the early phases of development and represent a subsidy of £5,425 per plot for these early phases and therefore only a modest percentage of the overall funding deficit. Litchfield's research has identified limited opportunities for additional funding at this time. Given the scale of overall deficits it is clear grant funding will not be able to close the overall viability gap.

## 2. Introduction

### 2.1. Instructions

2.1.1. We remain instructed to provide an update to our consultation response to the proposed Wirral Local Plan Viability Assessment on behalf of the following consortium of parties:

- i. Barratt David Wilson
- ii. Bellway Homes
- iii. Bloor Homes
- iv. Countryside Properties
- v. Elan Homes
- vi. Leverhulme Estate
- vii. Miller Homes
- viii. Persimmon Homes
- ix. Redrow Homes
- x. Russell Homes
- xi. Stewart Milne Homes (working with Mill Lane Estates)
- xii. Story Homes
- xiii. Taylor Wimpey

2.1.2. The most recent report produced by Aspinall Verdi (“AV”) remains that dated February 2022.

2.1.3. We have been instructed to produce update-to-date viability appraisals for the residential lead Strategic Sites identified in the Wirral Local Plan working alongside Lichfields as the planning consultant to the client consortium.

2.1.4. This report should be read in conjunction with our previous Technical Paper 5: Viability, dated July 2022, that was submitted as part of a wider response, led by Lichfields, to the public consultation period. This updated report has partially been prepared given the passage of time since the preparation of the Council’s evidence and our last set of representations and to reflect the latest macro-economic developments (inflation, interest rate rises and cost of living pressures) and the direct impact this has on the viability of schemes in Wirral.

2.1.5. In addition, since the completion of our last Technical Paper, we have also provided additional input and commentary at the Inspectors request to the draft Scott Schedule prepared by the Council and Aspinall Verdi. This report therefore also builds upon the content within that to provide the inspector with additional up to date evidence.

2.1.6. When producing this update we have again considered the following key reports which form part of the Councils proposed evidence base:

- i. Final Report: Wirral Local Plan 2021 to 2037 CIL & Viability Assessment February 2022, by Aspinall Verdi (“LPCVA”)
- ii. Birkenhead High Density Family Homes Study, February 2022, by Aspinall Verdi (“HDFHS”)
- iii. Birkenhead Housing Market Study, February 2022, by Aspinall Verdi
- iv. Infrastructure Delivery Plan, March 2022, by Wirral Council (“IDP”)

2.1.7 This report concludes that the viability issues in Wirral are much worse than is portrayed in the Council’s evidence prepared by Aspinall Verdi and the Council’s preferred development strategy as set out in their emerging Local Plan is flawed and completely undeliverable. The

Council's preferred strategy is reliant on significant public sector funding which has not been committed and no guarantee that it will. This report needs to be read in conjunction with Lichfields' report on Sources of Public Funding submitted concurrently which demonstrates that the level of funding required by the Council to facilitate their preferred development strategy is simply unattainable and unachievable.

## 2.2. RICS Compliance

2.2.1. In accordance with the RICS Professional Statement, Financial viability in planning: conduct and reporting (2019), we can confirm the following:

- i. The persons involved in the preparation and review of this report are suitably qualified professionals that have extensive experience advising on viability matters across the region
- ii. There are no conflicts of interest that affect our independent opinion being provided
- iii. We have acted with objectivity, impartiality, without interference and with reference to all appropriate available sources of information

2.2.2. We can also confirm that we have had reference to and followed the best practice recommendations in the RICS Guidance Note, Assessing viability in planning under the National Planning Policy Framework 2019 for England (2021).

## 2.3. Reporting

2.3.1. The following suitably qualified professionals have produced this report:

Authors:

*R Heathcote*

*L Mackay*

.....  
Richard Heathcote  
Consultant

.....  
Laura Mackay MRICS  
Director

Date:

10 March 2023

### 3. General Appraisal Assumptions

#### 3.1. Residential Value and Property Type Assumptions

- 3.1.1. As stated in our July 2022 report the general residential sales values adopted by Aspinall Verdi are in the main not unreasonable however there remains some inconsistency within the value zones. In each value zone, the range of values adopted when analysed on a £/m<sup>2</sup> or £/sq.ft. basis is far wider than is reflected in the market evidence we have previously submitted. We would add that there is inconsistencies in AV's adoption of market values with differing values (and related dwelling size assumptions) adopted on some strategic sites compared to the generic typologies.
- 3.1.2. These inconsistencies are illustrated in the 3 figures below. The first 2 are taken from the February 2022 Aspinall Verdi CIL and Viability Assessment and the 3<sup>rd</sup> figure is produced in the February 2022 Birkenhead Housing Market Study also produced by Aspinall Verdi.

Property	Low Value Zone	Lower Medium Value Zone	Upper Medium Value Zone	High Value Zone
1 Bed Flat	£95,000	£150,000	£160,000	£165,000
2 Bed Flat	£130,000	£165,000	£170,000	£220,000
1 Bed House	£140,000	£170,000	£175,000	£230,000
2 Bed House	£170,000	£200,000	£220,000	£270,000
3 Bed House	£210,000	£235,000	£245,000	£350,000
4 Bed House	£260,000	£270,000	£290,000	£430,000
5 Bed House	£330,000	£350,000	£400,000	£550,000

Source: AspinallVerdi (October 2021)

**Figure 1: AV Residential Average Capital Value Assumptions**

Property	Floor Area Assumption	Lower Value Zone	Lower Medium Value Zone	Upper Medium Value Zone	High Value Zone
1 Bed Flat	56	£1,696	£2,679	£2,857	£2,946
2 Bed Flat	70	£1,857	£2,357	£2,429	£3,143
1 Bed House	46	£3,043	£3,696	£3,804	£4,783
2 Bed House	65	£2,615	£3,077	£3,385	£4,154
3 Bed House	86	£2,442	£2,733	£2,849	£4,070
4 Bed House	116	£2,241	£2,328	£2,500	£3,707
5 Bed House	157	£2,102	£2,229	£2,548	£3,503

Source: AspinallVerdi (October 2021)

**Figure 2: AV Residential Average Capital Value Assumptions (£/m<sup>2</sup>)**

**Table 4.1 – New Build Sales Values**

Dwelling type	Lower Range £ psm	Higher Range £ psm	Area assumption (sqm)	Lower Range Absolute Value	Higher Range Absolute Value
1 Bed Flat	£2,000	£2,550	50	£100,000	£127,500
2 Bed Flat	£2,000	£2,550	61	£128,100	£155,650
1 Bed House	£2,100	£2,700	58	£121,800	£156,600
2 Bed House	£2,100	£2,700	70	£147,000	£189,000
3 Bed House	£2,200	£2,800	84	£184,800	£235,200
4 Bed House	£2,200	£2,800	97	£213,400	£271,600
5 Bed House	£2,200	£2,800	110	£242,000	£308,000

Source: AspinallVerdi 2021|

**Figure 3: Birkenhead Housing Market Study February 2022 Version 1. Para 4.15, page 14**

- 3.1.3. It is interesting to note that the range of values (when analysed on a £/m<sup>2</sup> basis) proposed in the Birkenhead Housing Market Study (BHMS) is far narrower, at only £200/m<sup>2</sup>. This supports the comments made in our previous representations relating to the over valuing of the 1 and 2 bedroom houses in particular.
- 3.1.4. From the values proposed in the BHMS it would also appear that for the 3 to 5 bedroom house types values (£ per m<sup>2</sup>) in the “higher range” are above that in the upper medium value zone, suggesting a significant premium above current value levels in the Birkenhead area are being considered. A direct comparison is not possible however as differing dwelling size assumptions have been adopted. These differences are significant for the 4 and 5 bedroom house types. Again both the values and dwelling sizes adopted suggest only 2 storey house types have been considered.
- 3.1.5. In the period since Aspinall Verdi completed their assessment of residential market values there has been a series of events that have adversely impacted the residential development market, most notably the War in Ukraine, which has combined with wider economic issues to result in high levels of inflation within the UK economy, particularly in food and energy prices very low levels of growth and rapidly increasing borrowing costs that will impact the affordability and confidence of individual house purchasers. These changes will have a significant impact on buyers of houses in lower value areas who have lower levels of deposits and therefore will not have access to the lowest mortgage rates.
- 3.1.6. There remains much uncertainty in the economy generally and the housing market in particular however the most likely scenario is that whilst house prices have now been falling for several months a sustained period of relatively flat or stagnant growth is likely that will be off set or outstripped by continuing build cost inflation.

## **3.2. Affordable Housing Assumptions**

- 3.2.1. As detailed in our previous representations the AV report and appraisals continues to adopt 80% of market value for affordable rent tenure dwellings. Having considered this point again we now believe that this is in fact an error by AV.

**Table 10.3 - Transfer Values Assumptions**

Tenure	Affordable Housing Split	% of Open Market Value
First Homes	25%	70% of Market value (minimum 30% discount)
Social Rented	35%	35% of Market Value
Affordable Rented	22%	80% of Market Rent (20% discount)
Affordable Home Ownership	18%	70% of Market Value

Source: WMBC (October 2021)

**Figure 4: AV Affordable Housing Transfer Value Assumptions**

- 3.2.2. In table 10.3 of the AVCVA when describing their assumption for First Homes, Social Rent and Affordable Home Ownership tenures they refer to the discount applied to the Open Market Values, however for the Affordable Rented they refer to the Market Rent. It is clear now that they have mixed up the tenure assumption and in fact applied the level of discount that is advised within the PPG for private Build to Rent Schemes and then applied this to appraisals that are based on Market Sale developments.
- 3.2.3. As stressed in Section 4.4 of our July 2022 report, and as per AV's other assumptions in Local Plan Viability Assessments (as detailed in figure 5 of that report) the appropriate discount for affordable rented properties in a market housing development has long established at around 45 – 55%. This being the case all of AV's appraisals continue to significantly overstate the value of the affordable rented tenure dwellings.

### 3.3. Construction Cost Assumptions

- 3.3.1. As part of this update we have received updated cost advice from both RPS and Bridgefields to reflect the cost inflation that has been inherent since the Covid-19 pandemic and is set to continue. This will provide the Inspectors with the most up to date position. The updated reports are included in Appendix 1 and 2. Both reflect the high level of build cost inflation that has occurred over recent months. These cost increases are adopted within the various site appraisals appended to this report and commented on in further detail in section 4 of this report.
- 3.3.2. These reports continue to address the need to provide viability advice, with the support of additional specialist consultants to advise on cost, as per the requirements of the RICS and PPG guidance. We note that the Council and AV have still not committed any specialist cost input and continue to rely on now out of date BCIS data that is only suitable for benchmarking small scale lower density traditional housing schemes, not the typologies envisaged by the proposed allocations in the emerging Local Plan.
- 3.3.3. As set out in detail in our previous representations and now illustrated in further detail in Section 4 of this report, as development density increases above 40 DPH the form of development and associated mix has to change to accommodate the additional dwelling numbers. The mix of house types needs to be amended to incorporate an increasing proportion

of 3 storey mews housing and medium to high rise apartments, and parking standards have to either be reduced or provided in underground or undercroft car parks, or alternatively off site.

- 3.3.4. These more bespoke forms of development are reflected in the cost assessment report completed by RPS. Whilst this report focussed on the details provided in the High Density Family Housing Study, (also produced by Aspinall Verdi in February 2022) they are also directly relevant to the Councils other strategic sites and therefore form the basis for our cost assessment of these sites.
- 3.3.5. The continued underestimation of development costs across the apartment typologies and bespoke strategic schemes results in an overestimation of viability. In section 4 of this report, we will focus on the higher density key strategic sites adopting the updated specialist QS input.

### 3.4. Finance Costs

- 3.4.1. The 6.25% rate of finance adopted by AV at the time of completing their viability appraisals in late 2021 was already at the bottom end of the range adopted in comparable studies throughout the region. For example the St Helens Local Plan Economic Viability Study adopted 7.00%, the Cheshire West and Chester Local Plan adopted 7.00%, the Warrington Local Plan Viability Study adopted 6% and the Cheshire East Local Plan adopted 6% plus a 1% arrangement fee. It was also set at a time when the Bank of England base rate remained at a record low level. As we forecast in our July 2022 report the Bank of England base rate has now increased from a low of 0.10% to 4.00% and the 6.25% rate, adopted by AV is clearly now redundant.
- 3.4.2. Whilst the rate of development finance will vary over time and from scheme to scheme typical rates available in the market now vary from around 8.5% to over 10.00%. It is clear that rates will not return again to the historic low levels that predominated over the previous decade and a rate of at least 8.00% should now be adopted in Local Plan viability assessments.
- 3.4.3. For higher density schemes, (such as those envisaged in much of the Councils identified supply) the level of capital commitment prior to the receipt of first sales income will be much higher. This means that the cost of arrangement, management and exit fees will be increased and will impact on the total cost of finance. In these cases a higher “all in” finance rate is warranted.
- 3.4.4. When realistically programmed and cash flowed the higher cost of finance that now prevails will have a significant impact, particularly on the higher density schemes upon which the plan relies as the appraisals in section 4 of this report illustrate.

## 4. Strategic Site Appraisals

### 4.1. Overview

- 4.1.1. We have further considered some of the key strategic sites that have been individually tested by AV below, focussing on Wirral Waters, Central Birkenhead Hind Street and the Former DI Oils site that represent a significant proportion of the Councils proposed housing delivery.
- 4.1.2. In addition to these 4 key strategic sites we have also carried out an additional appraisal of the Seaview Road Car Park in Liscard which represents a typical case study for a site in an 'other developable area' (i.e. not a specific allocation).
- 4.1.3. The Council identify a number of broad areas where they have assumed further residential development will occur during the plan period that will significantly contribute to overall housing delivery. Many of these potential sites are located in areas where Aspinall Verdi's own generic testing shows sites to not be currently viable. The broad areas of development have also been reviewed more closely by Lichfields and we understand that many constitute areas of existing housing and commercial space in multiple ownerships that is unlikely to be purchased and/or vacated due to difficulties in site assembly to allow for demolition and associated new housing development.
- 4.1.4. The site is located in the northern part of the Liscard Town Centre Masterplan Area. Further information on the Seaview Road Car Park is contained in the proforma for the Liscard Town Centre Masterplan Area which we have referred to when assessing the site below and in Lichfields' site-specific analysis of this location submitted to the Inspectors in conjunction with this report.
- 4.1.5. Since the completion of our initial review of the Aspinall Verdi LPCVA in July 2022 there have been further significant increases in development construction costs. Over the same period there have been successive increases in the Bank of England base rate which has now increased from its record low level of 0.10% at the time Aspinall Verdi completed their report to currently stand at 4.00%. These increases have fed through into both the cost of mortgages for home buyers and also the overall costs for all developers. The former has led to a series of successive falls in house prices and sales volumes and the latter has seen an increase in the cost of funding and constructing new developments, which need to be considered when reviewing the overall viability of the key sites. This is confirmed in the February 2023 Nationwide Building Society House Price Index report. A further monthly fall in house prices of 0.50% is reported with an annual fall of 1.1% from February 2022. The report also confirms that *"The recent run of weak house price data began with the financial market turbulence in response to the mini-Budget at the end of September last year. While financial market conditions normalised some time ago, housing market activity has remained subdued"* It also states that *"It will be hard for the market to regain much momentum in the near term since economic headwinds look set to remain relatively strong, with the labour market widely expected to weaken as the economy shrinks in the quarters ahead, while mortgage rates remain well above the lows prevailing in 2021"*
- 4.1.6. To inform the updated appraisals outlined below RPS have completed an update to their cost report to reflect the significant increase in construction costs in the intervening period. A copy of their updated report is included at Appendix 2 of this report.

## 4.2. Wirral Waters – Vittoria Studios: Appraisal Reference AW

- 4.2.1. We have previously considered this site in some detail in Section 6.2 of our July 2022 representations. The site forms only part of the proposed Wirral Waters site and is referred to as Vittoria Studios in the Councils SHLAA (Reference 0755).
- 4.2.2. In our July 2022 report we highlighted the differences between the form of development appraised by Aspinall Verdi and what subsequently came forward in reserved matters applications just before our representations were submitted. These applications demonstrated that both the overall capacity of this element of the Wirral Waters development area is overstated and the form of development capable of being delivered is predominantly 1 and 2 bedroom apartments in high rise apartment blocks. This form of development and the associated costs are not reflected within the Aspinall Verdi viability appraisals for the site, and therefore as we illustrated in our July 2022 report the viability deficit of the site is currently significantly understated.
- 4.2.3. This concentration of apartments also means that the identified housing need of circa 70% 3, 4 and 5 bedroom housing for Wirral is not being met and therefore will need to be offset by appropriate housing led site allocations in other locations
- 4.2.4. To quantify the likely scale of the viability deficit (and enable a like for like comparison) in further detail we have at Appendix 3 of this report completed an updated viability appraisal based on the 3,400 dwelling mix appraised by Aspinall Verdi.
- 4.2.5. It should be noted that in their own appraisal AV shows a very significant viability deficit. There are however a number of basic errors within the appraisal which impact on the level of deficit they identify that we would first highlight. These include:
- ***Applying the incorrect discount to the Open Market Values for Affordable Rent dwellings (80% instead of 50% of Market Value)***
  - ***The construction area for the 3 bedroom apartments has not been adjusted to account for shared areas and circulation space (the associated construction costs are therefore omitted from the appraisal)***
  - ***The cost of secure parking spaces has been based on the rate adopted on low density schemes for traditional garages rather than the cost of undercroft or basement parking provision within the apartment block construction (the associated costs are therefore significantly understated)***
  - ***EV charging costs have been based on houses for a 100% apartment mix***
  - ***When calculating the total viability deficit AV have calculated SDLT and other purchaser costs based on the negative Residual Land Value produced in their appraisal and then deducted these erroneous costs from the deficit (this therefore reduces rather than increases the viability deficit in their appraisals)***
- 4.2.6. As outlined in para 3.2.2 above it is clear that AV have adopted a level of discount for affordable rented tenure dwellings that is not applicable to a market housing site but instead for a BTR scheme. The PPG advises that an appropriate discount on a market rent is 20% for BTR developments however that is not what Aspinall Verdi have appraised. As evidenced in our July 2022 report for an open market for sale development it is widely accepted and adopted that affordable rented dwellings are discounted by 50% of their market value. In this instance this would reduce the total transfer values by around **£3,850,000**.

- 4.2.7. There are a total of 1,020 no. 3 bedroom apartments included in the AV viability appraisal with an average apartment size of 86m<sup>2</sup>. This equates to a total of 87,720 m<sup>2</sup> of saleable accommodation. To arrive at the total construction area Aspinall Verdi assume a gross to net allowance for circulation space of 85% which they have applied to the 1 and 2 bedroom apartments but unfortunately not to the 3 bedroom apartments. Based on Aspinall Verdi's allowance for circulation space (which is identified as insufficient by RPS in their cost report) the construction area for the 3 bedroom apartments would be 103,200m<sup>2</sup>, i.e. a shortfall of 15,480m<sup>2</sup>. The cost impact of this is approximately £23,220,000 based on AV's cost assumptions, which is incorrectly excluded from the appraisals.
- 4.2.8. It should be noted that in addition to this omitted cost there will be additional impacts on the viability appraisal with corresponding increases to the cost allowances for professional fees, contingency and subsequent finance costs.
- 4.2.9. Secure parking spaces have been costed at the same rate as if they could be provided as a traditional single garage. The rate adopted by Aspinall Verdi is £6,000 per space. They have assumed 1,377 "garages" (40.5% provision) at a cost of £8,262,000. In their cost report RPS confirm that for high rise apartment developments such as this secure parking can be provided either in full basements underneath apartment blocks or in undercroft. The latter option is less costly as it removes a significant element of ground work costs but is still currently assessed at £25,000 per secure space rather than £35,000 for full basement provision. Assuming a blended cost of £30,000 per space the additional cost is **£33,048,000**, which is not included in the AV appraisals.
- 4.2.10. Again, it should be noted that in addition to this omitted cost there will be additional impacts on the viability appraisal with corresponding increases to the cost allowances for professional fees, contingency and subsequent finance costs.
- 4.2.11. Aspinall Verdi have included in error the cost of providing 1,020 EV charging points at £865 per house with a total cost allowance of £882,300. There are however no houses assumed within the development mix. All EV charging costs should be based on apartments. AV's cost assessment for apartments being £10,000 per charge point with one charger provided for 4 apartments. The cost per dwelling is therefore £2,500 and therefore the correct cost allowance for the 1,020 apartments is £2,550,000, which is an increase of **£1,667,700**.
- 4.2.12. Again, it should be noted that in addition to this omitted cost there will be additional impacts on the viability appraisal with corresponding increases to the cost allowances for professional fees, contingency and subsequent finance costs.
- 4.2.13. The AV viability appraisal produces a viability deficit of £103,327,793. This is however before the allowance of any site value (or Benchmark Land Value) and associated purchaser costs. The Aspinall Verdi appraisal format attempts to calculate SDLT and associated purchaser's costs based on the residual land value produced by their appraisal spreadsheet. In this case, because there is a negative land value this is not the correct approach as rather than increasing the viability deficit by the sum of the site value and purchaser's costs, AV are effectively reducing it by adding back in the purchaser's costs. Due to the scale of the deficit, they have incorrectly reduced the viability deficit by **£13,544,900**, when in fact the deficit should increase by this amount. This would also have a resultant impact on the finance costs associated with land purchase.
- 4.2.14. It should be noted that the cumulative impact of the above costs will also have a significant impact on other cost items within the appraisal, such as professional fees, which would increase

by approximately **£4,000,000** and contingency which would increase by approximately **£3,100,000**.

