

REPORT ON AFFORDABLE HOUSING & VIABILITY

**Site at Former Greenfinch Public House, 108 Palatine Road,
West Didsbury, M20 3ZA**

APPLICATION BY:

CHURCHILL RETIREMENT LIVING LIMITED

planning*issues*
TOWN PLANNING AND ARCHITECTURE

CONTENTS

NON-TECHNICAL SUMMARY	1
INTRODUCTION AND STATEMENT OF IMPARTIALITY	4
DESCRIPTION OF APPLICATION SITE	5
NATIONAL PLANNING POLICY	6
DEVELOPMENT PLAN POLICY	9
VACANT BUILDING CREDIT AND VIABILITY ASSESSMENT	12
VIABILITY APPRAISAL OUTPUT AND CONCLUSIONS	20

APPENDICES

Appendix 1 – Accommodation Schedule

Appendix 2 – Sales Values

Appendix 3 – Poole Dick Cost Plan

Appendix 4 – FVA Argus Appraisal 100% Open Market Proposal

Appendix 5 – Assessment of Benchmark Land Value including Poole Dick Cost Plan

SITE:	Former Greenfinch PH Site, Didsbury
LOCAL PLANNING	
AUTHORITY REFERENCE:	TBC
AUTHOR:	Damien Lynch BSc (Hons) MSc MRICS
REVIEWER:	Ziyad Thomas BSc (Hons) MSc MRTPI MRICS

This report or its findings do not constitute a formal valuation under the RICS Valuation – Global Standards 2022. This report has been prepared for Churchill Retirement Living (“the client”) with advice provided expressly in preparation, or during the course of negotiations.

NON-TECHNICAL SUMMARY

- 1.1 This statement provides an assessment of the financial viability of the proposal to build 37 retirement living apartments on the site of Site at the Former Greenfinch Public House, 108 Palatine Road, West Didsbury, M20 3ZA.
- 1.2 The site is 0.3 hectares in area and is irregular in shape. It comprises of the parking area for the former Greenfinch public house which has since been redeveloped into offices and apartments under Application Ref: 133740/FO/2022. The former Greenfinch public house (now Wren House) does not form part of the application site. The application site includes the 9 consented houses (extant) from the previous planning approval.



Site Location

- 1.3 This statement reviews the affordable housing policy requirements which this planning application must adhere to. Core Strategy Policy H8 requires 20% affordable housing on qualifying sites subject to financial viability and evidence of local housing needs.
- 1.4 A detailed assessment of the financial viability of this proposal is considered as part of this report in order to understand how affordable housing inclusion impacts on the economics of the proposal. The residual land value of the proposed scheme must be compared with the site benchmark land value in order to determine if the proposal is viable.
- 1.5 In this case the site benefits from an implementable residential scheme of 9 houses which would not provide affordable housing and this forms the basis of the site benchmark land value given a rationale land owner would not release a site for less than its existing or alternative use value.

- 1.6 The proposal is for a retirement living community with all residents availing of shared amenity and paying service charges at higher-than-average levels to obtain these communal benefits.
- 1.7 As a result of the enhanced levels of non-saleable floorspace, just over 22% of the total area of the apartment proposal is communal area which is a considerably higher percentage than general needs apartment schemes which tend to have only 10-15% non-saleable floor area.
- 1.8 It is commonly accepted that planning obligations and S106 'run with the land'. Policy requires that planning obligations are assessed against uplift in land value associated with the award of a planning permission and intensification of land. It is therefore appropriate to calculate commuted sums against the impact on land value of policy requirements.
- 1.9 Planning obligations must also meet the requirements of the CIL Regulations 122 in that such obligations must be necessary, directly related to the development, and fairly related in scale and kind.
- 1.10 The benchmark land value has been assessed within this report at 6.35 at £2,020,000 supported by a consideration of the site allocation for residential redevelopment (See Appendix 5).
- 1.11 The following table summarises the appraisals examined relating to the 100% open market retirement proposal and considers financial viability by comparing the residual land value of the proposal to the assessed site benchmark land value.

	100% Open Market Scheme	
Open Market Sales	£14,750,000	£6,258 m2 (blended)
Total Cost Outlay	£11,799,997	
Term	59 months	
CIL/other S106	£0	Scheme Specific (TBC)
Profit	£2,950,000	20% on GDV
Residual Land Value	£2,085,125	
Benchmark Land Value	£2,020,000	AUV
Surplus/Deficit	£65,125	

Table 1 – Summary of Viability

- 1.12 It is concluded that the proposal possesses viability headroom of £65,125 which may be secured for the provision of off-site affordable housing.
- 1.13 A sensitivity analysis has been undertaken at Section 7 in order to assess likely future movements in costs and values over the lifetime of a planning consent. This concludes that forecast costs inflation will likely exceed inflation in values over the lifetime of a planning

¹ <https://www.gov.uk/guidance/planning-obligations> (Para 001)

approval. An appropriate and balanced assessment of viability has therefore been undertaken.