- 4.2.15. The above items represent a series of significant errors within the Aspinall Verdi appraisal for the Vittoria Studio site, with the total cost omissions summarised as:

Item	AV Cost Omission
Affordable Rent discount error	£3,850,000
3 bed apartment construction area error	£23,320,000
Secure parking space cost error	£33,048,000
EV charging cost error	£1,667,700
Site value, SDLT and purchaser cost error	£13,544,260
Additional fees and contingency error	£7,100,000
<b>Total:</b>	<b>£82,529,960</b>

**Figure 5: Total AV Cost Errors, Wirral Waters**

- 4.2.16. Accounting for the above, the overall scheme deficit would therefore increase from the **£95,998,646** stated in the AV appraisal to circa **£178,500,000**. Again, we would stress this is before the impact of additional finance costs is calculated. This equates to a deficit of **£52,500 per dwelling**. The additional costs would significantly increase the cost of finance for the development given the scheme runs at a deficit throughout the development period.

- 4.2.17. In addition to the simple errors in the AV appraisal listed above, there are a number of their cost assumptions which are currently under assessed for a scheme of this type. These were discussed in detail in our July 022 representations and are therefore only summarised below, though the costs have been updated as appropriate in accordance with the updated cost report from RPS. The updated costs are summarised in the table below.

Scheme	Cost Per Sq m	Cost Per Sq ft
6 to 8 storey apartment blocks	£2014	£187
9 to 12 storey apartment blocks	£2,149	£200
13 storey + apartment blocks	£2,337	£217

**Figure 6: Summary of RPS Costs**

- 4.2.18. We have therefore assumed a mix of building storey heights of 10 to 16 and adopted a blended cost of £2,210/m<sup>2</sup>. The total construction cost has been calculated based on an 80% net to gross ratio as advised by RPS. The additional costs identified within our appraisal are summarised below.

Item	Unidentified Costs
Additional apartment constructions costs (inclusive of prelims and external works)	£272,087,250
Additional Professional Fees at 8% of higher construction cost of £823,186,050	£36,019,358
Additional Development Contingency at 5% of higher construction cost of £823,186,050	£18,208,898
Additional Developer return requirement based on 20% of GDV for market housing and 8% for affordable housing	£17,358,782
Additional S.106 contributions towards essential IDP infrastructure	£10,724,000
Indexing of the Costs for Part L & F and Net Biodiversity	£3,682,540
Cost of compliance with Future Homes Standards 2025	£27,200,000
<b>Total:</b>	<b>£385,280,828</b>

**Figure 7: Additional Unidentified Costs, Wirral Waters**

- 4.2.19. To calculate the full impact of all of the above cost increases and additional items we have completed a revised appraisal for the Vittoria Studios site based on the AV apartment mix. This is included in **Appendix 3** of this report.
- 4.2.20. In addition to the cost changes summarised above and detailed in our July 2022 report we have also adjusted the finance rate adopted. AV had utilised a 6.25% debit rate in all of their appraisals. However as outlined above this was at a time when the Bank of England base rate was just 0.10%. The current rate is 4.00% and is likely to increase further before falling back in to 2024. Whilst over the plan period the rate is likely to reduce the historically low rates of the previous decade are highly unlikely to occur again. Whilst we are aware of current developer finance rates of 9 to 10% plus fees for high rise and therefore high risk developments of this kind we have adopted a very conservative rate of 8% in our updated appraisals.
- 4.2.21. Whilst this represents a significant discount from current rates, due to the significant scheme deficit that runs throughout the development period the cost of finance to the development is extremely high. This illustrates that for a scheme of this nature to be delivered a very high level of grant subsidy would be required.
- 4.2.22. The appraisal assumes an open market residential development of the site for 3,400 dwellings of which 10% affordable homes in an appropriate range of tenures are provided.
- 4.2.23. Our appraisal shows a deficit of **£966,849,550**. Whilst this deficit includes an allowance for a BLV and associated purchaser costs of £6,215,113, it does not include for any level of developer profit. A market return of 20% for this scheme should be adopted, particularly when it is a higher risk form of development. We would expect developers and their funders to target at least a 20% profit margin for the market housing and First Homes development and at least 8% for the Affordable Dwellings. This would equate to a blended profit of **£108,670,493 (19.55%)**.
- 4.2.24. The total deficit of the development once a full market return is taken into consideration is therefore at least **£1,075,520,043** compared to the AV Viability appraisal for scheme AWW that shows a viability deficit of **£95,988,646**. The finance costs are significant in this scenario because the scheme deficit is so vast. Any scheme with significant viability deficits such as this can in reality only come forward if in receipt of large scale “up front” grant funding to minimise the deficit from the outset and therefore enable the project to attract external funding.
- 4.2.25. To isolate the impact of finance costs on the appraisal result we have included a second appraisal in **Appendix 4** where all finance costs have been removed. Whilst this is not a realistic assumption it does help to quantify the development cost deficit only. This produces a scheme deficit of **£543,886,262** when profit is included in the deficit assessment.
- 4.2.26. Our appraisal findings are summarised below:

Item	Total	Per Dwelling
Scheme deficit (with finance costs)	£1,075,520,043	£316,329
Scheme deficit (without finance costs)	£543,886,262	£159,977

**Figure 8: Wirral Waters Scheme Deficits**

- 4.2.27. This compares to the funding gap of £95,998,646 reported by AV, which equates to £28,232 per dwelling.

4.2.28. The council testing is based on 10% affordable housing, but it is worth stating that a deficit of c.£544m would not be met by removing this requirement, and we would still expect a significant deficit to remain even with 0% affordable housing.

### 4.3. Central Birkenhead: Appraisal Reference AX

4.3.1. We have also previously considered this site in detail in Section 6 of our July 2022 representations as it had been the basis for the Councils High Density Family Housing Study and there was therefore additional design detail available upon which RPS based their detailed cost appraisal.

4.3.2. In their cost report RPS have focused on the sites identified in the HDFHS. These are Hamilton Park, a site that does not feature in the Councils SHLAA, Europa Boulevard, which is identified in the SHLAA under Site Reference 5156, LP reference RES-RA4.3 and part of the Vue Cinema Site, SHLAA reference 5155 LP reference RES-RA4.2.

4.3.3. As previously stated, there are no viability appraisals contained within the HDFHS to assess the viability and deliverability of these sites in the forms proposed. This is a significant omission in the evidence base. Instead, AV included within the main LPCVA a series of viability appraisals that include the Councils key strategic sites in addition to a series of general typology appraisals. One of the Strategic Sites appraised by AV is referenced as Scheme AX (RES-RA4.1/ RA4.2/ RA4.3). This appraisal therefore includes the Europa Boulevard site and the Vue Cinema site but not the Hamilton Park site. Instead, it includes the Europa Square site (SHLAA reference 5154 LP reference RES-RA4).

4.3.4. This difference in the makeup of the sites included within the AX appraisal makes an exact comparison difficult. However, given the sites are all within the same geographical area of Central Birkenhead the same value and cost rates can be applied to produce a comparative cost assessment for the preferred scheme options contained within the HDFHS. It would clearly be prudent for AV to adjust the AX appraisal to reflect the schemes contained within the HDFHS and the preferred options dwelling mix.

4.3.5. As outlined above we have instructed RPS to update their cost plan for the preferred options. The updated RPS report is contained within Appendix 2 of this report.

4.3.6. We have used the updated RPS cost assessment as the basis for an updated viability appraisal for the three sites that form part of the HDFHS. A copy of our viability appraisal is included at **Appendix 5**.

4.3.7. As explained in our July 2022 report, when RPS reviewed the scheme drawings within the HDFHS the number of apartments shown on the block floor plans for the apartments do not correspond to the accommodation schedule for the preferred options in the report. The floor plans indicate total apartment numbers are 291, a reduction of 31 apartments. This reduces the total number of dwellings to 464 apartments upon which their updated cost assessment 2 is therefore based. We have therefore continued to adopt the following dwelling mix:

Name	Type	Beds	Units
Type 1	Apartment	1	145
Type 2	Apartment	2	146
Type 3	FOG	2	3
Type 4	Townhouse	3	164
Type 5	Townhouse	4	6
		Total	464

**Figure 9: RH Revised Scheme**

4.3.8. To arrive at a scheme GDV for the above we have continued to adopt the values as proposed within the AV LPCVA and applied them to the 464 dwellings as costed by RPS. This is despite our continued concerns over the wide range of value assumptions for different house types and the recent decline in house prices.

Name	Beds	Units	Type	Net Value Per Unit	Total Revenue
Type 1	1	145	Apartment	£95,000	£13,775,000
Type 2	2	146	Apartment	£130,000	£18,980,000
Type 3	2	3	FOG	£130,000	£390,000
Type 4	3	164	Townhouse	£210,000	£34,440,000
Type 5	4	6	Townhouse	£260,000	£1,560,000
	Total	464			£69,145,000

**Figure 10: RH Assumed GDV**

4.3.9. We have also considered the following within the appraisal:

- i. RPS have carried out a measure of the house types provided within the HDFHS in order to produce a detailed cost plan for the development.
- ii. There are no detailed plans for the apartment types. RPS have therefore adopted the apartment sizes specified within the LPCVA and adopted by AV in the appraisal for WGC Central Birkenhead, appraisal reference AX. These are 56 m<sup>2</sup> for the 1 bedroom apartments and 70 m<sup>2</sup> for the 2 bedroom apartments. In the absence of any detail, it has also been assumed that these would be split 50:50 between 1 and 2 bedroom apartments. This also follows the assumption in the AV viability appraisal for site reference AX.
- iii. To arrive at a gross area upon which to base the construction cost of the apartments RPS have adopted 80% net to gross to allow for the need to provide communal areas and services and two staircase and lift cores within the apartment blocks to achieve current fire safety standards. (AV's assumption of 85% is insufficient for taller apartment buildings).
- iv. Updated base construction costs of £2,100/m<sup>2</sup> for the housing and £2,014/m<sup>2</sup> for the apartments as advised by RPS
- v. External Works of £6,340,775 based on RPS assessment of the preferred option designs

4.3.10. In addition to the above we have made the following allowances and assumptions:

- i. Utility Connection Costs of £2,500 per plot as per the RPS cost plan.
  - ii. All dwellings to be sold as open market dwellings with no bulk discounted investor sales, with an appropriate profit margin to reflect this.
  - iii. The AS viability appraisal for site AX excludes a Benchmark Land Value. The justification appears to be that as the site is unviable and publicly owned it can be provided at zero value. However, such an approach only serves to understate the viability deficit. We have therefore adopted a BLV based on the LPCVA assumption of a commercial BLV of £150,000 per acre.
  - iv. Based on a 100% market housing we have assumed a development construction period of 69 months with first sales completions 18 months later and a total sales period of 57 months, i.e. just over 8 completed sales per month.
- 4.3.11. There remain a number of cost items unaccounted for or significantly under assessed within the appraisal which are also excluded from the AV Viability assessment. All of these items will have a further negative impact on the viability deficit of the development based on the preferred options in the HDFHS. These include:
- i. S106 Contributions within the appraisal do not include contributions to essential highway improvements identified within the Councils IDP. These works are stated to have a cost equivalent to £3,154 per dwelling. For a development of 464 dwellings this equates to an additional S106 cost of £1,463,456.
  - ii. Part L & F at £5,878 per dwelling.
  - iii. Future Homes Standards at £8,000 per dwelling
  - iv. AV's nominal allowance for abnormal costs of £555,330 (£50,000 per acre)
  - v. AV's current S106 contribution of £2,039 per dwelling.
- 4.3.12. A copy of the full updated appraisal summary is included at **Appendix 5** with a viability deficit of **£87,528,933**. This assumes a 100% open market residential development of the site for 464 dwellings with zero on site affordable housing provision.
- 4.3.13. Whilst this deficit includes an allowance for a BLV equivalent to £150,000 per acre it does not include for any level of developer profit. A market return of 20% for this scheme should be adopted, particularly when it is a higher risk form of development. We would expect developers and their funders to target at least a 20% profit margin for a 100% market housing development. This would equate to **£13,829,000**.
- 4.3.14. The total deficit of the development once a full market return is taken into consideration is therefore at least circa **£101,357,933** compared to the AV Viability appraisal for scheme AX that shows a viability deficit of **£4,047,698**. This equates to a viability deficit of approximately **£218,444 per plot**, instead of the funding gap of **£9,015 per plot** identified by AV.
- 4.3.15. We would reiterate that the above viability results exclude the following cost items and policy requirements:
- i. The cost of acquiring 3<sup>rd</sup> party land to provide off-site parking spaces for some of the apartments.
  - ii. The provision of any on site affordable housing.
  - iii. Additional S106 contributions towards education and health.
  - iv. The cost of achieving Passivhaus standards in addition to or combination with zero carbon ready standards already allowed for
  - v. Policy WS 5.1 Green & Blue Infrastructure Networks

- vi. Policy WS 5.6 Protecting Geodiversity
- vii. Policy WS 10.2 District Heating Networks
- viii. A detailed assessment of on-site abnormal costs
- ix. Off-site Infrastructure costs

4.3.16. We would point out (as with the Vittoria Studios appraisal) that the total deficit is being exacerbated by the level of debt that the appraisal runs throughout the development period. This is because by their nature high density developments have much higher Work in Progress (WIP). Unlike traditional low-rise developments, apartment blocks and long runs of mews houses have to be practically complete before plots can be released for occupation. In this case finance costs are significantly impacted as development costs are in excess of revenue and the WIP remains significant even after plot sales are achieved. In this case however, even with all finance costs removed a significant deficit of **£72,278,849** (inclusive of a developer profit and a modest BLV) would remain. This equates to **£155,773 per plot**.

4.3.17. Our appraisal findings are therefore summarised below:

Item	Total	Per Dwelling
Scheme deficit (with finance costs)	£101,357,933	£218,444
Scheme deficit (without finance costs)	£72,278,773	£155,773

**Figure 11: Central Birkenhead Scheme Deficits**

4.3.18. This compares to the funding gap of £4,047,698 reported by AV, which equates to £9,015 per dwelling.

#### 4.4. Hind Street: Appraisal Reference AY

4.4.1. In our July 2022 report we considered and commented on some of the key viability assumptions and highlighted a range of additional issues with the Aspinall Verdi appraisal of this site. These included:

- The density appraised and how this was not reflected in the housing mix appraised and therefore the costs adopted
- The reduction in dwellings sizes appraised is not reflected in the market values adopted
- The development profit margin not reflecting an open market housing scheme requirement

4.4.2. We have now reviewed in detail the appraisal for the Hind Street completed by Aspinall Verdi. At Appendix 6 we have included an updated appraisal that addresses the above items together with the common cost issues we have already highlighted with the Aspinall Verdi appraisals in both this and our previous submissions. We have adopted the following adjusted market values for the smaller house types appraised:

Name	Type	Beds	Unit Size M2	Market Value	Value/m2
Type 1	Apartment	1	39	£85,000	£2,179
Type 2	Apartment	2	61	£125,000	£2,049
Type 4	Townhouse	3	84	£195,000	£2,321
Type 5	Townhouse	4	97	£220,000	£2,268

**Figure 12: Adjusted Market Values**

4.4.3. The density of development appraised by Aspinall Verdi equates to 100 DPH. This is very similar to that proposed in the High Density Family Housing Study which equates to circa 108 DPH. We have therefore also adopted the RPS base build costs for this site together with the following allowances:

- BLV as per the AV assessment, but with the appropriate allowances for purchases costs
- S106 Costs as per the AV appraisal
- HV substation costs as per the AV appraisal
- Single garages for all houses as per the AV appraisal but at £13,500 per garage
- M4(2) and M4(3) as per the AV appraisal
- EV charging Costs as per the AV appraisal
- Water efficiency as per the AV appraisal
- Net Biodiversity as per the AV appraisal but indexed to current costs
- Part L and F as per the AV appraisal but indexed to current costs
- Site Demolition, Clearance and Remediation as per the AV appraisal
- Contingency at 5% as per the AV appraisal
- Sales agents Fees and Legal Fees as per the AV appraisal

4.4.4. In addition to utilising the RPS base build cost we have made the following adjustments to the AV appraisal:

- Market Values for the 4 dwelling types appraised have been adjusted to better reflect the smaller dwelling sizes adopted
- The affordable Rent tenure dwellings have been correctly valued at 50% of OMV
- IPD Essential Highways infrastructure costs added at £3154 per plot
- External Works have been conservatively assessed at 10% of the base build costs
- Professional fees have been increased to 8% as per the RPS cost assessment for the HDFHS
- Finance costs have been increased to 8% inclusive of all fees
- An average Sales rate of 100 dwellings per year has been adopted, i.e. 2 to 3 outlets operating concurrently throughout the development period

4.4.5. A copy of the full updated appraisal summary is included at **Appendix 6** with a viability deficit of **£361,132,567**. This assumes an open market residential development of the site for 1,400 dwellings of which 105 affordable homes and 35 first homes are included.

4.4.6. Whilst this deficit includes an allowance for a BLV of **£10,912,387** it does not include for any level of developer profit. A market return of 20% for this scheme should be adopted, particularly when it is a higher risk form of development. We would expect developers and their funders to target at least a 20% profit margin for the market housing and First Homes development and at least 8% for the affordable dwellings. This would equate to **£37,490,500 (19.55%)**.

4.4.7. The total deficit of the development once a full market return is taken into consideration is therefore at least **£398,623,067** compared to the AV Viability appraisal for scheme AY that shows a viability deficit of **£40,327,730**. This equates to a viability deficit of approximately **£284,731 per plot**, instead of the funding gap of **£28,806 per plot** identified by AV.

4.4.8. We would point out, (as with the other appraisals) that the total deficit is being exacerbated by the level of debt that the appraisal runs throughout the development period. This is because by their nature high density developments have much higher Work in Progress (WIP). Unlike traditional low-rise developments, apartment blocks and long runs of mews houses have to be practically complete before plots can be released for occupation. In this case finance costs are significantly impacted as development costs are in excess of revenue and the WIP remains significant even after plot sales are achieved. In this case however, even with all finance costs

removed a significant deficit of **£192,687,166** (inclusive of a developer profit and the BLV) would remain, equivalent to **£137,634 per plot**.

4.4.9. Our appraisal findings are therefore summarised below:

Item	Total	Per Dwelling
Scheme deficit (with finance costs)	£398,623,067	£284,731
Scheme deficit (without finance costs)	£192,687,166	£137,634

**Figure 13: Hind Street Scheme Deficits**

4.4.10. This compares to the funding gap of £40,327,730 reported by AV, which equates to £28,806 per dwelling.

#### **4.5. Bromborough Wharf: Former DI Oils Site: Scheme Reference AAA.**

4.5.1. In our July 2022 report we considered and commented on some of the key viability assumptions and highlighted a range of additional issues with the Aspinall Verdi appraisal of this site. These included:

- The density of development and the mix of house types appraised
- The lack of any allowance for opens space or undeveloped areas within the site
- The absence of allowances for abnormal costs

4.5.2. As highlighted in our July 2022 report, AV have appraised a scheme providing 1,225 dwellings. This equates to 52 DPH based on the gross site area of 23.50 hectares. This equates to a site coverage of 20,000 sq ft per gross acre, which as highlighted in our previous report it far too high for the dwelling mix appraised once a reasonable allowance for undeveloped areas of the site is made. To resolve this issue either the dwelling numbers need to reduce or the mix has to change, or a combination of both.

4.5.3. Since the completion of our report last year we are now aware of two separate but closely linked outline applications for this site. We have reviewed the submission documents on the Councils website and note that there are no subsequent updates currently available. As the applications are in outline only there is limited detail on the schemes, save for that set out on the indicative block layouts and within the Planning and Design Statements. These documents do contain a detailed breakdown of the accommodation proposed together with a series of CGI renderings to illustrate the style of dwellings. The block layouts also identify and quantify areas of open space and therefore quantify the likely net developable area of the site.

4.5.4. To allow an overall comparison with the AV appraisal we have aggregated the 2 applications to arrive at a potential total level of development for the site, which provides the following:

- 1,186 Dwellings (AV assumption 1,225)
- Net Site area 18.98 hectares, i.e. 80.83% of the gross (AV no allowance made)
- Total sales GIA 97,683m<sup>2</sup> (AV 107,898m<sup>2</sup>)
- Apartments 43% of dwelling Mix (AV 5%)
- 1 bed Houses (Bungalows) not included (AV 7%)
- 2 storey Houses 36% (AV 88%)
- 3 Storey Houses 21% (AV not included)
- Zero 5 bedroom houses (AV 10%)

- 4.5.5. Whilst the reduction in overall dwelling numbers is only 39 (circa 3.18%) there is a 10,215 m<sup>2</sup> reduction in accommodation (9.47%) and a very significant shift in the mix of accommodation, most notably with the proportion of apartments increasing from 5% to 43%. This is in line with our expectations and previous commentary on development densities and mix and will have a significant impact on viability.
- 4.5.6. Having reviewed the two outline applications designs and considered the sites location and the comparable market evidence we have adopted the following scheme mix. It retains the 1,225 units appraised by AV but in a form and mix that more closely reflects the sites constraints and that proposed in the current outline applications.

Name	Type	Beds	Unit Size M2	Dwelling No's
Type 1	Apartment	1	56	230
Type 2	Apartment	2	70	230
Type 3	Apartment	3	85	60
Type 4	House	2	65	175
Type 5	House	3	86	330
Type 6	House	4	116	200
			Total	1,225

**Figure 14: Revised Scheme Mix**

- 4.5.7. When arriving at the above the above dwelling mix we have sought to closely reflect the outline applications. At this time we have not sought to distinguish between 2 and 3 storey houses, though there will clearly need to be elements of 3 storey housing included in the mix to achieve the density of development proposed. The recent outline applications include 248 (21%) 3 storey houses. Any 3 storey houses will always achieve a lower value per square metre than a corresponding 2 storey house in schemes of this kind and will therefore further reduce scheme viability.
- 4.5.8. The above revised housing mix provides a total of 97,035m<sup>2</sup> (1,044,485 sq ft) of living accommodation and therefore compares closely to the 97,683m<sup>2</sup> total accommodation in the two outline applications. Adopting the same net developable area as the outline applications of 18.98 hectares the development density equates to 64.54 DPH with a site coverage of 22,270 sq ft per acre. This remains significantly higher than typical traditional estate housing densities as outlined in our July 2022 report.
- 4.5.9. Whilst the above dwelling mix maintains the AV assumptions for the individual house type sizes we have considered the value assumption in further detail. AV's appraisal adopts the value levels as proposed for the Upper Median area. We have previously commented upon the value assumptions and in particular some of the relative differences in values when analysed on a £/m<sup>2</sup> basis. These concerns are exacerbated as you move up the value zones and the range of values widens.
- 4.5.10. We have specific concerns relating to the assessment of this site. Whilst the site is located close to the Mersey this will only benefit a modest proportion of the dwellings and will offer a limited potential premium to those plots fronting the water. The site itself is located in a commercial area that will impact both sales values and sales rates. It remains in an area where both apartments and 3 storey dwellings achieve lower returns per m<sup>2</sup> than traditional 2 storey houses. We have reviewed the market evidence as previously submitted in our July 2022 report

and based on the evidence have adopted revised market values as summarised in Figure 15 below. The values adopted for the 2 to 4 bedroom houses are on the basis of 2 storey houses only.

Name	Type	Beds	Unit Size M2	Market Value	Value/m2	Value/Ft2
Type 1	Apartment	1	56	£125,000	£2,232	£207
Type 2	Apartment	2	70	£160,000	£2,286	£212
Type 3	Apartment	3	85	£190,000	£2,235	£208
Type 4	House	2	65	£180,000	£2,769	£257
Type 5	House	3	86	£240,000	£2,791	£259
Type 6	House	4	116	£325,000	£2,802	£260

**Figure 15: Revised Market Values**

- 4.5.11. Whilst the development density is lower than identified in the Councils High Density Family Housing Study the apartment blocks would need to be 5 or 6 stories (as confirmed in the outline applications supporting planning and design statements) and therefore the cost base would be broadly as identified in the RPS cost report. We have also adopted the RPS advice and applied 80% net to gross to arrive at the total build area for the apartments, inclusive of all shared areas.
- 4.5.12. As the scheme density is lower overall we have assumed that all apartments would benefit from external parking provision only, the cost of which is reflected in the external works allowance. We have adopted a blended external works allowance of 12% to reflect that over 60% of the build cost is housing.
- 4.5.13. The design statements accompanying the outline applications include indicative house type CGI's again these are broadly in keeping with the designs in the HDFHS and therefore would attract a similar level of construction cost as outlined in the RPS cost report.
- 4.5.14. The indicative layout of the houses is predominantly for semi-detached and mews houses with a predomination of parking at the front of plots or in rear courtyards. It is not possible to determine where garaging is proposed. We have therefore assumed that only 50% of 3 bedroom houses would have a single garage and 75% of the 4 bedroom houses, i.e. 315 garages at a cost of £13,500 per garage.
- 4.5.15. The remaining assumptions within the AV appraisal have been adopted with the following exceptions:
- IPD essential infrastructure costs of £3,154 per dwelling included
  - Professional Fees 8% of development costs, inclusive of application costs
  - Part L and F costs and Biodiversity costs indexed to reflect current costs
  - Future Homes costs included with an allowance of £8,000 per dwelling
  - An overall average sales rate of 8 dwelling per month i.e. 2 sales outlets
  - Finance cost of 8% inclusive of all fees
  - A target return of 20% of GDV for market dwellings
  - Zero Affordable Housing provision on site
- 4.5.16. We would reiterate the comments in our July 2002 report that as the site is the former DI Oil bio-diesel site there is likely to be significant abnormal costs associated with the development of this site over and above the allowance made within the AV viability appraisals. We would

expect these to be over and above the £20,000 per plot Bridgefields have recommended as a reasonable allowance across all sites.

4.5.17. We also note that within the outline applications viability reports have identified combined abnormal costs (excluding the cost of uplifts to specifications to meet new building regulation requirements) of over £35,000,000 (circa £28,500 per dwelling) whereas the AV appraisals only allow circa £2.9m for site demolition, clearance and remediation and circa £3.9m for site Infrastructure. This stresses the need for specialist cost input when considering complex brownfield sites.

4.5.18. A copy of the full updated appraisal summary is included at **Appendix 7** with a viability deficit of **£269,838,330**. This assumes an open market residential development of the site for 1,225 dwellings only.

4.5.19. Whilst this deficit includes an allowance for a BLV of **£20,033,632** as per the AV appraisal it does not include for any level of developer profit. A market return of 20% for this scheme should be adopted, particularly when it is a higher risk form of development. We would expect developers and their funders to target at least a 20% profit margin for the market housing. This would equate to **£50,530,000**.

4.5.20. The total deficit of the development once a full market return is taken into consideration is therefore at least **£320,368,330** compared to the AV Viability appraisal for scheme AY that shows a viability surplus of **£15,150,503**. This equates to a viability deficit of approximately **£261,525 per plot**, instead of the surplus of **£12,368 per plot** identified by AV.

4.5.21. We would point out, (as with the other appraisals) that the total deficit is being exacerbated by the level of debt that the appraisal runs throughout the development period. In this case finance costs are significantly impacted as development costs are in excess of revenue the WIP remains significant even after plot sales are achieved. In this case however, even with all finance costs removed a significant deficit of **£151,858,661** (inclusive of a developer profit and the BLV) would remain, equivalent to **£123,966 per plot**.

4.5.22. Our appraisal findings are therefore summarised below:

Item	Total	Per Dwelling
Scheme deficit (with finance costs)	£320,368,330	£261,525
Scheme deficit (without finance costs)	£151,858,661	£123,966

**Figure 16: D1 Oils Scheme Deficits**

4.5.23. This compares to AV assessing a scheme surplus of £15,150,503, which equates to £12,368 per dwelling. It is worth emphasising the impact of mix and density here. Our appraisals reflect a mix that is aligned with the Council's density policy that includes over 40% of apartments, whereas AV's appraisal reflect a mix dominated by housing, with apartments only comprising 5%. AV overstate the quantum of development that could be practically delivered with their assumed mix when considering the density policy, and therefore the overall viability of the site. For this site we would expect a housing led scheme to be more viable than the scheme we have appraised because the build costs are lower and the sales values are higher. This is why the density policy needs to be properly considered and viability tested.

#### 4.6. Liscard Town Centre, Seaview Road Car Park

- 4.6.1. In addition to the small number of large Strategic Sites identified by the Council to deliver the bulk of their housing a range of regeneration areas are also identified. One of these areas is the Liscard Town Centre (RA9). This is outlined in figure 17 below.
- 4.6.2. It should be noted that Lichfields, on behalf of the Consortium, appraise the development potential of this site and conclude that the site is not developable. The appraisal of the site is submitted in conjunction with the additional viability report. Although this viability report applies a potential yield from this site, it is purely from a viability perspective and not an endorsement that the site could be developed at the point envisaged by the Council



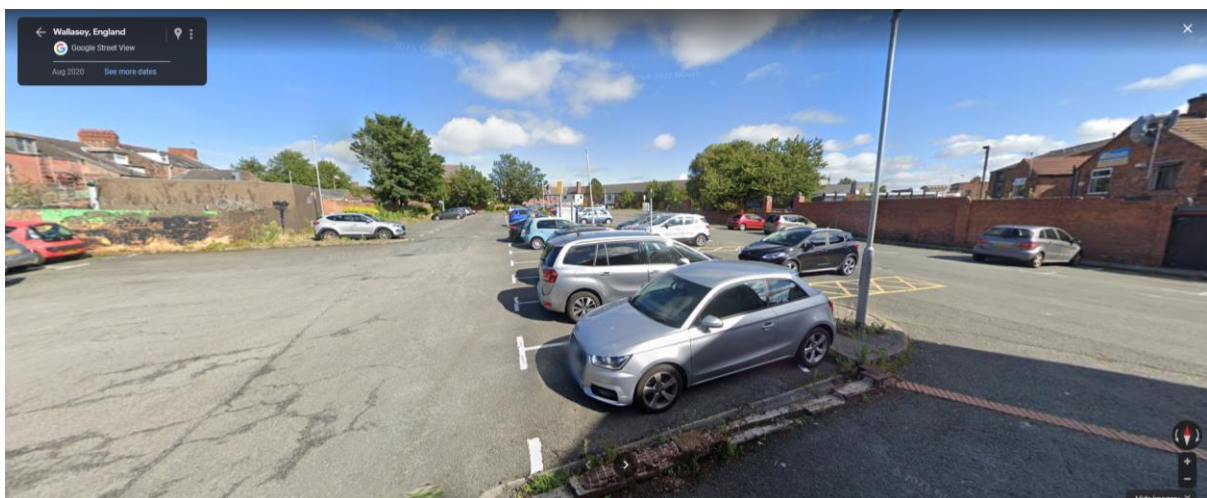
**Figure 17: Liscard Town Centre Regeneration Area**

- 4.6.3. As is typical with all the other similar areas identified by the Council, land ownership is fragmented and includes a mix of freehold and leasehold properties currently in a wide range of uses. This being the case a comprehensive redevelopment of the area is not realistic.
- 4.6.4. Within this area we have however identified the existing car park, located off Seaview Road as potential area for redevelopment together with the now vacant Council offices and community centre. The potential site is outlined in Red in figure 12 below and we understand all of this falls in the ownership of the Council. Whilst this improves the prospects of delivery of the site its development would lead to the loss of 190 parking spaces that currently serve the commercial and retail businesses in the area.



**Figure 18: Seaview Road Car Park, Council Offices and Community Centre, Liscard**

- 4.6.5. The potential site as identified edged in red extends to approximately 0.99 hectares (2.45 acres) gross. Access to the carpark is currently available off Seaview Road together with a number of pedestrian access points.
- 4.6.6. The site is surrounded on all sides by a range of uses that include shops, food outlets, pubs and some residential properties. The site is enclosed by the backs of a large number of these properties which therefore provide a poor outlook for any future development, as depicted in the site views below.



**Figure 19: Seaview Road Car Park Looking North from Rear of Tesco Express Store**



**Figure 20: Seaview Road Car Park Looking South from Site Entrance**

- 4.6.7. The site is located in Zone I, i.e. the lowest value zone. In this zone the council have identified a range of development densities from 40 DPH for smaller sites up to 25 dwellings, increasing to 70 DPH for the larger sites. In this instance it is clear that not all of the site will be developable.
- 4.6.8. We have based our appraisal on a net site area of 0.9 hectares, (2.22 acres) and a development density of 50 DPH to align with the Councils density ambitions. This results in a 45 dwelling scheme. Whilst the sites topography is generally flat it is of an irregular shape that will impact on layout efficiency. We have assumed that the Southern area of the site access will need to be maintained to the rear of the existing Tesco Express for deliveries into their service yard and parking area. Development in this area would therefore be better suited to low rise apartments of 3 to 4 stories, whilst the area to the north would lend itself to houses fronting onto Egerton Grove and West Street. We have therefore adopted the following housing mix:

Name	Type	Beds	Unit Size M2	Dwelling No's
Type 1	Apartment	1	56	8
Type 2	Apartment	2	70	8
Type 3	House	2	65	11
Type 4	House	3	86	9
Type 5	House	4	116	9
			Total	45

**Figure 21: Adopted Scheme Mix**

- 4.6.9. The above mix provides 3,541 m<sup>2</sup> (38,115 sq ft) of accommodation. This equates to 3,934 m<sup>2</sup> per hectare or 17,169 sq ft per acre, which represent a realistic development density for a 50 DPH mix, however we would stress given the site constraints and our previous comments on density in Section 5.1 of our July 2022 report a more realistic density would be circa 45 DPH and 15,500 sq ft per acre. At the appraised density the apartments would be provided in 3 or 4 storey blocks. This being the case we have assumed no lift access and limited circulation areas and have therefore adopted an 85% net to gross allowance for the total apartment construction area.

4.6.10. Based on the above development mix we have adopted the following market values. These accord with the AV appraisals with the exception of the 2 bedroom house type where we have adopted £160,000.

Name	Type	Beds	Unit Size M2	Dwelling No's	Market Value	Value/m2	Value /Ft2
Type 1	Apartment	1	56	8	£95,000	£1,696	£158
Type 2	Apartment	2	70	8	£130,000	£1,857	£173
Type 3	House	2	65	11	£160,000	£2,462	£229
Type 4	House	3	86	9	£210,000	£2,442	£227
Type 5	House	4	116	9	£260,000	£2,241	£208
			<b>Total</b>	<b>45</b>	<b>£7,790,000</b>		

**Figure 22: Market Values**

4.6.11. The above values are based on all houses being 2 storey dwellings. In addition to the above we have adopted the AV assumptions from Typology Scheme C save for the following items:

- Base build costs based on updated advice from Bridgefield's assuming a traditional build (Appendix 1)
- IPD essential infrastructure costs of £3,154 per plot
- Site abnormal costs of £20,000 per plot
- Garage costs of £13,500 for 25% of 3 bed houses and 75% of 4 bed houses.
- Part L and F costs Indexed to £5,878 per dwelling
- Net Biodiversity Indexed to £296 per dwelling
- Future Homes Standards included at £8,000 per dwelling
- A development period of 21 months from site purchase with a sales period of 15 months
- Finance costs at 8% inclusive of all fees

4.6.12. A copy of the full updated appraisal summary is included at **Appendix 8** with a viability deficit of **£6,054,857**. This assumes a 100% open market residential development of the site for 45 dwellings only.

4.6.13. Whilst this deficit includes an allowance for a BLV of **£771,750** as per the AV appraisal assumption of £315,000 per acre for brownfield sites in the low value area, it does not include for any level of developer profit. A market return of 20% for this scheme should be adopted. We would expect developers and their funders to target at least a 20% profit margin for the market housing. This would equate to **£1,558,000**.

4.6.14. The total deficit of the development once a full market return is taken into consideration is therefore at least **£7,612,857**. This equates to a viability deficit of approximately **£169,175 per plot**.

4.6.15. We would point out, (as with the other appraisals) that the total deficit is being significantly exacerbated by the level of debt that the appraisal runs throughout the development period. In this case finance costs are significantly impacted as development costs are in excess of revenue the WIP remains significant even after plot sales are achieved. In this case however, even with all finance costs removed a deficit of **£3,178,378** (inclusive of a developer profit and the BLV) would remain, equivalent to **£70,631 per plot**.

4.6.16. Our appraisal findings are therefore summarised below:

Item	Total	Per Dwelling
Scheme deficit (with finance costs)	£7,612,857	£169,175
Scheme deficit (without finance costs)	£3,178,378	£70,631

**Figure 23: Liscard Town Centre Scheme Deficits**

4.6.17. This demonstrates that the proposed regeneration areas in Zone 1, where the Council are proposing to deliver the remainder of their housing supply, are also unviable. The scheme deficit in this example location is at least £70,000 per plot without any affordable housing or Section 106 contributions. This highlights the over reliance on unidentified grant funding and the lack of housing and affordable housing delivery that the proposed plan will deliver. We would expect this conclusion to be mirrored across the other regeneration areas in value zones 1 and 2.

## 4.7. Summary

4.7.1. We remain of the view that there are a number of issues with Aspinall Verdi's appraisals of the strategic sites, namely:

- vii. The net site areas have not been adjusted to allow for undevelopable land, public open space, attenuation measures etc. This leads to an overstatement of site capacity across most of the sites
- viii. The density assumptions do not correspond with the assumed housing mixes, which also leads to an overstatement of site capacity across most of the sites
- ix. Costs are omitted or underestimated which results in viability being overstated, and the reliance on grant funding being underestimated
- x. Those sites where AV's appraisals generate a negative land value have incorrectly added back in the BLV and purchasers cost to reduce the deficit, these should be included in the costs and increase the total deficit.
- xi. Sales values are overestimated and already include 'hope value' in locations where there is a lack of infrastructure and investment
- xii. Developer returns are reduced for some sites and therefore do not reflect a suitable return for a market housing appraisal
- xiii. The concentration of apartments means that the identified housing need of c. 70% 3, 4 and 5 bedroom housing for Wirral is not met by the strategic sites and needs to be offset by appropriate housing led site allocations in other locations

4.7.2. The results of the updated appraisals detailed in this report are summarised in the table below. As highlighted above when discussing the individual site appraisals, in all cases as the appraisals result in significant viability deficits and therefore the associated cashflows for each site run at a high debt level throughout the development period. This is very different from a viable lower density traditional housing scheme capable of phased development and individual plot releases which will become cash positive during the development period.

4.7.3. In reality for such schemes to come forward significant levels of "up front" grant funding would be required. This would also significantly reduce (but not eradicate) the impact of finance costs. We have therefore also set out below the levels of scheme deficits, excluding the cost of finance to isolate the impact of finance costs on the appraisal result. Whilst this is not a completely realistic assumption it does help to quantify the development cost deficit only.

	Vittoria Studios	Central Birkenhead	Hind Street	DI Oils	Seaview Road, Liscard	Total
No Dwellings	3,400	464	1,400	1,225	45	6,534
Viability Deficit (Inc Finance)	£1,075,520,043	£101,357,933	£398,623,067	£320,368,330	£7,612,857	£1,903,482,230
Viability Deficit Per Dwelling (Inc Finance)	£316,329	£218,444	£284,731	£261,525	£169,175	£291,320
Viability deficit (Ex Finance)	£543,886,262	£72,278,849	£192,687,166	£151,858,661	£3,178,378	£963,889,316
Viability Deficit Per Dwelling (Ex Finance)	£159,967	£155,773	£137,634	£123,966	£70,631	£147,519

**Figure 24: Summary of Appraisal Deficits**

- 4.7.4. We remain of the view that the Council's delivery target of 5,724 dwellings across the strategic sites during the plan period is undeliverable. These assessments allow for zero or limited affordable housing, and the scheme deficits would only increase should affordable housing be included, demonstrating that the housing and affordable housing requirements in the plan are unviable.
- 4.7.5. In addition, our appraisal of the potential site on the Seaview Road car park in Liscard Town also demonstrates that development of smaller brownfield sites at lower densities of around 50 DPH in the Regeneration Areas are also unviable. For any sites to come forward in the identified regeneration areas will also require significant levels of grant funding. These sites will also not be capable of contributing towards affordable housing requirements or other S106 contributions.
- 4.7.6. As previously advised, to reduce the viability deficit on the brownfield sites allocated for higher density apartment schemes, lower density schemes with lower build costs and higher sales values would need to be assumed. At the same time additional viable housing led sites that are capable of delivering affordable housing, housing need and other policy requirements need to be allocated as we discussed in detail in section 8 of our July 2022 technical paper.

## 5. Conclusions and Recommendations

- 5.1.1. There remain serious shortcomings associated with the LPCVA and a number of areas that need to be re-addressed in order for the viability testing to be considered robust and reliable. We believe this would also lead to an adjustment in the policies that affect viability, namely those relating to density, affordable housing, planning contributions and environmental policies. The Council will also need to allocate additional sites to meet housing targets and the mix required, which identifies a clear need for 3, 4 and 5 bedroom housing.
- 5.1.2. Whilst the appraisals completed by Aspinall Verdi already identify deficits for the key strategic sites that will require additional external subsidy from the Public Sector it is clear from the appraisals attached to this report and outlined above that the level of deficits is currently significantly under assessed.
- 5.1.3. Lichfields have carried out a detailed review of sources of Public Sector funding and produced a briefing note dated 14<sup>th</sup> February that summaries the funding streams available and details any award that have already been received together with those currently undetermined.
- 5.1.4. Section 4 of Lichfields briefing note summaries their findings. There have been a number of successful bids to support projects in the Birkenhead area, however of the circa £109 so far secured the majority of these awards are earmarked for projects not directly related to the strategic residential sites and therefore will not have a direct impact on the viability of these schemes, for example the Town Deal award of £25m is to enable a series of non-residential business and community projects.
- 5.1.5. The majority of the remaining awards are allocated to transport improvements, the benefit of which Aspinall Verdi have already reflected in their study. For example the Transforming Cities Fund has awarded £8.3m towards the cost of the removal of Flyovers. The cost of these works is identified in the S106 and Infrastructure Assumptions table for Hind Street at £8,100,000 with the full cost identified as being grant funded and therefore not costed in the viability appraisal. The level of deficit therefore already takes into account the availability of this grant.
- 5.1.6. The Housing Infrastructure Fund (HIF) has awarded £6m to support the development at Wirral Waters. This covers the period from 2018 to 2024 and will contribute towards the early phases of development and represent a subsidy of £5,425 per plot for these early phases and therefore only a modest percentage of the overall funding deficit.
- 5.1.7. We remain of the view that there are a significant number of issues that need to be urgently addressed in order for the viability assessment and results to be considered sound. The engagement from the Council remains poor despite our requests for additional evidence and explanation at numerous stages of the consultation process but we remain open to engaging further with AV and the Council.

## 6. Compliance

- 6.1.1. This report is provided for general informative purposes only and only for the use of the party to whom it is addressed. It is confidential to the client(s) and may not be disclosed to any other third party without our prior written consent. In breach of this condition, no responsibility can be accepted to third parties for the comments or advice contained in this report. Neither the whole nor any part of this report nor any reference thereto may be included in any document, circular or statement without our prior approval of the form and context in which it will appear.
- 6.1.2. This report does not constitute a formal valuation and should not be relied upon as such. Values can change over a short period of time and our findings should be considered valid for a limited time period. Our conclusions are based on the assumptions provided and information available at the time of the report. We have verified the information relied upon to the best of our ability and relied upon our experience of the property markets. Some information may be unavailable at the time of writing or is provided to us on a verbal or informal basis and the accuracy therefore cannot be guaranteed.