INTRODUCTION AND STATEMENT OF IMPARTIALITY

- 2.1 This statement is prepared in relation to proposals to redevelop the car park area of the site at the Former Greenfinch Public House, 108 Palatine Road, West Didsbury, M20 3ZA for retirement living accommodation.
- 2.2 This statement considers how the proposal addresses national and local policy relating to affordable housing and viability matters. This is a specialist housing proposal for older people which national planning guidance recognises possesses different viability characteristics to standard housing typologies. Most notably the proposal differs with the inclusion of higher percentages of non-saleable floorspace and as an age restricted product, typically takes much longer to sell, incurring higher costs as a result.
- 2.3 This statement has been prepared in accordance with the Royal Institution of Chartered Surveyors (RICS) professional statement on Financial Viability in Planning: Conduct and Reporting (1st Edition, May 2019) as well as Assessing Viability in Planning under the NPPF 2019 for England, RICS Guidance Note (1st Edition, March 2021). In line with the requirements, the author confirms the following is true.
- The author of this report has acted with objectivity, without interference and references all appropriate sources of information.
 - No performance-related or contingent fees have been agreed.
 - The information used is market led and not client driven in line with the NPPG standardised approach.
 - Planning Issues is the 'in house' planning consultancy for the applicant. In applying the standardised approach to viability has assessed the viability in a fully impartial manner, assuming market led assumptions.
 - Inputs to the Financial Viability Appraisal (FVA) are reasonably justified and based upon industry benchmarks recently agreed with other local planning authorities for similar proposals and in a number of occasions at planning appeal.
 - The applicant will seek to engage with the local planning authority in order to reach agreement in respect of the report conclusions where differences of opinion may materialise.
 - A non-technical summary of the outputs of the FVA is included to provide a high level summary of the outputs of this assessment.

DESCRIPTION OF APPLICATION SITE

- 3.1 The site is 0.3 hectares in area and is irregular in shape. It comprises of the parking area for the former Greenfinch public house which has since been redeveloped into offices and apartments under Application Ref: 133740/FO/2022. The former Greenfinch public house (now Wren House) does not form part of the application site.
- 3.2 Given the historic use has a parking area, most of the site comprises of hardstanding broken up by small areas of landscaping.
- 3.3 The site benefits from established trees and hedges to all its boundaries, with the most established trees and hedges on the northern boundary but with large trees also present on the other boundaries.
- 3.4 The site is located on the junction of Palatine Road (B5167), one of the principal thoroughfares connecting the south Manchester suburbs with the City Centre, and Lapwing Lane. The carriageway of Palatine Road is adjacent to the site's western boundary, and beyond this, the entrance to the Northern racquet club and West Didsbury tram station. The Lapwing Lane is to the south of the site, and beyond the Metrolink tramline and its embankment.
- 3.5 The west of site is occupied by the modern housing development of Rayleigh Close and beyond this the Grade II Listed Withington town hall. To the north of the site is a detached villa set in a large plot.
- 3.6 Planning application history for the site principally relates to its historic use as a public house and works to protected trees. Applications for comprehensive mixed-use re-development of the site have been submitted and approved in the past two years. Most notably in the context of this report is application reference 133740/FO/2022 for Change of use and conversion of former Greenfinch Public House including selective demolition to provide office accommodation (use class E) and 3 apartments (use class C3), and redevelopment of site to provide 9 dwellings (use class C3) with associated works including landscaping and car parking. This application was approved on 9th August 2022.
- 3.7 Redevelopment of the former Greenfinch Public House into office accommodation (Use Class E) and three apartments (Application Ref: 133740/FO/2022) has been implemented and is now largely complete. Works to the redevelopment of the parking area surrounding the former public house into 9 dwellings have not progressed significantly and it is this component of the site which is the subject of this application. The alternative project of houses will form part of the consideration of the site benchmark land value in this instance.

NATIONAL PLANNING POLICY

Introduction

- 4.1 This section provides an overview of national policy and best practice as it relates to viability in planning.

National Planning Policy Framework (NPPF)

- 4.2 The Government published an amended version of the NPPF in July 2023. This statement will make reference to the current version of the NPPF.
- 4.3 Paragraphs 63 - 65 advises that where a need for affordable housing is identified, planning policies should specify the type required and expect it to be met onsite unless offsite provision or an appropriate financial contribution in lieu can be robustly justified and the agreed approach contributes to the creation of a mixed and balanced community. Where a major development involving housing is proposed, at least 10% of the total number of homes should be available for affordable home ownership. Specialist housing proposals such as housing for older people will be exempt from such a provision in recognition of its non-standard nature.