## APPENDICES

**Appendix 1 : Bridgefield Building Services Limited Cost Plan. Generic 250  
Unit Greenfield Site (Updated February 2023)**

Build Cost Appraisal								GREENFIELD		Ver 04		26-Feb-23		
Revenue												Total		
Property		Beds	Tenure	Units	Sqft	ft2	Gross Unit Price	Gross Sales	Affordable Rent		Affordable Home Ownership		Open Market Sales	
Type A	2 Bed Hs	2	Private	37	700	25,900	£-	£-					£-	
Type B	3 Bed Hs	3	Private	62	925	57,350	£-	£-					£-	
Type C	4 Bed Hs	4	Private	88	1,250	110,000	£-	£-					£-	
Type D	5 Bed Hs SIG	4	Private	13	1,690	21,970	£-	£-					£-	
Type A	2 Bed Hs	2	First Time Homes	6	700	4,200	£-	£-			£-			
Type B	3 Bed Hs	3	First Time Homes	7	925	6,475	£-	£-			£-			
Type A	2 Bed Hs	2	Social Rent	9	700	6,300	£-	£-		£-				
Type B	3 Bed Hs	3	Social Rent	8	925	7,400	£-	£-		£-				
Type A	2 Bed Hs	2	Affordable Rent	5	700	3,500	£-	£-		£-				
Type B	3 Bed Hs	3	Affordable Rent	6	925	5,550	£-	£-		£-				
Type A	2 Bed Hs	2	Affordable Home Ownership	5	700	3,500	£-	£-			£-			
Type B	3 Bed Hs	3	Affordable Home Ownership	4	925	3,700	£-	£-			£-			
Private Sale Affordable				200		215,220	£	-						
				50		40,625	£	-						
Total				250		255,845		£	-	£	-		£	-
Gross Revenue													£0	
Outlay												Total		
Acquisition Costs														
Stamp														
Legal														
Site														
Construction Costs Inc Contingency														
House Build (inc plot development)			Tenure	Units	Sqft	ft2	Build Cost	Cost	£ per ft2					
Type A	2 Bed Hs	2	Private	37	700	25,900	£82,402	£3,048,876	£117.72					
Type B	3 Bed Hs	3	Private	62	925	57,350	£101,561	£6,296,786	£109.80					
Type C	4 Bed Hs	4	Private	88	1,250	110,000	£123,097	£10,832,525	£98.48					
Type D	5 Bed Hs SIG	4	Private	13	1,690	21,970	£148,813	£1,934,566	£88.05					
Type A	2 Bed Hs	2	First Time Homes	6	700	4,200	£82,402	£494,412	£117.72					
Type B	3 Bed Hs	3	First Time Homes	7	925	6,475	£101,561	£710,927	£109.80					
Type A	2 Bed Hs	2	Social Rent	9	700	6,300	£82,402	£741,619	£117.72					
Type B	3 Bed Hs	3	Social Rent	8	925	7,400	£101,561	£812,489	£109.80					
Type A	2 Bed Hs	2	Affordable Rent	5	700	3,500	£82,402	£412,010	£117.72					
Type B	3 Bed Hs	3	Affordable Rent	6	925	5,550	£101,561	£609,366	£109.80					
Type A	2 Bed Hs	2	Affordable Home Ownership	5	700	3,500	£82,402	£412,010	£117.72					
Type B	3 Bed Hs	3	Affordable Home Ownership	4	925	3,700	£101,561	£406,244	£109.80					
Total Foundation, SuperStructure & Plot development												£ 26,711,832		
Other Construction Costs														
Prelims - based on build programme				79	Months	£	48,084.75	£ per ft2	£	3,782,667.00				
Adoptable Roads & Sewers - inc Plot connections									£	3,831,618.11				
Shared Drives									£	156,890.48				
Total Other Construction Costs												£ 7,771,176		
None Standard Costs														
Section 106						250	£	6,496.00	£	1,624,000.00				
Single Detached Garage						152	£	14,005	£	2,128,722.00				
Double Detached Garage						-	£	19,226	£	-				
Build Reqs - Part F&L				May-22		250	£	5,194.00	£	1,298,500.00				
Build Reqs - Future Homes				May-25		250	£	8,000.00	£	2,000,000.00				
EV Charging Points						250	£	865.00	£	216,250.00				
M4 (2)						235	£	523.00	£	122,905.00				
M4 (3)						12	£	9,754.00	£	117,048.00				
Water Efficiency						250	£	10.00	£	2,500.00				
Net Biodiversity						250	£	1,101.00	£	275,250.00				
Abnormal Costs														
Remediation									£	-				
Section 278 Works									£	-				
Abnormal Finds & Plot Dev outside Plot boundary - Inc Services									£	-				
Abnormal Roads & Sewers									£	-				
									£	-				
									£	-				
									£	-				
Total Abnormal Costs												£ 7,785,175		
Contingency														
				3.00%	of total construction costs		£	42,268,182.58	£	1,268,046.00				
Professional Fees				6.50%	of total construction costs		£	42,268,182.58	£	2,747,431.87				
Sales Fees				2.00%	of Market Value Sales		£	-	£	-				
Legal Fees on Sales				0.25%	of GDV		£	-	£	-				
Marketing				2.00%	of Market Value Sales		£	-	£	-				
Finance					yrs									
Overhead Recovery				0.00%	of Gross Revenue on Market Homes		£	-	£	-				
Total Other Costs												£ 4,015,478		
Total Costs												£50,884,719		

**Appendix 2 : RPS Cost Plan. Central Birkenhead, Scheme Reference AX  
(Updated February 2023)**

# WIRRAL HOUSING MASTERPLAN

## Europa Boulevard and Hamilton Park Viability Report

Report Carried out on the behalf of :

- Barratt David Wilson
- Bellway Homes
- Bloor Homes
- Countryside Properties
- Elan Homes
- Leverhulme Estate
- Miller Homes
- Persimmon Homes
- Redrow Homes
- Russell Homes
- Stewart Milne Homes (working with Mill Lane Estates)
- Story Homes
- Taylor Wimpey

MAD12257

3

22 February 2023

## REPORT

### Document status

Version	Purpose of document	Authored by	Reviewed by	Approved by	Review date
3	Issue	PC		PC	22/2/23

### Approval for issue

Paul Camac

22 February 2023

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# 1 EXECUTIVE SUMMARY

RPS have been appointed to review the current viability appraisal costs from Aspinall Verdi in relation to two sites, Europa Boulevard and Hamilton Park in Birkenhead, as part of the Wirral Homes Masterplan.

The schemes have been assessed, based on the information contained within High Density Family Homes study prepared by BDP, against current market rates and benchmarked with similar schemes located in the North West of England.

The findings from this report will address the following:

- Commentary on appraisal for the combined Europa Boulevard and Hamilton Park sites.
- Identification of policy gaps from the site appraisals.
- Review of costings used within appraisal.
- Benchmark costs for current market scheme costs.

## 2 SCHEME APPRAISAL ASSESSMENT

### 2.1 Scheme Outline

The schemes identified as Europa Boulevard and Hamilton Park are situated in Birkenhead close to the West Float Dock area. The Europa Boulevard site is situated next to the Conway Park train station and the land is currently a surface car park or grassed areas. Hamilton Park is currently a grassed area and a council depot which would require demolition prior to the site being developed. Certain buildings on the Hamilton Park land are to be retained and refurbished as part of the proposed scheme.

Europa Boulevard is split into 2 areas, Plot G1 & 2 and Plot J & I. The proposed unit density for G1 & 2 is 140 units and Plot J & I is 186 units. To achieve this density on the given site areas G1 & 2 will be midrise apartments and Plot J & I would be a mixture of 3 storey town houses and midrise apartment schemes.

Hamilton Park is a singular site, albeit split by an existing carriageway (Berner Street), and would be made up of 3 story town houses and some individual apartments based on the designs carried out by BDP. There are some elements of retained buildings within the current scheme design and these would need to be refurbished to form either residential properties or commercial space as part of the overall scheme.

### 2.2 Scheme Viability Comparison.

From the Aspinall Verdi report Dated Feb 2022 'Table 8.1 - Site Specific Appraisals Developer Response Summary' highlights some of the assumptions regarding the sites including number of units, site viability and certain infrastructure upgrades. Within the Aspinall Verdi report section 8.11 states that only standard assumptions have been included within the generic site appraisals, therefore our comparison will be carried out on this basis for a like-for-like comparison. Additional abnormalities will be highlighted in section 2.4 of this report.

From the Aspinall Verdi report there are several policy requirements which have either been costed, excluded, or assumed not to be relevant to these two schemes. The following items would need to be taken into consideration for the overall cost of the scheme.

S106 costs – These are noted within section 8.18 as being £2,039 per unit for the Birkenhead Central (RES-A4.1/ RA4.2/ RA4.3) schemes. This is significantly lower than other schemes within the report by approx. £4,000 per unit. It would be prudent to obtain the build-up to this figure to ensure all costs are included.

Land values – These are noted as Zero, as these are already in Council ownership, therefore do not carry forwards into the site appraisal costs. Subsequent policy notes advise to offset costs against land values and, in this case, this is not possible.

Policy WS 3.1 Housing Design Standards – This states "Be 'zero-carbon ready by design' in line with Policy WS 8" however the report makes no comment as to whether this has been included for in the Local Plan or CIL assessment. WS8.2 notes that £7,500 per unit has been included to meet this requirement. The notation of Passivhaus or equivalent standard typically adds 10% to the cost of a building, therefore £7,500 would be an insufficient allowance to achieve both zero-carbon ready and Passivhaus standard. This figure of £7,500 does not appear in the AX viability assessment in Appendix A.1 and we would query where this cost is included?

Policy WS 5.1 Green and Blue Infrastructure networks – the report states that only appropriate external works have been allowed for and this policy may affect the costings for the development to comply with its requirements.

Policy WS 5.6 Protecting geodiversity – Currently not allowed for within the appraisal costs and fees for preparing reports are assumed to be within the overall fee percentage.

Policy 8.5 – This assumes that Zero Carbon can be met on-site however a report has not been produced to establish this and the monetary values above would be insufficient to cover this requirement given that figures have been taken from standard cost data i.e. BCIS. Additionally, the cost data is from historic tendered schemes and will not include allowances for future building standards and requirements.

Policy WS10.2 District Heating Networks – This states that external works costs cover this requirement. However, RPS would consider this to be an abnormal and not covered in any standard external works allowance. Additional funds would need to be allocated to provide future proofing for any future District Heating system to be connected to the development. These costs are over and above those for Part L & F and future homes improvements allowances and would also require the retrofitting of new plant and the removal of the existing, now redundant, air sourced heat pump from each property to enable the system to be utilised. This has therefore been excluded.

Policy WD 15.1 – Contamination and Ground stability – states that the cost for this should be deducted from the land value under the polluter pays first principle. As the Birkenhead central sites have no land value, this cost needs to be included within the viability assessment. There is also no data on contamination and or ground stability.

Policy WD 15.2 Migration of Landfill Gas – As per Policy WD 15.1 above

Policy WD 16 – Hazardous Installations and Substances – As per Policy WD 15.1 above

## 2.3 AX appraisal (Appendix A.1)

The appraisal contained within Appendix A.1 comprises two sites, Europe and Hamilton, and total 449 units across the two schemes.

RPS have extracted the Construction element of the appraisal (contained within Appendix A.1) and carried out two separate assessments.

- Assessment 1 – Is the extracted original appraisal from the Aspinall Verdi report. Using the 449 unit appraisal
- Assessment 2 – Utilising the Preferred options above but using RPS construction cost figures from the designs continued within the BDP report for the house types and benchmark cost data for the apartment blocks.

Between the 2 appraisals there are significant differences in the split of apartments and house units from the initial viability assessment as shown below

## REPORT

Type	Original	Preferred	Difference
Housing	427 units	173 units	-254 units
Apartments	22 units	291 units	+269 units

There has also been a slight increase to the overall provision of units in the preferred scheme compared to the original, from 449 to 464 .. Assessment 2 contained within Appendix A.3 is based on the drawings within the report.

### 2.3.1 Assessment 1 Summary

Assessment 1 is the Aspinall Verdi AX appraisal contained within the Wirral Local Plan 2021 to 2037 CIL & Viability Assessment and has been reproduced to allow a like for like comparison to the undertaken with the new preferred scheme.

The table below Gives a high level summary of the base appraisal costs.

Element	Cost
Site clearance	£720,005
Construction costs House	£51,727,635
Construction cost Apartments	£2,279,680
External works	£8,102,446
Policy Costs	£3,231,921
Contingency	£3,303,084
Inflation	Excluded
Professional Fees	£4,508,710
Totals	£73,873,481

### 2.3.2 Assessment 2 Summary

Assessment 2 is based upon the information contained within the BDP report for each option and utilises RPS cost plans for the different house types as designed and for benchmark construction costs for the apartment blocks based on the same principle of a 50/50 1 and 2 bed apartment scheme as above. This option has a total of 464 units as currently drawn on the sites.

Element	Original	Preferred (BDP drawings)	Difference
Site Clearance	£720,005	£555,330	-£164,675
Construction costs House	£51,727,635	£42,732,900	-£8,994,735
Construction cost Apts	£2,279,680	£46,135,705	£43,856,025
External works	£8,102,446	£9,250,775	£1,148,329
Policy Costs	£3,231,921	£3,773,836	£541,915
Contingency	£3,303,084	£5,122,427	£1,819,343
Inflation	Excluded	Excluded	
Professional Fees	£4,508,710	£8,605,678	£4,096,968
Totals	£73,873,481	£116,176,651	£42,303,170

The differences in cost is largely due to the rates utilised within the original appraisal, for example house units were priced at £1,415/m<sup>2</sup> as opposed to the rate of £2,100/m<sup>2</sup>, which RPS have calculated from carrying out cost plans on the house types for each site. The apartment scheme rate was also different from £1,370/m<sup>2</sup> inc in the viability to £2,014/m<sup>2</sup> utilised by RPS. This rate is taken from benchmark data of current schemes of a similar nature in the North West. The apartment schemes are based on midrise designed 6-8 stories in height. If the requirement for higher schemes is necessary then this cost would need to increase for schemes up to 12 stories in height we would suggest an additional £10-15/sqft and for schemes above this prices of £30/sqft would need to be added to the appraisal costs. Schemes above 30 stories would need to be priced on an individual basis. Which based on the reserved matters application DLS/22/00939 by Peel and the remaining areas available to develop for residential could potentially be the only viable option.

These benchmark costs more accurately reflect the scheme as currently designed. In light of this the professional fees allowance has been increase to 8% as would consider this to be the minimum level of fees required for this type of development.

It has been observed that car parking spaces may not be in accordance with planning requirements and due to special requirements under croft or basement carparking may need to be introduced to parts of the scheme. If this is the case we would suggest a rate of £30,000 per space is allowed for within any calculations to cover this eventuality.

As mentioned, there are a number of exclusions from the above costs, as they have been calculated like-for-like with the original viability assessment. These exclusions and assumptions are covered within section 3 of this report.

## REPORT

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This Repot has been updated Feb 2023 to reflect the increasing costs encountered within the industry since the previous release. These costs re mainly in Concrete and brick products which have outstripped general inflation within the period.

## 3 VIABILITY GAPS AND EXCLUSIONS

Within the Assessment 2 costing exercise, RPS have noted a number of exclusions and gaps which need to be considered in the overall scheme appraisal. These items may have cost or policy implications, therefore need to be addressed to form a full appraisal.

### 3.1 Infrastructure

There is no allowance within the appraisal for upgrading of the existing infrastructure, or any notes on the current capacity for electrical provision or drainage capacity. From our experience of schemes in the area, we are aware that drainage capacity is an issue and electricity may require additional primary infrastructure to be invested into service developments of this size. We would therefore suggest that investigations into the capacities are carried out to inform if any additional costs are to be added to the viability appraisal. The new drainage within the scheme has been covered in the RPS assessment for external works, but external network connectivity would need to be understood to make an allowance for infrastructure upgrades. If a new primary substation is required then the cost could be in the regional of £1-3 million pounds dependant on local capacity requirements.

### 3.2 Passivhaus

Noted within the documentation in policy WS3.1. This states the implementation of Passivhaus or similar however no allowance has been made for this within the appraisal. From benchmark data of Passivhaus schemes we would expect to see a 10% increase to construction costs to cover this requirement and therefore, if required, needs to be added to the appraisal figure.

### 3.3 Zero Carbon Ready

As noted previously within the report there is reference to a sum of £7,500 per unit for this element of policy upgrade however we cannot find this within the AX appraisal (Appendix A.1), therefore suggest that this is added into the viability appraisal. There may be overlap with 3.2 above therefore, once this requirement is identified, a collective appraisal of the two policies should be undertaken.

### 3.4 Ground Conditions and Contamination

An allowance for Site Clearance, Demolition and Remediation equivalent to £123,550 per hectare (£50,000 per acre) has been allowed for within the appraisal. Given the current/previous use of the sites this level of allowance is nominal. It would be prudent to undertake a desktop study to advise on the likely ground conditions that might be encountered that may impact on both ground remediation or improvement costs and foundation solutions. This would enable a more robust assessment of costs to be made.

The Europa site is also situated next to the railway station and an increase in cost in dealing with building against network rail property will also be required to address issues relating to access rights, party walls issues, oversailing agreements, etc.

### **3.5 Land availability.**

Within the Aspinall Verdi report it states that the Europa site car parking for the apartments is to be allocated off site. Currently this is not identified and would need to be issued free of charge to the developers or monies would need to be added in to allow for purchasing of the land from a Third Party. There are also no construction costs included for providing this area, expect for the car charging provision which is covered under the policy uplifts section in the appraisal.

### **3.6 Inflation**

Currently there is no allowance for inflation within any of the appraisals and with current construction costs and supply issues RPS would advise that an allowance is made for this.

### **3.7 Green and Blue infrastructure**

Aspinall Verdi note this as a policy requirement, but no costs have been allowed for within the appraisal. Until the requirements are known for each site, an allowance should be made within the appraisal.

### **3.8 Demolition/Facilitating works**

As outlined in 3.4 above, whilst a small allowance of £123,550 per hectare (£50,00 per acre) has been made for site clearance, demolition and remediation that is unlikely to be sufficient for all these items, no allowance is contained within the existing appraisals for facilitating works, such as disconnecting and diverting existing services. There is also no allowance for removal of material from site or the importation of clean fill, or any foundation abnormal costs. All appraisals are based on a predominantly clean site with little or no works required. As this is not the case, RPS suggest that an enhanced allowance is made for demolition and facilitating works within the appraisals.

### **3.9 Retained Buildings**

The current appraisals do not contain a cost for the retention and subsequent refurbishment of the Council Depot buildings on the Hamilton Park site. Dependant of what these existing buildings are to be refurbished for (Resi/Commercial/Retail) then a suitable allowance should be made within the appraisals for carrying out this work.

## 4 CONCLUSION

Having reviewed the Aspinall Verdi appraisal document and BDP Family Home report we would conclude that the current appraisal is based upon volume house building rates and not the bespoke designs which are currently being proposed along with the high density apartment schemes making up the unit count for each site.

To provide the current scheme as designed, the cost data contained in Appendix A.4 along with benchmarked data from similar schemes in the North West should be utilised to obtain a robust Order of Cost for the construction works. The gaps and exclusions noted in section 3 of this report would also need to be addressed when formulating the overall appraisal cost exercise, as currently these do not form part of the viability exercise but will be required to bring the scheme to market in the future.

## A.1 AX Appraisal

Appraisal Ref:  
Scheme Typology:  
Site Typology:  
Notes:

**AX**  
**Scheme AX (RES-RA4.1/ RA4.2/RA4.3)**  
Location / Value Zone: **Low**  
**WGC- Central Birkenhead**

No Units: **449**  
Greenfield/Brownfield: **Brownfield**

(see Typologies Matrix)

**ASSUMPTIONS - RESIDENTIAL USES**

Total number of units in scheme		449 Units							
AH Policy requirement (% Target)		10%							
Open Market Sale (OMS) housing		90%							
AH tenure split %		Affordable Rent: 22.0%							
		Social Rent: 35.0%							
		First Homes: 25.0%							
		Other Intermediate (LCHO/Sub-Market etc.): 18.0%							
		100%	100.0%						
CIL Rate (£ psm)		0.00 £ psm							
Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	5.0%	20.2	15.0%	6.7	6%	26.9			
2 bed House	30.0%	121.2	40.0%	18.0	31%	139.2			
3 bed House	40.0%	161.6	30.0%	13.5	39%	175.1			
4 bed House	15.0%	60.6	10.0%	4.5	15%	65.1			
5 bed House	5.0%	20.2	0.0%	0.0	5%	20.2			
1 bed Flat	2.5%	10.1	2.5%	1.1	3%	11.2			
2 bed Flat	2.5%	10.1	2.5%	1.1	3%	11.2			
Total number of units	100.0%	404.1	100.0%	44.9	100%	449.0			
Net area per unit		Net to Gross %		Gross (GIA) per unit					
(sqm)		(sqft)		(sqm)		(sqft)			
OMS Unit Floor areas -	46.0	495		46.0	495				
1 bed House	65.0	700		65.0	700				
2 bed House	86.0	926		86.0	926				
3 bed House	116.0	1,249		116.0	1,249				
4 bed House	157.0	1,690		157.0	1,690				
5 bed House	56.0	603	85.0%	65.9	709				
1 bed Flat	70.0	753	85.0%	82.4	886				
2 bed Flat									
Net area per unit		Net to Gross %		Gross (GIA) per unit					
(sqm)		(sqft)		(sqm)		(sqft)			
AH Unit Floor areas -	46.0	495		46.0	495				
1 bed House	65.0	700		65.0	700				
2 bed House	86.0	926		86.0	926				
3 bed House	116.0	1,249		116.0	1,249				
4 bed House	157.0	1,690		157.0	1,690				
5 bed House	56.0	603	85.0%	65.9	709				
1 bed Flat	70.0	753	85.0%	82.4	886				
2 bed Flat									
OMS Units GIA		AH units GIA		Total GIA (all units)					
(sqm)		(sqft)		(sqm)		(sqft)			
Total Gross Floor areas -	929	10,004	310	3,335	1,239	13,339			
1 bed House	7,880	84,819	1,167	12,566	9,047	97,385			
2 bed House	13,901	149,630	1,158	12,469	15,059	162,099			
3 bed House	7,031	75,685	521	5,606	7,552	81,291			
4 bed House	3,172	34,145	0	0	3,172	34,145			
5 bed House	666	7,164	74	796	740	7,960			
1 bed Flat	632	6,955	92	995	924	9,950			
2 bed Flat	34,411	370,402	3,323	35,767	37,734	406,169			
AH % by floor area:		8.81% AH % by floor area (difference due to mix)							
Open Market Sales values (£) -		£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)				
1 bed House		140,000	3,043	283	3,771,600				
2 bed House		170,000	2,615	243	23,662,300				
3 bed House		210,000	2,442	227	36,773,100				
4 bed House		260,000	2,241	208	16,927,300				
5 bed House		330,000	2,102	195	6,667,650				
1 bed Flat		95,000	1,696	158	1,066,375				
2 bed Flat		130,000	1,857	173	1,459,250				
					90,327,575				
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House		112,000	80%	49,000	35%	98,000	70%	98,000	70%
2 bed House		136,000	80%	59,500	35%	119,000	70%	119,000	70%
3 bed House		168,000	80%	73,500	35%	147,000	70%	147,000	70%
4 bed House		208,000	80%	91,000	35%	182,000	70%	182,000	70%
5 bed House		264,000	80%	115,500	35%	231,000	70%	231,000	70%
1 bed Flat		76,000	80%	33,250	35%	66,500	70%	66,500	70%
2 bed Flat		104,000	80%	45,500	35%	91,000	70%	91,000	70%

\* capped @£250K

Scheme Typology: **Scheme AX (RES-RA4.1/ RA4.2/RA4.3)** No Units: **449**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes: **WGC- Central Birkenhead**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	20.2	@	140,000	2,828,700
2 bed House	121.2	@	170,000	20,609,100
3 bed House	161.6	@	210,000	33,944,400
4 bed House	60.6	@	260,000	15,759,900
5 bed House	20.2	@	330,000	6,667,650
1 bed Flat	10.1	@	95,000	959,738
2 bed Flat	10.1	@	130,000	1,313,325
	404.1			82,082,813
<b>Affordable Rent GDV -</b>				
1 bed House	1.5	@	112,000	165,950
2 bed House	4.0	@	136,000	537,363
3 bed House	3.0	@	168,000	497,851
4 bed House	1.0	@	208,000	205,462
5 bed House	0.0	@	264,000	-
1 bed Flat	0.2	@	76,000	18,768
2 bed Flat	0.2	@	104,000	25,683
	9.9			1,451,078
<b>Social Rent GDV -</b>				
1 bed House	2.4	@	49,000	115,505
2 bed House	6.3	@	59,500	374,017
3 bed House	4.7	@	73,500	346,516
4 bed House	1.6	@	91,000	143,007
5 bed House	0.0	@	115,500	-
1 bed Flat	0.4	@	33,250	13,063
2 bed Flat	0.4	@	45,500	17,876
	15.7			1,009,983
<b>First Homes GDV -</b>				
1 bed House	1.7	@	98,000	165,008
2 bed House	4.5	@	119,000	534,310
3 bed House	3.4	@	147,000	495,023
4 bed House	1.1	@	182,000	204,295
5 bed House	0.0	@	231,000	-
1 bed Flat	0.3	@	66,500	18,662
2 bed Flat	0.3	@	91,000	25,537
	11.2			1,442,833
<b>Other Intermediate GDV -</b>				
1 bed House	1.2	@	98,000	118,805
2 bed House	3.2	@	119,000	384,703
3 bed House	2.4	@	147,000	356,416
4 bed House	0.8	@	182,000	147,092
5 bed House	0.0	@	231,000	-
1 bed Flat	0.2	@	66,500	13,436
2 bed Flat	0.2	@	91,000	18,387
	8.1	44.9		1,038,840
<b>Sub-total GDV Residential</b>				<b>87,025,548</b>
<b>AH on-site cost analysis:</b>				
<b>88 £ psm (total GIA sqm)</b>				<b>£MV (no AH) less £GDV (inc. AH)</b>
				<b>7,354 £ per unit (total units)</b>
<b>Grant</b>				<b>-</b>
<b>Total GDV</b>				<b>87,025,548</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(77,921)
Planning Application Professional Fees, Surveys and reports				(230,000)
CIL				-
<b>CIL analysis:</b>				
34,411 sqm (Market only)				0.00 £ psm
0.00% % of GDV				0 £ per unit (total units)
Site Specific S106 Contributions				-
Year 1				-
Year 2				-
Year 3				-
Year 4				-
Year 5				-
Year 6				-
Year 7				-
Year 8				-
Year 9				-
Year 10				-
Year 11				-
Year 12				-
Year 13				-
Year 14				-
Year 15				-
Years 1-15	449 units @		2,039 per unit	(915,512)
Sub-total				(915,512)
<b>S106 analysis:</b>				
157,024 £ per ha				1.05% % of GDV
37,734 sqm (total)				2,039 £ per unit (total units)
<b>AH Commuted Sum</b>				<b>-</b>
<b>Comm. Sum analysis:</b>				
0.00% % of GDV				0 £ psm
cont./				

**Scheme Typology:** **Scheme AX (RES-RA4.1/ RA4.2/RA4.3)** No Units: **449**  
**Site Typology:** Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
**Notes:** **WGC- Central Birkenhead**

<b>Construction Costs -</b>								
Site Clearance, Demolition & Remediation		5.83	ha @		123,550	£ per ha (if brownfield)		(720,347)
<b>Site Infrastructure costs -</b>								
Year 1		0						-
Year 2		0						-
Year 3		0						-
Year 4		0						-
Year 5		0						-
Year 6		0						-
Year 7		0						-
Year 8		0						-
Year 9		0						-
Year 10		0						-
Year 11		0						-
Year 12		0						-
Year 13		0						-
Year 14		0						-
Year 15		0						-
Years 1-15		449	units @		0	per unit		-
Sub-total								-
<b>Infra. Costs analysis:</b>		-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)	
1 bed House		1,239	sqm @		1,415	psm		(1,753,525)
2 bed House		9,047	sqm @		1,415	psm		(12,802,000)
3 bed House		15,059	sqm @		1,415	psm		(21,309,136)
4 bed House		7,552	sqm @		1,415	psm		(10,686,335)
5 bed House		3,172	sqm @		1,415	psm		(4,488,642)
1 bed Flat		740	sqm @		1,370	psm		(1,013,155)
2 bed Flat		37,734	sqm @		1,370	psm		(1,266,444)
Garages for 3 bed House	(OMS only)	162	units @	25%		6,000	£ per garage	(242,460)
Garages for 4 bed House	(OMS only)	61	units @	75%		6,000	£ per garage	(272,768)
Garages for 5 bed House	(OMS only)	20	units @	150%		6,000	£ per garage	(181,845)
<b>External works</b>								
		54,016,309	@		15.0%			(8,102,446)
<b>Ext. Works analysis:</b>						18,046	£ per unit (total units)	
<b>Policy Costs on design -</b>								
Net Biodiversity costs		449	units @		244	£ per unit		(109,556)
M4(2) Category 2 Housing	Aff units	45	units @	94%		523	£ per unit	(22,074)
M4(3) Category 3 Housing	Aff units	45	units @	6%		22,238	£ per unit	(59,909)
M4(2) Category 2 Housing	OMS units	404	units @	94%		523	£ per unit	(198,664)
M4(3) Category 3 Housing	OMS units	404	units @	6%		9,754	£ per unit	(236,495)
Carbon/Energy Reduction/FHS		449	units @			4,847	£ per unit	(2,176,303)
EV Charging Points - Houses		427	units @			865	£ per unit	(368,966)
EV Charging Points - Flats		22	units @	4 flats per charger		10,000	£ per 4 units	(56,125)
Water Efficiency		449	units @			10	£ per unit	(4,490)
		449	units @			0	£ per unit	-
Sub-total								(3,232,582)
<b>Policy Costs analysis: (design costs only)</b>						7,200	£ per unit (total units)	
<b>Contingency (on construction)</b>								
		66,071,685	@		5.0%			(3,303,584)
<b>Professional Fees</b>								
		66,071,685	@		6.5%			(4,294,660)
<b>Disposal Costs -</b>								
OMS Marketing and Promotion		82,082,813	OMS @		3.00%	5,484	£ per unit	(2,462,484)
Residential Sales Agent Costs		82,082,813	OMS @		1.00%	1,828	£ per unit	(820,828)
Residential Sales Legal Costs		82,082,813	OMS @		0.25%	457	£ per unit	(205,207)
Affordable Sale Legal Costs							lump sum	(10,000)
<b>Disposal Cost analysis:</b>						7,792	£ per unit	
<b>Interest (on Development Costs) -</b>								
				6.25%	APR	0.506%	pcm	(675,895)
<b>Developers Profit -</b>								
Profit on OMS		82,082,813			15.00%			(12,312,422)
Margin on AH		4,942,735			6.00%	on AH values		(296,564)
<b>Profit analysis:</b>								
		87,025,548			14.49%	blended GDV		(12,608,986)
		79,067,775			15.95%	on costs		(12,608,986)
<b>TOTAL COSTS</b>								<b>(91,676,761)</b>
<b>RESIDUAL LAND VALUE (RLV)</b>								
Residual Land Value (gross)								(4,651,214)
SDLT		-	4,651,214	@	HMRC formula			243,061
Acquisition Agent fees		-	4,651,214	@	1.0%			46,512
Acquisition Legal fees		-	4,651,214	@	0.5%			23,256
Interest on Land		-	4,651,214	@	6.25%			290,701
Residual Land Value								<b>(4,047,684)</b>
<b>RLV analysis:</b>								
	(9,015) £ per plot			(694,236) £ per ha (net)		(280,954) £ per acre (net)		
				(694,236) £ per ha (gross)		(280,954) £ per acre (gross)		
						-4.65% % RLV / GDV		

220216 Wirral\_Whole Plan Viability BETA Appraisals AW-AAA\_v6 Strat sites

Scheme Typology: **Scheme AX (RES-RA4.1/ RA4.2/RA4.3)** No Units: **449**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes: **WGC- Central Birkenhead**

BENCHMARK LAND VALUE (BLV)				
Residential Density		77.0	dph (net)	
Site Area (net)		5.83	ha (net)	14.41 acres (net)
Net to Gross ratio		100%		
Site Area (gross)		5.83	ha (gross)	14.41 acres (gross)
Benchmark Land Value (net)	£ per plot	2	£ per ha (net)	1 £ per acre (net)
BLV analysis:	Density	6,472	sqm/ha (net)	28,193 sqft/ac (net)
		77	dph (gross)	
		2	£ per ha (gross)	1 £ per acre (gross)
BALANCE				
Surplus/(Deficit)		(694,239)	£ per ha (net)	(280,955) £ per acre (net)
				(4,047,698)

Scheme Typology:

Scheme AX (RES-RA4.1/ RA4.2/RA4.3)

No Units: 449

Site Typology:

Location / Value Zone: Low

Greenfield/Brownfield:

Brownfield

Notes:

WGC- Central Birkenhead

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.

Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

Balance (RLV - BLV £ per acre (n))		(280,955)	0%	5%	10%	15%	20%	25%	30%
CIL £ psm 0.00	0.00	(188,554)	(234,544)	(280,955)	(328,559)	(377,029)	(425,882)	(475,818)	
	10.00	(213,716)	(258,666)	(304,221)	(351,078)	(398,272)	(445,846)	(494,508)	
	20.00	(239,023)	(282,989)	(327,790)	(373,597)	(419,571)	(465,877)	(513,259)	
	30.00	(264,504)	(307,544)	(351,620)	(396,116)	(440,869)	(485,939)	(532,046)	
	40.00	(290,178)	(332,358)	(375,463)	(418,702)	(462,167)	(506,001)	(550,834)	
	50.00	(316,065)	(357,460)	(399,307)	(441,331)	(483,521)	(526,063)	(569,624)	
	60.00	(342,195)	(382,629)	(423,158)	(463,961)	(504,923)	(546,222)	(588,504)	
	70.00	(368,600)	(407,707)	(447,118)	(486,500)	(526,326)	(566,382)	(607,303)	
	80.00	(395,093)	(432,965)	(471,079)	(509,301)	(547,729)	(586,542)	(626,282)	
	90.00	(421,586)	(458,230)	(495,040)	(532,042)	(569,217)	(606,731)	(647,255)	
	100.00	(448,079)	(483,522)	(519,030)	(554,782)	(590,725)	(626,990)	(667,232)	
	110.00	(474,666)	(508,813)	(543,108)	(577,526)	(612,233)	(647,249)	(684,211)	
	120.00	(501,289)	(534,109)	(567,186)	(600,378)	(633,754)	(667,509)	(704,195)	
	130.00	(527,912)	(559,525)	(591,264)	(623,230)	(655,367)	(687,472)	(724,178)	
	140.00	(554,539)	(584,941)	(615,407)	(646,082)	(676,980)	(707,482)	(744,162)	
	150.00	(581,293)	(610,357)	(639,603)	(668,971)	(698,594)	(728,311)	(767,232)	
160.00	(608,046)	(635,813)	(663,799)	(691,935)	(720,224)	(749,682)	(788,232)		
170.00	(634,800)	(661,353)	(687,996)	(714,899)	(742,051)	(769,311)	(796,232)		
180.00	(661,596)	(686,894)	(712,293)	(737,863)	(763,624)	(789,482)	(815,232)		
190.00	(688,481)	(712,434)	(736,608)	(760,823)	(785,233)	(809,842)	(834,232)		
200.00	(715,365)	(738,054)	(760,923)	(783,779)	(806,832)	(829,982)	(852,232)		
210.00	(742,250)	(763,720)	(785,081)	(806,420)	(827,159)	(847,982)	(868,232)		
220.00	(769,218)	(789,386)	(809,936)	(829,061)	(848,232)	(867,482)	(886,232)		
230.00	(796,235)	(819,886)	(839,647)	(858,702)	(877,159)	(895,982)	(914,232)		
240.00	(823,252)	(843,950)	(863,647)	(882,344)	(900,982)	(919,000)	(937,232)		
250.00	(850,269)	(870,967)	(890,664)	(909,361)	(927,982)	(946,000)	(964,232)		

TABLE 2

Balance (RLV - BLV £ per acre (n))		(280,955)	0%	5%	10%	15%	20%	25%	30%
Site Specific S106 2,039	-		(128,840)	(174,467)	(220,216)	(266,289)	(313,593)	(362,191)	(412,047)
	1,000		(158,045)	(203,810)	(249,824)	(296,476)	(344,704)	(393,401)	(443,250)
	2,000		(187,403)	(233,384)	(279,780)	(327,345)	(375,815)	(424,663)	(474,595)
	3,000		(216,958)	(263,224)	(310,174)	(358,456)	(407,021)	(455,948)	(505,984)
	4,000		(246,724)	(293,369)	(341,098)	(389,568)	(438,287)	(487,367)	(537,515)
	5,000		(276,730)	(323,890)	(372,209)	(420,763)	(469,555)	(518,787)	(569,051)
	6,000		(307,012)	(354,850)	(403,320)	(452,029)	(500,979)	(550,343)	(600,757)
	7,000		(337,624)	(385,961)	(434,506)	(483,296)	(532,404)	(581,922)	(632,463)
	8,000		(368,602)	(417,072)	(465,772)	(514,700)	(563,918)	(613,592)	(664,644)
	9,000		(399,713)	(448,248)	(497,038)	(546,124)	(595,502)	(645,331)	(696,320)
	10,000		(430,825)	(479,514)	(528,420)	(577,592)	(627,106)	(677,158)	(727,232)
	11,000		(461,991)	(510,781)	(559,844)	(609,175)	(658,850)	(708,929)	(759,232)
	12,000		(493,257)	(542,140)	(591,269)	(640,759)	(690,593)	(740,822)	(791,232)
	13,000		(524,523)	(573,565)	(622,849)	(672,452)	(722,212)	(772,312)	(822,232)
	14,000		(555,860)	(604,989)	(654,433)	(704,195)	(754,227)	(804,323)	(854,232)

TABLE 3

Balance (RLV - BLV £ per acre (n))		(280,955)	0%	5%	10%	15%	20%	25%	30%
Policy Design Costs 7,200	(16,000)		322,181	275,864	229,259	182,193	134,305	84,470	31,727
	(14,000)		259,594	213,500	167,159	120,426	72,974	23,699	(28,928)
	(12,000)		196,792	150,895	104,819	58,436	11,458	(37,191)	(89,583)
	(10,000)		133,700	87,993	42,167	(3,863)	(50,332)	(98,212)	(150,238)
	(8,000)		70,281	24,733	(20,873)	(66,591)	(112,544)	(159,494)	(210,892)
	(6,000)		6,465	(38,993)	(84,453)	(129,935)	(175,465)	(221,411)	(271,547)
	(4,000)		(57,865)	(103,303)	(148,753)	(194,213)	(239,721)	(285,701)	(336,118)
	(2,000)		(122,811)	(168,397)	(214,085)	(260,028)	(306,952)	(355,562)	(405,514)
	-		(188,554)	(234,544)	(280,955)	(328,559)	(377,029)	(425,882)	(475,818)
	2,000		(255,352)	(302,173)	(350,166)	(398,636)	(447,406)	(496,520)	(546,646)
	4,000		(323,552)	(371,772)	(420,257)	(469,048)	(518,084)	(567,509)	(617,902)
	6,000		(393,379)	(441,899)	(490,689)	(539,743)	(589,089)	(638,852)	(689,292)

Scheme Typology:

Scheme AX (RES-RA4.1/ RA4.2/RA4.3)

No Units: 449

Site Typology:

Location / Value Zone: Low

Greenfield/Brownfield:

Brownfield

Notes:

WGC- Central Birkenhead

TABLE 4		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(280,955)	0%	5%	10%	15%	20%	25%	30%
Profit	15.0%	15.0%	(188,554)	(234,544)	(280,955)	(328,559)	(377,029)	(425,882)	(475,818)
		16.0%	(243,788)	(287,016)	(330,665)	(375,507)	(421,216)	(467,307)	(514,482)
		17.0%	(299,021)	(339,487)	(380,375)	(422,456)	(465,402)	(508,732)	(553,145)
		18.0%	(354,255)	(391,959)	(430,085)	(469,404)	(509,589)	(550,157)	(591,809)
		19.0%	(409,488)	(444,431)	(479,796)	(516,353)	(553,776)	(591,583)	(630,472)
		20.0%	(464,722)	(496,903)	(529,506)	(563,301)	(597,963)	(633,008)	(669,136)

TABLE 5		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(280,955)	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre)	1	100,000	(288,553)	(334,543)	(380,954)	(428,558)	(477,028)	(525,881)	(575,817)
		125,000	(313,553)	(359,543)	(405,954)	(453,558)	(502,028)	(550,881)	(600,817)
		150,000	(338,553)	(384,543)	(430,954)	(478,558)	(527,028)	(575,881)	(625,817)
		175,000	(363,553)	(409,543)	(456,954)	(503,558)	(552,028)	(600,881)	(650,817)
		200,000	(388,553)	(434,543)	(480,954)	(528,558)	(577,028)	(625,881)	(675,817)
		225,000	(413,553)	(459,543)	(505,954)	(553,558)	(602,028)	(650,881)	(700,817)
		250,000	(438,553)	(484,543)	(530,954)	(578,558)	(627,028)	(675,881)	(725,817)
		275,000	(463,553)	(509,543)	(555,954)	(603,558)	(652,028)	(700,881)	(750,817)
		300,000	(488,553)	(534,543)	(580,954)	(628,558)	(677,028)	(725,881)	(775,817)
		325,000	(513,553)	(559,543)	(605,954)	(653,558)	(702,028)	(750,881)	(800,817)
		350,000	(538,553)	(584,543)	(630,954)	(678,558)	(727,028)	(775,881)	(825,817)
		375,000	(563,553)	(609,543)	(655,954)	(703,558)	(752,028)	(800,881)	(850,817)
		400,000	(588,553)	(634,543)	(680,954)	(728,558)	(777,028)	(825,881)	(875,817)
		425,000	(613,553)	(659,543)	(705,954)	(753,558)	(802,028)	(850,881)	(900,817)
		450,000	(638,553)	(684,543)	(730,954)	(778,558)	(827,028)	(875,881)	(925,817)
		475,000	(663,553)	(709,543)	(755,954)	(803,558)	(852,028)	(900,881)	(950,817)

TABLE 6		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(280,955)	0%	5%	10%	15%	20%	25%	30%
Density (dph)	77.0	30	(110,029)	(128,514)	(147,375)	(166,305)	(185,325)	(204,467)	(223,883)
		35	(118,253)	(139,618)	(161,491)	(183,523)	(205,697)	(227,987)	(250,601)
		40	(126,533)	(150,806)	(175,606)	(200,782)	(226,082)	(251,511)	(277,348)
		45	(134,857)	(162,043)	(189,734)	(218,045)	(246,468)	(275,049)	(304,111)
		50	(143,209)	(173,318)	(203,909)	(235,307)	(266,853)	(298,589)	(330,886)
		55	(151,576)	(184,621)	(218,123)	(252,570)	(287,238)	(322,130)	(357,670)
		60	(159,963)	(195,939)	(232,367)	(269,832)	(307,623)	(345,699)	(384,499)
		65	(168,354)	(207,275)	(246,634)	(287,094)	(328,009)	(369,268)	(411,331)
		70	(176,763)	(218,620)	(260,914)	(304,357)	(348,415)	(392,838)	(438,176)
		75	(185,173)	(229,978)	(275,207)	(321,619)	(368,824)	(416,407)	(465,021)
		80	(193,583)	(241,335)	(289,513)	(338,882)	(389,234)	(439,976)	(491,881)

Scheme Typology:

Scheme AX (RES-RA4.1/ RA4.2/RA4.3)

No Units: 449

Site Typology:

Location / Value Zone: Low

Greenfield/Brownfield:

Brownfield

Notes:

WGC- Central Birkenhead

TABLE 7		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(280,955)	0%	5%	10%	15%	20%	25%	30%
Build Cost	100% (105% = 5% increase)	98%	(97,802)	(143,897)	(190,052)	(236,330)	(283,051)	(331,854)	(382,510)
		100%	(188,554)	(234,544)	(280,955)	(328,559)	(377,029)	(425,882)	(475,818)
		102%	(281,333)	(328,031)	(375,788)	(423,729)	(471,894)	(520,468)	(570,040)
		104%	(377,091)	(424,289)	(471,762)	(519,436)	(567,388)	(615,751)	(780,728)
		106%	(474,200)	(521,074)	(568,263)	(615,700)	(663,462)	(881,745)	(1,228,920)
		108%	(571,814)	(618,391)	(665,303)	(712,527)	(989,481)	(1,333,080)	(1,677,138)
		110%	(669,931)	(716,247)	(762,889)	(1,103,362)	(1,443,903)	(1,784,443)	(2,125,389)
		112%	(768,556)	(885,882)	(1,223,363)	(1,560,844)	(1,898,325)	(2,235,806)	(2,573,640)
		114%	(1,015,061)	(1,349,482)	(1,683,904)	(2,018,326)	(2,352,748)	(2,687,169)	(3,021,904)
		116%	(1,481,721)	(1,813,083)	(2,144,445)	(2,475,808)	(2,807,170)	(3,138,532)	(3,470,177)
		118%	(1,948,380)	(2,276,683)	(2,604,986)	(2,933,289)	(3,261,592)	(3,589,895)	(3,918,451)
		120%	(2,415,040)	(2,740,284)	(3,065,527)	(3,390,771)	(3,716,015)	(4,041,258)	(4,366,725)

TABLE 8		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(280,955)	0%	5%	10%	15%	20%	25%	30%
Market Values	100% (105% = 5% increase)	80%	(3,319,239)	(3,396,537)	(3,473,834)	(3,551,132)	(3,628,429)	(3,705,844)	(3,783,880)
		82%	(2,762,160)	(2,867,311)	(2,972,462)	(3,077,614)	(3,182,765)	(3,288,035)	(3,393,931)
		84%	(2,205,080)	(2,338,085)	(2,471,091)	(2,604,096)	(2,737,101)	(2,870,225)	(3,003,982)
		86%	(1,648,000)	(1,808,860)	(1,969,719)	(2,130,578)	(2,291,438)	(2,452,415)	(2,614,033)
		88%	(1,090,920)	(1,279,634)	(1,468,347)	(1,657,061)	(1,845,774)	(2,034,605)	(2,224,084)
		90%	(700,184)	(750,408)	(966,975)	(1,183,543)	(1,400,110)	(1,616,795)	(1,834,146)
		92%	(595,522)	(624,124)	(652,862)	(710,025)	(954,446)	(1,198,986)	(1,444,211)
		94%	(491,696)	(525,155)	(558,709)	(592,533)	(626,553)	(781,176)	(1,054,276)
		96%	(388,605)	(426,862)	(465,323)	(503,960)	(542,788)	(581,997)	(664,342)
		98%	(286,746)	(329,233)	(372,544)	(415,984)	(459,609)	(503,658)	(548,766)
		100%	(188,554)	(234,544)	(280,955)	(328,559)	(377,029)	(425,882)	(475,818)
		102%	(92,829)	(143,076)	(193,403)	(243,908)	(295,092)	(348,570)	(403,403)
104%	1,314	(53,489)	(108,293)	(163,096)	(217,922)	(272,946)	(331,701)		
106%	94,398	34,918	(24,571)	(84,075)	(143,627)	(203,465)	(266,187)		
108%	186,717	122,531	58,288	(6,017)	(70,493)	(135,548)	(203,745)		
110%	278,489	209,571	140,571	71,441	2,052	(68,105)	(141,304)		
112%	369,850	296,211	222,453	148,525	74,261	(867)	(78,862)		
114%	460,876	382,520	304,040	225,339	146,264	66,266	(16,421)		
116%	551,662	468,611	385,414	301,975	218,118	133,335	46,021		
118%	642,236	554,512	466,612	378,471	289,877	200,361	108,463		
120%	732,639	640,253	547,683	454,854	361,565	267,367	170,904		

TABLE 9		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(280,955)	0%	5%	10%	15%	20%	25%	30%
Grant (£ per unit)	-	(188,554)	(234,544)	(280,955)	(328,559)	(377,029)	(425,882)	(475,818)	
	5,000	(42,718)	(88,156)	(133,594)	(179,032)	(224,487)	(270,173)	(320,090)	
	10,000	100,222	54,619	8,951	(36,859)	(82,960)	(130,141)	(181,567)	
	15,000	241,370	195,390	149,193	102,668	55,509	6,724	(45,595)	
	20,000	381,347	334,021	288,174	240,038	102,806	143,040	90,377	
	25,000	520,517	473,628	426,359	378,516	329,782	279,138	226,349	
	30,000	659,083	611,781	564,041	515,677	466,380	415,127	362,321	
	35,000	797,202	749,538	701,378	652,556	602,821	551,099	498,293	
	40,000	934,998	886,970	838,443	789,253	739,128	687,072	634,265	
	45,000	1,072,534	1,024,180	975,326	925,806	875,315	823,044	770,237	
	50,000	1,209,849	1,161,209	1,112,065	1,062,253	1,011,441	959,016	906,210	

## NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

## **A.2      Assessment 1 Viability**

**Wirral Masterplan Viability Analysis**  
**Housing Cost Comparison - Original Assessment**  
**Assessment 1**



Type	Quant	Unit	Rate	Total
Site Clearance	5.83	Ha	123,500	720,005
1 Bed House	1,239	m2	1,415	1,753,185
2 Bed House	9,047	m2	1,415	12,801,505
3 Bed House	15,059	m2	1,415	21,308,485
4 Bed House	7,552	m2	1,415	10,686,080
5 Bed House	3,172	m2	1,415	4,488,380
Garages for 3 bed house	40	Nr	6,000	240,000
Garages for 4 bed house	45	Nr	6,000	270,000
Garages for 5 bed house	30	Nr	6,000	180,000
1 bed flat	740	m2	1,370	1,013,800
2 bed flat	924	m2	1,370	1,265,880
External works - Allowance	1	Item		8,102,446
Policy on costs				
Net Biodiveristy	449	Nr	244	109,556
M4(2) Category 2 Housing	42	Nr	523	22,123
M4(3) Category 3 Housing	3	Nr	22,238	60,043
M4(2) Category 2 Housing	380	Nr	523	198,614
M4(3) Category 3 Housing	24	Nr	9,754	236,437
Carbon/Energy Reduction/FHS	449	Nr	4,847	2,176,303
EV Charging points - Houses	427	Nr	865	369,355
EV charging points - Flats	6	Nr	10,000	55,000
Water Efficeency	449	Nr	10	4,490
Contingnecy	5	%	66,061,687	3,303,084
Professional Fees	6.5	%	69,364,771	4,508,710
				<b>73,873,481</b>

## **A.3      Assessment 2 Viability**

Wirral Masterplan Viability AnalysisHousing Cost Comparison - RPS AssessmentBased on Scheme 8 Hamilton Park and Option 3 Europa Boulevard from BDP report Feb 2022Utilising RPS measures and Unit CountAssessment 2

Type	Quant	Unit	Rate	Total
Site Clearance	4.28	Ha	129,750	555,330
1 Bed House		m2		-
2 Bed House (Type F)	9 inc below	m2		-
3 Bed House	164 20,349	m2	2,100	42,732,900
4 Bed House		m2		-
5 Bed House		m2		-
Garages for 2 bed house	11	Nr		Included
Garages for 3 bed house	22	Nr		Included
Garages for 4 bed house		Nr		-
Garages for 5 bed house		Nr		-
1 bed flat		m2		-
2 bed flat (70m2 2 bed 56m2 1 bed 50/50 split) exclude ext woks 80% efficiency	22,908	m2	2,014	46,135,705
External works - Allowance	34,274	m2	185	6,340,775
Drainage (roadway/main SQ/FW)	1	Item	1,750,000	1,750,000
Utilites connections	464	nr	2,500	1,160,000
Policy on costs				
Net Biodiveristy	464	Nr	244	113,216
M4(2) Category 2 Housing Aff Units	42	Nr	523	22,123
M4(3) Category 3 Housing Aff Units	3	Nr	22,238	60,043
M4(2) Category 2 Housing OMS Units	380	Nr	523	198,614
M4(3) Category 3 Housing OMS Units	24	Nr	9,754	236,437
addittional houses avg cost	15	Nr	1,150	17,250
Carbon/Energy Reduction/FHS	464	Nr	4,847	2,249,008
EV Charging points - Houses	173	Nr	865	149,645
EV charging points - Flats	73	Nr	10,000	727,500
Water Efficeency	-	Nr	10	Included
Contingnecy	5	%	102,448,546	5,122,427
Inflation				Excluded
Professional Fees	8	%	107,570,973	8,605,678
				<b>116,176,651</b>

## A.4 House Type Cost Plans

## Summary Hamilton Park

	Cost Per Property	GIFA (m2)	£/m2 per Property	Nr of Each Type of Property	Total Cost
Type B	£247,122	104	£2,369	60	£14,827,347
Type C (inc B)		100	£0	3	£0
Type D	£243,885	108	£2,251	50	£12,194,237
Type E	£237,338	122	£1,951	36	£8,544,169
Type F	£607,159	485	£1,252	9	£5,464,433

## House Type B

Ref	Description	Qty Unit	Rate	Cost	Sub-total
<b>1</b>	<b>Substructure</b>				<b>15,056.64</b>
	<u>Strip foundations</u>				
	Excavation for Foundations and Disposal (600mm width and 1100mm depth)	18 m <sup>3</sup>	40.00	739.20	
	Earthwork Support (if excavation is greater than 1.2m)	62 m <sup>2</sup>	20.00	1,232.00	
	Formwork	50 m <sup>2</sup>	-	-	
	Concrete Strip Foundation (600mm width, 900mm depth)	28 m	100.00	2,800.00	
	Backfill (depth 200mm)	1 m <sup>3</sup>	45.00	55.44	
	Below ground masonry; 2 x 140mm thick Blockwork Cavity Wall (380mm wall thickness), Insulation, Cavity Ties	8.4 m <sup>2</sup>	250.00	2,100.00	
	DPC	28 m	30.00	840.00	
	Hardcore (100mm depth)	4 m <sup>3</sup>	45.00	180.00	
	Sand Binding	2 m <sup>3</sup>	55.00	110.00	
	Damp Proof Membrane	40 m <sup>2</sup>	20.00	800.00	
	Insulation	40 m <sup>2</sup>	40.00	1,600.00	
	Ground Floor Slab (125mm thick)	40 m <sup>2</sup>	85.00	3,400.00	
	Screed	40 m <sup>2</sup>	30.00	1,200.00	
<b>2</b>	<b>Superstructure</b>				-
<b>2.1</b>	<b>Frame</b>				-
	Not applicable				
<b>2.2</b>	<b>Upper floors</b>				<b>14,000.00</b>
	<u>Floors</u>				
	Timber Upper Floor	65 m <sup>2</sup>	100.00	6,500.00	
	<u>Stairs including finishes and handrail</u>				
	Flights	2 nr	3,000.00	6,000.00	
	Quarter Landing	3 nr	500.00	1,500.00	
<b>2.3</b>	<b>Roof</b>				<b>25,740.00</b>
	<u>Roof Structure</u>				
	Flat Roof	8 m <sup>2</sup>	250.00	2,000.00	
	Dormer	3 nr	1,500.00	4,500.00	
	Pitched Roof	36 m <sup>2</sup>	240.00	8,640.00	
	<u>Roof Drainage</u>				
	Roof Drainage Allowance	1 item	1,000.00	1,000.00	
	<u>Roof Coverings</u>				
	Terrace	9 m <sup>2</sup>	400.00	3,600.00	
	Terrace balustrade (1.5m high)	10 m	600.00	6,000.00	
<b>2.4</b>	<b>External walls</b>				<b>94,006.80</b>
	Above ground masonry Cavity Wall (380mm wall thickness), Brick Outer Skin and Blockwork Inner Skin, Insulation, Cavity Ties	210 m <sup>2</sup>	280.00	58,741.20	
	Above ground masonry; 140mm blockwork cavity wall; 2nr skins of blockwork with Wood Effect Cladding (2F)	89 m <sup>2</sup>	395.00	35,265.60	
<b>2.5</b>	<b>Windows and external doors</b>				<b>15,700.50</b>
	<u>Window</u>				
	Window 1.38m Width by 1.5m Height	8 nr	1,035.00	8,280.00	
	Window 0.7m Width by 1.5m Height	1 nr	525.00	525.00	

## House Type B

Ref	Description	Qty Unit	Rate	Cost	Sub-total
	<u>External Door</u>				
	GF Glass Door 0.93m Width by 2.1m Height	2 nr	1,976.50	3,953.00	
	GF Glass Door and Window 1.85m Width by 2.1m Height	1 nr	2,942.50	2,942.50	
	Garage Door	0			
<b>2.6</b>	<b>Internal walls</b>				<b>5,616.00</b>
	Internal Blockwork	62 m <sup>2</sup>	90.00	5,616.00	
<b>2.7</b>	<b>Internal doors</b>				<b>4,400.00</b>
	Internal Doors	8 nr	550.00	4,400.00	
<b>3</b>	<b>Internal finishes</b>				<b>23,862.90</b>
	<u>Walls</u>				
	Plaster	309 m <sup>2</sup>	25.00	7,732.50	
	Painting	309 m <sup>2</sup>	8.00	2,474.40	
	Tiling for Bathrooms	60 m <sup>2</sup>	50.00	3,000.00	
	Skirting	103 m	15.00	1,545.00	
	<u>Ceiling</u>				
	Plaster Board and Plaster Skim	97 m <sup>2</sup>	50.00	4,850.00	
	Painting	97 m <sup>2</sup>	8.00	776.00	
	<u>Floor</u>				
	Carpet	81 m <sup>2</sup>	35.00	2,835.00	
	Tiling for Bathrooms	13 m <sup>2</sup>	50.00	650.00	
<b>4</b>	<b>Fixtures, furnishings and fittings</b>				<b>7,000.00</b>
	Kitchen	1	7,000.00	7,000.00	
<b>5</b>	<b>Mechanical and electrical installations</b>				<b>17,250.00</b>
	M&E Allowance	1 item	10,250.00	10,250.00	
	Bathroom	1 nr	3,000.00	3,000.00	
	W/C	1 nr	1,500.00	1,500.00	
	Ensuite	1 nr	2,500.00	2,500.00	
<b>6</b>	<b>External buildings</b>				
	Not Applicable				
<b>7</b>	<b>Works to existing buildings</b>				
	No works				
<b>8</b>	<b>External works</b>				
<b>8.1</b>	<b>Site preparation works</b>				
	No works				
<b>8.2</b>	<b>Roads, paths, pavings and surfacings</b>				
	No works				
<b>8.3</b>	<b>Soft landscaping, planting and irrigation</b>				
	No works				
<b>8.4</b>	<b>Fencing, railings and walls</b>				
	No works				
<b>8.5</b>	<b>External fixtures</b>				
	No works				

## House Type B

Ref	Description	Qty Unit	Rate	Cost	Sub-total
8.6	External drainage Excluded				
8.7	External services				-
	Electrical	1 item		-	
	Gas	1 item		-	
	Water	1 item		-	
	Telecoms	1 item		-	
9	Facilitating works Excluded				
<b>SUB TOTAL</b>					<b>£222,632.84</b>
					<b>24,489.61</b>
	Preliminaries	11%		24,489.61	
	Main Contractors OH&P	0%		-	
	Risk: Pricing Contingency	0%		-	
	Design Fees	0%		Excluded	
<b>TOTAL TO SUMMARY</b>					<b>£247,122.45</b>

## House Type D

Ref	Description	Qty Unit	Rate	Cost	Sub-total
<b>1</b>	<b>Substructure</b>				<b>16,008.89</b>
	<u>Strip foundations</u>				
	Excavation for Foundations and Disposal (600mm width and 1100mm depth)	18 m <sup>3</sup>	40.00	739.20	
	Earthwork Support (if excavation is greater than 1.2m)	100 m <sup>2</sup>	20.00	2,002.00	
	Formwork	82 m <sup>2</sup>	-	-	
	Concrete Strip Foundation (600mm width, 900mm depth)	28 m	100.00	2,800.00	
	Backfill (depth 200mm)	1 m <sup>3</sup>	45.00	55.44	
			-		
	Below ground masonry; 2 x 140mm thick Blockwork Cavity Wall (380mm wall thickness), Insulation, Cavity Ties	8.4 m <sup>2</sup>	250.00	2,100.00	
	DPC	28 m	30.00	840.00	
			-		
	Hardcore (100mm depth)	4 m <sup>3</sup>	45.00	184.50	
	Sand Binding	2 m <sup>3</sup>	55.00	112.75	
	Damp Proof Membrane	41 m <sup>2</sup>	20.00	820.00	
	Insulation	41 m <sup>2</sup>	40.00	1,640.00	
	Ground Floor Slab (125mm thick)	41 m <sup>2</sup>	85.00	3,485.00	
	Screed	41 m <sup>2</sup>	30.00	1,230.00	
<b>2</b>	<b>Superstructure</b>				-
<b>2.1</b>	<b>Frame</b>				-
	Not applicable				
<b>2.2</b>	<b>Upper floors</b>				<b>18,400.00</b>
	<u>Floors</u>				
	Timber Upper Floor	109 m <sup>2</sup>	100.00	10,900.00	
	<u>Stairs including finishes</u>				
	Flights	2 nr	3,000.00	6,000.00	
	Quarter Landing	3 nr	500.00	1,500.00	
<b>2.3</b>	<b>Roof</b>				<b>15,400.00</b>
	<u>Roof Structure</u>				
	Flat Roof	28 m <sup>2</sup>	250.00	7,000.00	
	Dormer	0 nr	1,500.00	-	
	Pitched Rood	0 m <sup>2</sup>	240.00	-	
	<u>Roof Drainage</u>				
	Roof Drainage Allowance	1 item	1,000.00	1,000.00	
	<u>Roof Coverings</u>				
	Terrace	11 m <sup>2</sup>	400.00	4,400.00	
	Terrace Fencing (1.5m high)	5 m	600.00	3,000.00	
<b>2.4</b>	<b>External walls</b>				<b>98,056.00</b>
	Above ground masonry Cavity Wall (380mm wall thickness), Brick Outer Skin and Blockwork Inner Skin, Insulation, Cavity Ties	350 m <sup>2</sup>	280.00	98,056.00	
	Above ground masonry; 140mm blockwork cavity wall; 2nr skins of blockwork with Wood Effect Cladding (2F)	0 m <sup>2</sup>	395.00	-	
<b>2.5</b>	<b>Windows and external doors</b>				<b>11,394.50</b>
	<u>Window</u>				
	Window 1.04m Width by 1.5m Height	2 nr	780.00	1,560.00	
	Window 1.3m Width by 1.5m Height	1 nr	975.00	975.00	

## House Type D

Ref	Description	Qty Unit	Rate	Cost	Sub-total
	Window 1.75m Width by 1.5m Height	2 nr	1,312.50	2,625.00	
	Window 2.36m Width by 1.5m Height	2 nr	1,020.00	2,040.00	
	<u>External Door</u>				
	GF Glass Door 1.03m Width by 2.1m Height	1 nr	2,081.50	2,081.50	
	Terrace Glass Door 1.06m Width by 2.1m Height	1 nr	2,113.00	2,113.00	
	Garage Door				
<b>2.6</b>	<b>Internal walls</b>				<b>6,048.00</b>
	Internal Blockwork	67 m <sup>2</sup>	90.00	6,048.00	
			-		
<b>2.7</b>	<b>Internal doors</b>				<b>4,950.00</b>
	Internal Doors	9 nr	550.00	4,950.00	
<b>3</b>	<b>Internal finishes</b>				<b>25,208.60</b>
	<u>Walls</u>				
	Plaster	352 m <sup>2</sup>	25.00	8,805.00	
	Painting	352 m <sup>2</sup>	8.00	2,817.60	
	Tiling for Bathrooms	62 m <sup>2</sup>	50.00	3,120.00	
	Skirting	122 m	15.00	1,830.00	
	<u>Ceiling</u>				
	Plaster Board and Plaster Skim	87 m <sup>2</sup>	50.00	4,350.00	
	Painting	87 m <sup>2</sup>	8.00	696.00	
	<u>Floor</u>				
	Carpet	84 m <sup>2</sup>	35.00	2,940.00	
	Tiling for Bathrooms	13 m <sup>2</sup>	50.00	650.00	
<b>4</b>	<b>Fixtures, furnishings and fittings</b>				<b>7,000.00</b>
	Kitchen	1	7,000.00	7,000.00	
<b>5</b>	<b>Mechanical and electrical installations</b>				<b>17,250.00</b>
	M&E Allowance	1 item	10,250.00	10,250.00	
	Bathroom	1 nr	3,000.00	3,000.00	
	W/C	1 nr	1,500.00	1,500.00	
	Ensuite	1 nr	2,500.00	2,500.00	
<b>6</b>	<b>External buildings</b>				
	Not Applicable				
<b>7</b>	<b>Works to existing buildings</b>				
	No works				
<b>8</b>	<b>External works</b>				
<b>8.1</b>	<b>Site preparation works</b>				
	No works				
<b>8.2</b>	<b>Roads, paths, pavings and surfacings</b>				
	No works				
<b>8.3</b>	<b>Soft landscaping, planting and irrigation</b>				
	No works				
<b>8.4</b>	<b>Fencing, railings and walls</b>				
	No works				
<b>8.5</b>	<b>External fixtures</b>				
	No works				

## House Type D

Ref	Description	Qty Unit	Rate	Cost	Sub-total
8.6	External drainage Excluded				
8.7	External services				-
	Electrical	1 item		-	
	Gas	1 item		-	
	Water	1 item		-	
	Telecoms	1 item		-	
9	Facilitating works Excluded				
SUB TOTAL					£219,715.99
					24,168.76
	Preliminaries	11%		24,168.76	
	Main Contractors OH&P	0%		-	
	Risk: Pricing Contingency	0%		-	
	Design Fees	0%		Excluded	
TOTAL TO SUMMARY					£243,884.75

## House Type E

Ref	Description	Qty Unit	Rate	Cost	Sub-total
<b>1</b>	<b>Substructure</b>				<b>18,652.54</b>
	<u>Strip foundations</u>				
	Excavation for Foundations and Disposal (600mm width and 1100mm depth)	22 m <sup>3</sup>	40.00	871.20	
	Earthwork Support (if excavation is greater than 1.2m)	74 m <sup>2</sup>	20.00	1,474.00	
	Formwork	60 m <sup>2</sup>	-	-	
	Concrete Strip Foundation (600mm width, 900mm depth)	33 m	100.00	3,300.00	
	Backfill (depth 200mm)	1 m <sup>3</sup>	45.00	65.34	
	Below ground masonry; 2 x 140mm thick Blockwork Cavity Wall (380mm wall thickness), Insulation, Cavity Ties	10 m <sup>2</sup>	250.00	2,475.00	
	DPC	33 m	30.00	990.00	
	Hardcore (100mm depth)	5 m <sup>3</sup>	45.00	234.00	
	Sand Binding	3 m <sup>3</sup>	55.00	143.00	
	Damp Proof Membrane	52 m <sup>2</sup>	20.00	1,040.00	
	Insulation	52 m <sup>2</sup>	40.00	2,080.00	
	Ground Floor Slab (125mm thick)	52 m <sup>2</sup>	85.00	4,420.00	
	Screed	52 m <sup>2</sup>	30.00	1,560.00	
<b>2</b>	<b>Superstructure</b>				-
<b>2.1</b>	<b>Frame</b>				-
	Not applicable				
<b>2.2</b>	<b>Upper floors</b>				<b>14,500.00</b>
	<u>Floors</u>				
	Timber Upper Floor	70 m <sup>2</sup>	100.00	7,000.00	
	<u>Stairs including finishes</u>				
	Flights	2 nr	3,000.00	6,000.00	
	Quarter Landing	3 nr	500.00	1,500.00	
<b>2.3</b>	<b>Roof</b>				<b>23,650.00</b>
	<u>Roof Structure</u>				
	Flat Roof	29 m <sup>2</sup>	250.00	7,250.00	
	Dormer	0 nr	1,500.00	-	
	Pitched Rood	0 m <sup>2</sup>	240.00	-	
	<u>Roof Drainage</u>				
	Roof Drainage Allowance	1 item	1,000.00	1,000.00	
	<u>Roof Coverings</u>				
	Terrace	25 m <sup>2</sup>	400.00	10,000.00	
	Terrace Fencing (1.5m high)	9 m	600.00	5,400.00	
<b>2.4</b>	<b>External walls</b>				<b>77,910.00</b>
	Above ground masonry Cavity Wall (380mm wall thickness), Brick Outer Skin and Blockwork Inner Skin, Insulation, Cavity Ties	278 m <sup>2</sup>	280.00	77,910.00	
	Above ground masonry; 140mm blockwork cavity wall; 2nr skins of blockwork with Wood Effect Cladding (2F)	0 m <sup>2</sup>	395.00	-	
<b>2.5</b>	<b>Windows and external doors</b>				<b>14,848.00</b>
	<u>Window</u>				
	Window 1m Width by 1.5m Height	1 nr	750.00	750.00	
	Window 1.5m Width by 1.5m Height	5 nr	1,125.00	5,625.00	

## House Type E

Ref	Description	Qty Unit	Rate	Cost	Sub-total
	<u>External Door</u>				
	GF Glass Door 1m Width by 2.1m Height	1 nr	2,050.00	2,050.00	
	GF Glass Door 1.1m Width by 2.1m Height	1 nr	2,155.00	2,155.00	
	Glass Door 1.08m Width by 2.1m Height	2 nr	2,134.00	4,268.00	
	Garage Door	0 nr		-	
<b>2.6</b>	<b>Internal walls</b>				<b>6,912.00</b>
	Internal Blockwork	77 m <sup>2</sup>	90.00	6,912.00	
<b>2.7</b>	<b>Internal doors</b>				<b>4,950.00</b>
	Internal Doors	9 nr	550.00	4,950.00	
<b>3</b>	<b>Internal finishes</b>				<b>28,145.50</b>
	<u>Walls</u>				
	Plaster	368 m <sup>2</sup>	25.00	9,187.50	
	Painting	368 m <sup>2</sup>	8.00	2,940.00	
	Tiling for Bathrooms	74 m <sup>2</sup>	50.00	3,720.00	
	Skirting	125 m	15.00	1,875.00	
	<u>Ceiling</u>				
	Plaster Board and Plaster Skim	111 m <sup>2</sup>	50.00	5,550.00	
	Painting	111 m <sup>2</sup>	8.00	888.00	
	<u>Floor</u>				
	Carpet	91 m <sup>2</sup>	35.00	3,185.00	
	Tiling for Bathrooms	16 m <sup>2</sup>	50.00	800.00	
<b>4</b>	<b>Fixtures, furnishings and fittings</b>				<b>7,000.00</b>
	Kitchen	1	7,000.00	7,000.00	
<b>5</b>	<b>Mechanical and electrical installations</b>				<b>17,250.00</b>
	M&E Allowance	1 item	10,250.00	10,250.00	
	Bathroom	1 nr	3,000.00	3,000.00	
	W/C	1 nr	1,500.00	1,500.00	
	Ensuite	1 nr	2,500.00	2,500.00	
<b>6</b>	<b>External buildings</b>				
	Not Applicable				
<b>7</b>	<b>Works to existing buildings</b>				
	No works				
<b>8</b>	<b>External works</b>				
<b>8.1</b>	<b>Site preparation works</b>				
	No works				
<b>8.2</b>	<b>Roads, paths, pavings and surfacings</b>				
	No works				
<b>8.3</b>	<b>Soft landscaping, planting and irrigation</b>				
	No works				
<b>8.4</b>	<b>Fencing, railings and walls</b>				
	No works				
<b>8.5</b>	<b>External fixtures</b>				
	No works				



## House Type E

Ref	Description	Qty	Unit	Rate	Cost	Sub-total
8.6	External drainage Excluded					
8.7	External services					-
9	Facilitating works Excluded					
SUB TOTAL						£213,818.04
						23,519.98
	Preliminaries	11%			23,519.98	
	Main Contractors OH&P	0%			-	
	Risk: Pricing Contingency	0%			-	
	Design Fees	0%			Excluded	
TOTAL TO SUMMARY						£237,338.02

## House Type E

Ref	Description	Qty Unit	Rate	Cost	Sub-total
<b>1</b>	<b>Substructure</b>				<b>60,555.44</b>
	<u>Strip foundations</u>				
	Excavation for Foundations and Disposal (600mm width and 1100mm depth)	46 m <sup>3</sup>	40.00	1,821.60	
	Earthwork Support (if excavation is greater than 1.2m)	154 m <sup>2</sup>	20.00	3,080.00	
	Formwork	126 m <sup>2</sup>	-	-	
	Concrete Strip Foundation (600mm width, 900mm depth)	33 m	100.00	3,300.00	
	Backfill (depth 200mm)	1 m <sup>3</sup>	45.00	65.34	
			-	-	
	Below ground masonry; 2 x 140mm thick Blockwork Cavity Wall (380mm wall thickness), Insulation, Cavity Ties	21 m <sup>2</sup>	250.00	5,325.00	
	DPC	71 m	30.00	2,130.00	
			-	-	
	Hardcore (100mm depth)	25 m <sup>3</sup>	45.00	1,107.00	
	Sand Binding	12 m <sup>3</sup>	55.00	676.50	
	Damp Proof Membrane	246 m <sup>2</sup>	20.00	4,920.00	
	Insulation	246 m <sup>2</sup>	40.00	9,840.00	
	Ground Floor Slab (125mm thick)	246 m <sup>2</sup>	85.00	20,910.00	
	Screed	246 m <sup>2</sup>	30.00	7,380.00	
			-	-	
<b>2</b>	<b>Superstructure</b>		-	-	-
			-	-	
<b>2.1</b>	<b>Frame</b>		-	-	-
	Not applicable		-	-	
			-	-	
<b>2.2</b>	<b>Upper floors</b>		-	-	<b>43,000.00</b>
	<u>Floors</u>		-	-	
	Timber Upper Floor	240 m <sup>2</sup>	100.00	24,000.00	
	<u>Stairs including finishes</u>				
	Flights	5 nr	3,000.00	15,000.00	
	Half Landing	4 nr	1,000.00	4,000.00	
<b>2.3</b>	<b>Roof</b>				<b>81,370.00</b>
	<u>Roof Structure</u>				
	Flat Roof	130 m <sup>2</sup>	250.00	32,500.00	
	Dormer	0 nr	1,500.00	-	
	Pitched Roof	93 m <sup>2</sup>	240.00	22,320.00	
	<u>Roof Drainage</u>				
	Roof Drainage Allowance	1 item	1,000.00	1,000.00	
	<u>Roof Coverings</u>				
	Terrace	46 m <sup>2</sup>	250.00	11,500.00	
	Terrace Balustrade (1.5m high)	18 m	600.00	10,800.00	
	Glass Terrace balustrade	5 m	650.00	3,250.00	
<b>2.4</b>	<b>External walls</b>				<b>152,632.48</b>
	Above ground masonry Cavity Wall (380mm wall thickness), Brick Outer Skin and Blockwork Inner Skin, Insulation, Cavity Ties	332 m <sup>2</sup>	280.00	93,074.24	
	Above ground masonry; 140mm blockwork cavity wall; 2nr skins of blockwork with Wood Effect Cladding (1F)	113 m <sup>2</sup>	395.00	44,714.00	
	Above ground masonry; 140mm blockwork cavity wall; 2nr skins of blockwork with Render (1F)	42 m <sup>2</sup>	280.00	11,748.24	
	Side walls to Terrace	5 m <sup>2</sup>	600.00	3,096.00	
<b>2.5</b>	<b>Windows and external doors</b>				<b>55,022.50</b>

## House Type E

Ref	Description	Qty Unit	Rate	Cost	Sub-total
	<u>Window</u>				
	Window 0.69m Width by 1.5m Height	2 nr	517.50	1,035.00	
	Window 0.92m Width by 1.5m Height	4 nr	690.00	2,760.00	
	Window 0.93m Width by 1.5m Height	8 nr	697.50	5,580.00	
	Window 1.38m Width by 1.5m Height	1 nr	1,035.00	1,035.00	
	Window 1.39m Width by 1.5m Height	1 nr	1,042.50	1,042.50	
	Window 1.4m Width by 1.5m Height	2 nr	1,050.00	2,100.00	
	Corner Window 2.23m Width by 1.5m Height	1 nr	1,672.50	1,672.50	
	Corner Window 2.27m Width by 1.5m Height	1 nr	1,702.50	1,702.50	
	Window 2.32m Width by 1.5m Height	2 nr	1,740.00	3,480.00	
	Window 3.03m Width by 1.5m Height	2 nr	2,272.50	4,545.00	
	<u>External Door</u>				
	GF Glass Door 0.93m Width by 2.1m Height	5 nr	1,976.50	9,882.50	
	GF Glass Door 1.2m Width by 2.1m Height	2 nr	2,260.00	4,520.00	
	GF Glass Door 1.3m Width by 2.1m Height	2 nr	2,365.00	4,730.00	
	Glass Door 3.75m Width by 2.1m Height	1 nr	4,937.50	4,937.50	
	Garage Door (2m Width, 2.1m Height)	3 nr	2,000.00	6,000.00	
<b>2.6</b>	<b>Internal walls</b>				<b>10,260.00</b>
	Internal Blockwork	114 m <sup>2</sup>	90.00	10,260.00	
<b>2.7</b>	<b>Internal doors</b>				<b>14,300.00</b>
	Internal Doors	26 nr	550.00	14,300.00	
<b>3</b>	<b>Internal finishes</b>				<b>76,099.90</b>
	<u>Walls</u>				
	Plaster	972 m <sup>2</sup>	25.00	24,307.50	
	Painting	972 m <sup>2</sup>	8.00	7,778.40	
	Tiling for Bathrooms	223 m <sup>2</sup>	50.00	11,160.00	
	Skirting	323 m	15.00	4,845.00	
	<u>Ceiling</u>				
	Plaster Board and Plaster Skim	298 m <sup>2</sup>	50.00	14,900.00	
	Painting	298 m <sup>2</sup>	8.00	2,384.00	
	<u>Floor</u>				
	Carpet	245 m <sup>2</sup>	35.00	8,575.00	
	Tiling for Bathrooms	43 m <sup>2</sup>	50.00	2,150.00	
<b>4</b>	<b>Fixtures, furnishings and fittings</b>				<b>14,000.00</b>
	Kitchen	2	7,000.00	14,000.00	
<b>5</b>	<b>Mechanical and electrical installations</b>				<b>34,750.00</b>
	M&E Allowance	1 item	10,250.00	10,250.00	
	Bathroom	3 nr	3,000.00	9,000.00	
	W/C	2 nr	1,500.00	3,000.00	
	Ensuite	5 nr	2,500.00	12,500.00	
<b>6</b>	<b>External buildings</b>				
	Not Applicable				
<b>7</b>	<b>Works to existing buildings</b>				
	No works				
<b>8</b>	<b>External works</b>				<b>5,000.00</b>
<b>8.1</b>	<b>Site preparation works</b>				

## House Type E

Ref	Description	Qty Unit	Rate	Cost	Sub-total
	No works				
8.2	Roads, paths, pavings and surfacings Allowance for Garden Area	2 nr	2,500.00	5,000.00	
8.3	Soft landscaping, planting and irrigation No works				
8.4	Fencing, railings and walls No works				
8.5	External fixtures No works				
8.6	External drainage Excluded				
8.7	External services				-
	Electrical	1 item		-	
	Gas	1 item		-	
	Water	1 item		-	
	Telecoms	1 item		-	
9	Facilitating works Excluded				
SUB TOTAL					£546,990.32
					60,168.94
	Preliminaries	11%		60,168.94	
	Main Contractors OH&P	0%		-	
	Risk: Pricing Contingency	0%		-	
	Design Fees	0%		Excluded	
TOTAL TO SUMMARY					£607,159.26

**Appendix 3 : Appraisal 1 Vittoria Studios**

**REVENUE**

File: Appendix 3. Vittoria Studios

Market Housing Gdv		524,790,000
Affordable Rent Gdv*	-E	6,405,500
Social Rent Gdv	-E	7,142,975
First Homes Gdv		10,204,250
Intermediate Gdv	-E	7,347,060
		<b>REVENUE</b>
		555,889,785

(Revenue Totals labelled -E do not attract Fees)

**COSTS**

Site Value		5,845,646	
Site Stamp Duty		281,782	
Site Legal Fees	at 0.50%	29,228	
Site Agency Fees	at 1.00%	58,456	
		Site Costs	6,215,113
S106 Contributions		14,371,547	
Essential Idp Infrastructure		10,724,000	
Site Infrastructure (primary Substation)		6,857,400	
		Initial Payments	31,952,947
Apartments Construction Cost 80% Gross T	300,050.00 sq-m at 2,210.00 psm	663,110,500	
Secure Parking	1377 units at 30,000.00 ea.	41,310,000	
External Works At 8%	300,050.00 sq-ft at 177.00 psf	53,108,850	
M4(2)		1,671,508	
M4(3)		2,244,489	
Part L & F	3400 units at 5,878.00 ea.	19,985,200	
Ev Charging Flats	850 units at 10,000.00 ea.	8,500,000	
Water Efficiency	3400 units at 10.00 ea.	34,000	
Net Biodiversity	3400 units at 296.00 ea.	1,006,400	
Future Homes Standards	3400 units at 8,000.00 ea.	27,200,000	
Site Demo Clearance & Remediation		5,015,105	
Contingency	at 5.00%	41,159,303	
Professional Fees	at 8.00%	65,854,884	
		Build Costs	930,200,239
Direct Sale Agents Fee	at 4.00%	21,399,770	

Direct Sale Legal Fees	at 0.25%	1,337,486	
		Disposal Fees	22,737,256
<b>INTEREST</b>	<b>(See CASHFLOW)</b>		531,633,781
8.00% pa	on Debt charged Quarterly and compounded Quarterly		
Site Costs	Month 3 (May 23)		
S106 Contributions	Month 3 to 182 (May 23 - Apr 38)		
Essential ldp Infrastructure	Month 3 to 182 (May 23 - Apr 38)		
Site Infrastructure (primary Substation)	Month 9 to 20 (Nov 23 - Oct 24)		
Apartments Construction Cost 80% Gross T (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
Secure Parking (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
External Works At 8% (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
M4(2) (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
M4(3) (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
Part L and F (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
Ev Charging Flats (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
Water Efficiency (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
Net Biodiversity (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
Future Homes Standards (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
Site Demo Clearance & Remediation	Month 3 to 50 (May 23 - Apr 27)		
Market Housing Gdv (sale)	Month 24 to 189 (Feb 25 - Nov 38)		
Affordable Rent Gdv* (sale)	Month 24 to 189 (Feb 25 - Nov 38)		
Social Rent Gdv (sale)	Month 24 to 189 (Feb 25 - Nov 38)		
First Homes Gdv (sale)	Month 24 to 189 (Feb 25 - Nov 38)		
Intermediate Gdv (sale)	Month 24 to 189 (Feb 25 - Nov 38)		
<b>PROFIT</b>	-966,849,550	<b>COSTS</b>	1,522,739,335
<b>PROFIT/SALE</b>	-173.93%	<b>PROFIT/COST</b>	-63.49%
<b>IRR</b>	N/A		

**Aoppendix 4 : Appraisal 2 Vittoria Studios Zero Finance**

**REVENUE**

File: Appendix 4. Vittoria Studios

Market Housing Gdv		524,790,000
Affordable Rent Gdv*	-E	6,405,500
Social Rent Gdv	-E	7,142,975
First Homes Gdv		10,204,250
Intermediate Gdv	-E	7,347,060
		<b>REVENUE</b>
		555,889,785

(Revenue Totals labelled -E do not attract Fees)

**COSTS**

Site Value		5,845,646	
Site Stamp Duty		281,782	
Site Legal Fees	at 0.50%	29,228	
Site Agency Fees	at 1.00%	58,456	
		Site Costs	6,215,113
S106 Contributions		14,371,547	
Essential ldp Infrastructure		10,724,000	
Site Infrastructure (primary Substation)		6,857,400	
		Initial Payments	31,952,947
Apartments Construction Cost 80% Gross T	300,050.00 sq-m at 2,210.00 psm	663,110,500	
Secure Parking	1377 units at 30,000.00 ea.	41,310,000	
External Works At 8%	300,050.00 sq-ft at 177.00 psf	53,108,850	
M4(2)		1,671,508	
M4(3)		2,244,489	
Part L and F	3400 units at 5,878.00 ea.	19,985,200	
Ev Charging Flats	850 units at 10,000.00 ea.	8,500,000	
Water Efficiency	3400 units at 10.00 ea.	34,000	
Net Biodiversity	3400 units at 296.00 ea.	1,006,400	
Future Homes Standards	3400 units at 8,000.00 ea.	27,200,000	
Site Demo Clearance & Remediation		5,015,105	
Contingency	at 5.00%	41,159,303	
Professional Fees	at 8.00%	65,854,884	
		Build Costs	930,200,239
Direct Sale Agents Fee	at 4.00%	21,399,770	

Direct Sale Legal Fees	at 0.25%	1,337,486	
		Disposal Fees	22,737,256
<b>INTEREST</b>	<b>(See CASHFLOW)</b>		0
0.00% pa	on Debt charged Quarterly and compounded Quarterly		
Site Costs	Month 3 (May 23)		
S106 Contributions	Month 3 to 182 (May 23 - Apr 38)		
Essential ldp Infrastructure	Month 3 to 182 (May 23 - Apr 38)		
Site Infrastructure (primary Substation)	Month 9 to 20 (Nov 23 - Oct 24)		
Apartments Construction Cost 80% Gross T (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
Secure Parking (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
External Works At 8% (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
M4(2) (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
M4(3) (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
Part L and F (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
Ev Charging Flats (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
Water Efficiency (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
Net Biodiversity (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
Future Homes Standards (bld.)	Month 6 to 185 (Aug 23 - Jul 38)		
Site Demo Clearance & Remediation	Month 3 to 50 (May 23 - Apr 27)		
Market Housing Gdv (sale)	Month 24 to 189 (Feb 25 - Nov 38)		
Affordable Rent Gdv* (sale)	Month 24 to 189 (Feb 25 - Nov 38)		
Social Rent Gdv (sale)	Month 24 to 189 (Feb 25 - Nov 38)		
First Homes Gdv (sale)	Month 24 to 189 (Feb 25 - Nov 38)		
Intermediate Gdv (sale)	Month 24 to 189 (Feb 25 - Nov 38)		
<b>PROFIT</b>	-435,215,769	<b>COSTS</b>	991,105,554
<b>PROFIT/SALE</b>	-78.29%	<b>PROFIT/COST</b>	-43.91%
<b>IRR</b>	N/A		

**Appendix 5 : Appraisal WGC Central Birkenhead**

**REVENUE**

File: Appendix 5. Central Birkenhead

1 Bed Apartment	145 units at 95,000.00 ea.	13,775,000
2 Bed Apartment	146 units at 130,000.00 ea.	18,980,000
2 Bed Fogs	3 units at 130,000.00 ea.	390,000
3 Bed Mews Townhouse	164 units at 210,000.00 ea.	34,440,000
4 Bed Mews Townhouse	6 units at 260,000.00 ea.	1,560,000
		<b>REVENUE</b>
		69,145,000

**COSTS**

Site Value		1,587,300	
Site Stamp Duty		68,865	
Site Legal Fees	at 0.50%	7,937	
Site Agency Fees	at 1.00%	15,873	
		Site Costs	1,679,975
S106 Contributions		946,096	
Idp Essential Infrastructure 3154/plot		1,463,456	
		Initial Payments	2,409,552
Apartments Construction Cost		46,135,705	
Mews Housing		42,732,900	
Drainage		1,750,000	
External Works		6,340,775	
M4(2)		228,028	
M4(3)		272,888	
Part L & F		2,727,392	
Ev Charging Houses		149,645	
Ev Charging Flats		727,500	
Net Biodiversity		137,344	
Utility Connections		1,160,000	
Future Homes Standards		3,712,000	
Site Demo Clearance & Remediation		555,330	
Contingency	at 5.00%	5,331,475	
		Build Costs	111,960,982
Direct Sale Agents Fee	at 4.00%	2,765,800	
Direct Sale Legal Fees	at 0.25%	172,863	

		Disposal Fees	2,938,663
Professional Fees		8,605,678	
		End Payments	8,605,678
<b>INTEREST</b>	<b>(See CASHFLOW)</b>		29,079,084
8.00% pa	on Debt charged Quarterly and compounded Quarterly		
Site Costs	Month 3 (Mar 25)		
S106 Contributions	Month 3 to 38 (Mar 25 - Feb 28)		
Idp Essential Infrastructure 3154/plot	Month 3 to 38 (Mar 25 - Feb 28)		
Apartments Construction Cost (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Mews Housing (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Drainage (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
External Works (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
M4(2) (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
M4(3) (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Part L & F (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Ev Charging Houses (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Ev Charging Flats (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Net Biodiversity (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Utility Connections (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Future Homes Standards (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Site Demo Clearance & Remediation	Month 3 to 6 (Mar 25 - Jun 25)		
Professional Fees	Month 1 to 24 (Jan 25 - Dec 26)		
1 Bed Apartment (sale)	Month 24 to 80 (Dec 26 - Aug 31)		
2 Bed Apartment (sale)	Month 24 to 80 (Dec 26 - Aug 31)		
2 Bed Fogs (sale)	Month 24 to 80 (Dec 26 - Aug 31)		
3 Bed Mews Townhouse (sale)	Month 24 to 80 (Dec 26 - Aug 31)		
4 Bed Mews Townhouse (sale)	Month 24 to 80 (Dec 26 - Aug 31)		
<b>PROFIT</b>	-87,528,933	<b>COSTS</b>	156,673,933
<b>PROFIT/SALE</b>	-126.59%	<b>PROFIT/COST</b>	-55.87%
<b>IRR</b>	N/A		

**REVENUE**

File: Appendix 5. Central Birkenhead

1 Bed Apartment	145 units at 95,000.00 ea.	13,775,000
2 Bed Apartment	146 units at 130,000.00 ea.	18,980,000
2 Bed Fogs	3 units at 130,000.00 ea.	390,000
3 Bed Mews Townhouse	164 units at 210,000.00 ea.	34,440,000
4 Bed Mews Townhouse	6 units at 260,000.00 ea.	1,560,000
		<b>REVENUE</b>
		69,145,000

**COSTS**

Site Value		1,587,300	
Site Stamp Duty		68,865	
Site Legal Fees	at 0.50%	7,937	
Site Agency Fees	at 1.00%	15,873	
		Site Costs	1,679,975
S106 Contributions		946,096	
Idp Essential Infrastructure 3154/plot		1,463,456	
		Initial Payments	2,409,552
Apartment Construction Cost		46,135,705	
Mews Housing		42,732,900	
Drainage		1,750,000	
External Works		6,340,775	
M4(2)		228,028	
M4(3)		272,888	
Part L & F		2,727,392	
Ev Charging Houses		149,645	
Ev Charging Flats		727,500	
Net Biodiversity		137,344	
Utility Connections		1,160,000	
Future Homes Standards		3,712,000	
Site Demo Clearance & Remediation		555,330	
Contingency	at 5.00%	5,331,475	
		Build Costs	111,960,982
Direct Sale Agents Fee	at 4.00%	2,765,800	
Direct Sale Legal Fees	at 0.25%	172,863	

		Disposal Fees	2,938,663
Professional Fees		8,605,678	
		End Payments	8,605,678
<b>INTEREST</b>	<b>(See CASHFLOW)</b>		29,079,084
8.00% pa	on Debt charged Quarterly and compounded Quarterly		
Site Costs	Month 3 (Mar 25)		
S106 Contributions	Month 3 to 38 (Mar 25 - Feb 28)		
Idp Essential Infrastructure 3154/plot	Month 3 to 38 (Mar 25 - Feb 28)		
Apartments Construction Cost (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Mews Housing (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Drainage (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
External Works (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
M4(2) (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
M4(3) (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Part L & F (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Ev Charging Houses (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Ev Charging Flats (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Net Biodiversity (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Utility Connections (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Future Homes Standards (bld.)	Month 6 to 74 (Jun 25 - Feb 31)		
Site Demo Clearance & Remediation	Month 3 to 6 (Mar 25 - Jun 25)		
Professional Fees	Month 1 to 24 (Jan 25 - Dec 26)		
1 Bed Apartment (sale)	Month 24 to 80 (Dec 26 - Aug 31)		
2 Bed Apartment (sale)	Month 24 to 80 (Dec 26 - Aug 31)		
2 Bed Fogs (sale)	Month 24 to 80 (Dec 26 - Aug 31)		
3 Bed Mews Townhouse (sale)	Month 24 to 80 (Dec 26 - Aug 31)		
4 Bed Mews Townhouse (sale)	Month 24 to 80 (Dec 26 - Aug 31)		
<b>PROFIT</b>	-87,528,933	<b>COSTS</b>	156,673,933
<b>PROFIT/SALE</b>	-126.59%	<b>PROFIT/COST</b>	-55.87%
<b>IRR</b>	N/A		

**Appendix 6 : Appraisal Hind Street**

**REVENUE**

File: Appendix 6. Hind Street

1 Bed Apartment	340 units at 85,000.00 ea.	28,900,000
2 Bed Apartment	429 units at 125,000.00 ea.	53,625,000
3 Bed Mews Townhouse	378 units at 195,000.00 ea.	73,710,000
4 Bed Mews Townhouse	113 units at 220,000.00 ea.	24,860,000
1 Bed Ar	8 units at 42,500.00 ea. -E	340,000
1 Bed Sr	13 units at 29,750.00 ea. -E	386,750
1 Bed Int	7 units at 59,500.00 ea. -E	416,500
1 Bed Fh	10 units at 59,500.00 ea.	595,000
2 Bed Ar	11 units at 62,500.00 ea. -E	687,500
2 Bed Sr	17 units at 43,750.00 ea. -E	743,750
2 Bed Int	8 units at 87,500.00 ea. -E	700,000
2 Bed Fh	12 units at 87,500.00 ea.	1,050,000
3 Bed Ar	9 units at 97,500.00 ea. -E	877,500
3 Bed Sr	15 units at 68,250.00 ea. -E	1,023,750
3 Bed Int	8 units at 136,500.00 ea. -E	1,092,000
3 Bed Fh	10 units at 136,500.00 ea.	1,365,000
4 Bed Ar	3 units at 110,000.00 ea. -E	330,000
4 Bed Sr	4 units at 77,000.00 ea. -E	308,000
4 Bed Int	2 units at 154,000.00 ea. -E	308,000
4 Bed Fh	3 units at 154,000.00 ea.	462,000
		<b>REVENUE</b>
		191,780,750

(Revenue Totals labelled -E do not attract Fees)

**COSTS**

Site Value		10,912,387	
Site Stamp Duty		535,119	
Site Legal Fees	at 0.50%	54,562	
Site Agency Fees	at 1.00%	109,124	
		<b>Site Costs</b>	11,611,192
S106 Contributions		7,532,524	
Idp Essential Infrastructure 3154/plot		4,415,600	
Hv Substation		3,370,000	
		<b>Initial Payments</b>	15,318,124
Apartment Construction Cost	54,723.00 sq-m at 2,014.00 psm	110,212,122	

Mews Housing	47,502.00 sq-m at 2,100.00 psm	99,754,200	
Garages	491 units at 13,500.00 ea.	6,628,500	
M4(2)		688,268	
M4(3)		924,201	
Part L & F		8,229,200	
Ev Charging Houses		472,290	
Ev Charging Flats		2,135,000	
Water Efficiency		14,000	
Net Biodiversity		413,000	
Future Homes Standards		11,200,000	
Site Demo Clearance & Remediation		13,153,611	
Contingency	at 5.00%	12,691,220	
Professional Fees	at 8.00%	20,305,951	
External Works	at 10.00%	25,382,439	
		Build Costs	312,204,002
Direct Sale Agents Fee	at 4.00%	7,382,680	
Direct Sale Legal Fees	at 0.25%	461,418	
		Disposal Fees	7,844,098
<b>INTEREST</b>	<b>(See CASHFLOW)</b>		205,935,901
8.00% pa	on Debt charged Quarterly and compounded Quarterly		
Site Costs	Month 3 (Mar 25)		
S106 Contributions	Month 3 to 38 (Mar 25 - Feb 28)		
Idp Essential Infrastructure 3154/plot	Month 3 to 38 (Mar 25 - Feb 28)		
Hv Substation	Month 9 to 20 (Sep 25 - Aug 26)		
Apartments Construction Cost (bld.)	Month 6 to 180 (Jun 25 - Dec 39)		
Mews Housing (bld.)	Month 6 to 180 (Jun 25 - Dec 39)		
Garages (bld.)	Month 6 to 180 (Jun 25 - Dec 39)		
M4(2) (bld.)	Month 6 to 180 (Jun 25 - Dec 39)		
M4(3) (bld.)	Month 6 to 180 (Jun 25 - Dec 39)		
Part L & F (bld.)	Month 6 to 180 (Jun 25 - Dec 39)		
Ev Charging Houses (bld.)	Month 6 to 180 (Jun 25 - Dec 39)		
Ev Charging Flats (bld.)	Month 6 to 180 (Jun 25 - Dec 39)		
Water Efficiency (bld.)	Month 6 to 180 (Jun 25 - Dec 39)		
Net Biodiversity (bld.)	Month 6 to 180 (Jun 25 - Dec 39)		
Future Homes Standards (bld.)	Month 6 to 180 (Jun 25 - Dec 39)		
Site Demo Clearance & Remediation	Month 3 to 62 (Mar 25 - Feb 30)		

1 Bed Apartment (sale)	Month 24 to 182 (Dec 26 - Feb 40)
2 Bed Apartment (sale)	Month 24 to 182 (Dec 26 - Feb 40)
3 Bed Mews Townhouse (sale)	Month 15 to 182 (Mar 26 - Feb 40)
4 Bed Mews Townhouse (sale)	Month 15 to 182 (Mar 26 - Feb 40)
1 Bed Ar (sale)	Month 24 to 182 (Dec 26 - Feb 40)
1 Bed Sr (sale)	Month 24 to 182 (Dec 26 - Feb 40)
1 Bed Int (sale)	Month 24 to 182 (Dec 26 - Feb 40)
1 Bed Fh (sale)	Month 24 to 182 (Dec 26 - Feb 40)
2 Bed Ar (sale)	Month 24 to 182 (Dec 26 - Feb 40)
2 Bed Sr (sale)	Month 24 to 182 (Dec 26 - Feb 40)
2 Bed Int (sale)	Month 24 to 182 (Dec 26 - Feb 40)
2 Bed Fh (sale)	Month 24 to 182 (Dec 26 - Feb 40)
3 Bed Ar (sale)	Month 15 to 182 (Mar 26 - Feb 40)
3 Bed Sr (sale)	Month 15 to 182 (Mar 26 - Feb 40)
3 Bed Int (sale)	Month 15 to 182 (Mar 26 - Feb 40)
3 Bed Fh (sale)	Month 15 to 182 (Mar 26 - Feb 40)
4 Bed Ar (sale)	Month 15 to 182 (Mar 26 - Feb 40)
4 Bed Sr (sale)	Month 15 to 182 (Mar 26 - Feb 40)
4 Bed Int (sale)	Month 15 to 182 (Mar 26 - Feb 40)
4 Bed Fh (sale)	Month 15 to 182 (Mar 26 - Feb 40)

<b>PROFIT</b>	-361,132,567	<b>COSTS</b>	552,913,317
<b>PROFIT/SALE</b>	-188.30%	<b>PROFIT/COST</b>	-65.31%
<b>IRR</b>	N/A		

**Appendix 7 : Appraisal Bromborough Wharf: former D1 Oils Site**

<b>REVENUE</b>		File: Appendix 7. D1 Oils.
1 Bed Apartment	230 units at 125,000.00 ea.	28,750,000
2 Bed Apartment	230 units at 160,000.00 ea.	36,800,000
3 Bed Apartment	60 units at 190,000.00 ea.	11,400,000
2 Bed House	175 units at 180,000.00 ea.	31,500,000
3 Bed House	330 units at 240,000.00 ea.	79,200,000
4 Bed House	200 units at 325,000.00 ea.	65,000,000
		<b>REVENUE</b>
		252,650,000

<b>COSTS</b>		
Site Value		20,033,632
Site Stamp Duty		991,182
Site Legal Fees	at 0.50%	100,168
Site Agency Fees	at 1.00%	200,336
		<b>Site Costs</b>
		21,325,318
S106 Contributions		6,736,813
Idp Essential Infrastructure 3154/plot		3,863,650
Site Infrastructure		3,885,000
		<b>Initial Payments</b>
		14,485,463
Apartments Construction Cost	42,600.00 sq-m at 2,014.00 psm	85,796,400
Housing	62,955.00 sq-m at 2,100.00 psm	132,205,500
Garages	315 units at 13,500.00 ea.	4,252,500
M4(2)		602,235
M4(3)		900,444
Part L & F		7,200,550
Ev Charging Houses		609,825
Ev Charging Flats		1,300,000
Water Efficiency		12,250
Net Biodiversity		361,375
Future Homes Standards		9,800,000
Site Demo Clearance & Remediation		2,903,125
Contingency	at 5.00%	12,297,210
Professional Fees	at 8.00%	19,675,536
External Works	at 12.00%	29,513,304
		<b>Build Costs</b>
		307,430,255

Direct Sale Agents Fee	at 4.00%	10,106,000	
Direct Sale Legal Fees	at 0.25%	631,625	
		Disposal Fees	10,737,625
<b>INTEREST</b>	<b>(See CASHFLOW)</b>		168,509,669
8.00% pa	on Debt charged Quarterly and compounded Quarterly		
Site Costs	Month 3 (Mar 25)		
S106 Contributions	Month 3 to 38 (Mar 25 - Feb 28)		
Idp Essential Infrastructure 3154/plot	Month 3 to 38 (Mar 25 - Feb 28)		
Site Infrastructure	Month 9 to 20 (Sep 25 - Aug 26)		
Apartments Construction Cost (bld.)	Month 6 to 165 (Jun 25 - Sep 38)		
Housing (bld.)	Month 6 to 165 (Jun 25 - Sep 38)		
Garages (bld.)	Month 6 to 165 (Jun 25 - Sep 38)		
M4(2) (bld.)	Month 6 to 165 (Jun 25 - Sep 38)		
M4(3) (bld.)	Month 6 to 165 (Jun 25 - Sep 38)		
Part L & F (bld.)	Month 6 to 165 (Jun 25 - Sep 38)		
Ev Charging Houses (bld.)	Month 6 to 165 (Jun 25 - Sep 38)		
Ev Charging Flats (bld.)	Month 6 to 165 (Jun 25 - Sep 38)		
Water Efficiency (bld.)	Month 6 to 165 (Jun 25 - Sep 38)		
Net Biodiversity (bld.)	Month 6 to 165 (Jun 25 - Sep 38)		
Future Homes Standards (bld.)	Month 6 to 165 (Jun 25 - Sep 38)		
Site Demo Clearance & Remediation	Month 3 to 62 (Mar 25 - Feb 30)		
1 Bed Apartment (sale)	Month 24 to 167 (Dec 26 - Nov 38)		
2 Bed Apartment (sale)	Month 24 to 167 (Dec 26 - Nov 38)		
3 Bed Apartment (sale)	Month 24 to 167 (Dec 26 - Nov 38)		
2 Bed House (sale)	Month 15 to 167 (Mar 26 - Nov 38)		
3 Bed House (sale)	Month 15 to 167 (Mar 26 - Nov 38)		
4 Bed House (sale)	Month 15 to 167 (Mar 26 - Nov 38)		
<b>PROFIT</b>	-269,838,330	<b>COSTS</b>	522,488,330
<b>PROFIT/SALE</b>	-106.80%	<b>PROFIT/COST</b>	-51.64%
<b>IRR</b>	N/A		

**Appendix 8 :      Appraisal Seaview Road Liscard**

**REVENUE**

File:Appendix 8 Seaview Road, Liscard

1 Bed Apartment	8 units at 95,000.00 ea.	760,000
2 Bed Apartment	8 units at 130,000.00 ea.	1,040,000
2 Bed House	11 units at 160,000.00 ea.	1,760,000
3 Bed House	9 units at 210,000.00 ea.	1,890,000
4 Bed House	9 units at 260,000.00 ea.	2,340,000
		<b>REVENUE</b>
		7,790,000

**COSTS**

Site Value		771,750	
Site Stamp Duty		28,088	
Site Legal Fees	at 0.50%	3,859	
Site Agency Fees	at 1.00%	7,718	
		Site Costs	811,414
S106 Contributions		292,320	
IpD Essential Infrastructure 3154/plot		141,940	
		Initial Payments	434,260
Apartment Construction Cost	1,186.00 sq-m at 1,475.00 psm	1,749,350	
Housing	2,533.00 sq-m at 1,375.64 psm	3,484,496	
Garages	9 units at 13,500.00 ea.	121,500	
M4(2)	43 units at 523.00 ea.	22,489	
M4(3)	2 units at 22,238.00 ea.	44,476	
Abnormal Costs	45 units at 20,000.00 ea.	900,000	
Part L & F	45 units at 5,878.00 ea.	264,510	
Ev Charging Houses	29 units at 865.00 ea.	25,085	
Ev Charging Flats	16 units at 2,500.00 ea.	40,000	
Water Efficiency	45 units at 10.00 ea.	450	
Net Biodiversity	45 units at 296.00 ea.	13,320	
Future Homes Standards	45 units at 8,000.00 ea.	360,000	
Contingency	at 5.00%	351,284	
Professional Fees	at 6.50%	456,669	
		Build Costs	7,833,629
Direct Sale Agents Fee	at 4.00%	311,600	
Direct Sale Legal Fees	at 0.25%	19,475	

Disposal Fees 331,075

<b>INTEREST</b>	<b>(See CASHFLOW)</b>		<b>4,434,479</b>
8.00% pa	on Debt charged Quarterly and compounded Quarterly		
Site Costs	Month 3 (Mar 25)		
S106 Contributions	Month 3 to 14 (Mar 25 - Feb 26)		
Ipdc Essential Infrastructure 3154/plot	Month 3 to 14 (Mar 25 - Feb 26)		
Apartments Construction Cost (bld.)	Month 4 to 19 (Apr 25 - Jul 26)		
Housing (bld.)	Month 4 to 24 (Apr 25 - Dec 26)		
Garages (bld.)	Month 4 to 24 (Apr 25 - Dec 26)		
M4(2) (bld.)	Month 4 to 24 (Apr 25 - Dec 26)		
M4(3) (bld.)	Month 4 to 24 (Apr 25 - Dec 26)		
Abnormal Costs (bld.)	Month 3 to 24 (Mar 25 - Dec 26)		
Part L & F (bld.)	Month 4 to 24 (Apr 25 - Dec 26)		
Ev Charging Houses (bld.)	Month 4 to 24 (Apr 25 - Dec 26)		
Ev Charging Flats (bld.)	Month 4 to 24 (Apr 25 - Dec 26)		
Water Efficiency (bld.)	Month 4 to 24 (Apr 25 - Dec 26)		
Net Biodiversity (bld.)	Month 4 to 24 (Apr 25 - Dec 26)		
Future Homes Standards (bld.)	Month 4 to 24 (Apr 25 - Dec 26)		
Contingency	Month 3 to 24 (Mar 25 - Dec 26)		
Professional Fees	Month 1 to 12 (Jan 25 - Dec 25)		
1 Bed Apartment (sale)	Month 17 to 25 (May 26 - Jan 27)		
2 Bed Apartment (sale)	Month 17 to 25 (May 26 - Jan 27)		
2 Bed House (sale)	Month 11 to 25 (Nov 25 - Jan 27)		
3 Bed House (sale)	Month 11 to 25 (Nov 25 - Jan 27)		
4 Bed House (sale)	Month 11 to 25 (Nov 25 - Jan 27)		
<b>PROFIT</b>	<b>-6,054,857</b>	<b>COSTS</b>	<b>13,844,857</b>
<b>PROFIT/SALE</b>	<b>-77.73%</b>	<b>PROFIT/COST</b>	<b>-43.73%</b>
<b>IRR</b>	<b>N/A</b>		



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