National Planning Policy Guidance (NPPG)

- 4.4 The National Planning Policy Guidance (NPPG) relating to viability matters was comprehensively updated in July 2018 with further updates in September 2019.
- 4.5 The NPPG reiterates the NPPF position that proposed developments should not be subject to a scale of obligations and policy burdens that threaten development viability. It emphasises that the guidance of the NPPF applies to decision taking on individual sites. It confirms that plans should set out required levels of contribution, including affordable housing, and advises that:

'These policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106.'

'Different requirements may be set for different types or location of site or types of development'.

(Paragraph: 001 Reference ID: 10-001-20180724)

- 4.6 It is increasingly common for Local Plan viability testing to examine the viability of housing for older people. In the case of Fareham Borough Council, their plan wide testing confirms

that specialist housing for older people should be exempt from affordable housing requirements due to constrained viability associated with this typology². The NPPG states that viability assessments are primarily a role for plan making and should not compromise sustainable development and ensure that policies are realistic and will not undermine the delivery of the plan (Paragraph: 002 Reference ID: 10-002-20180724).

4.7 Paragraph 007 states that it is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the decision making level. Such circumstances could include development on unallocated sites, where further information on site and infrastructure costs are required, **or where the proposed development significantly varies from standard models (for example build to rent or housing for older people** – my emphasis) (Paragraph: 007 Reference ID: 10-007-20190509).

4.8 Paragraph 008 states that where a viability assessment is submitted it should refer back to the information that informed the plan and it is a matter for the decision maker as to the weight to be attached to it. This should include matters such as the most up to date evidence, change in circumstances and the transparency of assumptions behind the viability assessment (Paragraph: 008 Reference ID: 10-008-20180724).

4.9 In terms of the review of viability during the lifetime of a project the NPPG states that plans should set out circumstances when review mechanism may be appropriate as well as clear process and terms of engagement regarding how and when viability will be reassessed over the lifetime of the development (Paragraph: 009 Reference ID: 10-008-20190509).

4.10 The NPPG considers the inputs required for a viability assessment to determine if a site is financially viable by looking at whether the value generated by a development is greater than the costs of developing it. This includes reviews of gross development value, costs, land value, landowner premium and developer return supported by appropriate evidence following the Government's recommended approach (Paragraph: 010 Reference ID: 10-010-20180724).

4.11 The required inputs are then defined in the following paragraphs as follows;

Gross Development Value (Paragraph: 011)

The value of the development for which residential developments may be total sales or rental income, for which market evidence can be used.

Costs (Paragraph: 012)

Based on evidence reflective of local market conditions including build costs, abnormal costs, site specific infrastructure costs, policy compliant contributions and CIL, finance costs, professional fees, and contingencies.

² https://www.fareham.gov.uk/pdf/planning/local_plan/revisedpublicationlocalplan.pdf (Para 5.33)

Land Value (Paragraphs 013, 014, 015, and 016)

Based on existing land value plus a premium for the landowner reflecting a minimum return at which the land owner would be willing to sell. This should reflect the implications of abnormal costs, infrastructure costs and professional site fees and be informed by market evidence.

Return to Developer (Paragraph 018)

Potential risk is accounted for in the assumed return for development assumed at between 15-20% of gross development value for plan making purposes but alternative figures may be appropriate for different development types.

- 4.12 The NPPG expects viability appraisals to be prepared by suitably qualified practitioners in accordance with the NPPG. Findings should be presented clearly and set out in an executive summary, making clear what assessments have been used and supported by evidence. It should also be prepared on the basis that it will be made publicly available, unless in exceptional circumstances (Paragraph: 020 Reference ID: 10-020-20180724 and 21 ID: 10-021-20180724).
- 4.13 The NPPG confirms that Information used in viability assessment is not usually specific to that developer and thereby need not contain commercially sensitive data (Paragraph: 021 Reference ID: 10-021-20190509). This reaffirms the standardised approach.
- 4.14 On 26th June 2019, a further NPPG update was published relating to Housing for older and disabled people. This guidance stresses that plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure and that plans can set out different policy requirements for different types of development.
- 4.15 This section of the NPPG identifies specialist housing for older people as a 'nonstandard' model of housing where different viability considerations will be relevant.
- 4.16 The NPPF states within this section that decision makers should consider the location and viability of a development when assessing planning applications for specialist housing for older people. Local planning authorities can encourage the development of more affordable models and make use of products like shared ownership. Where there is an identified unmet need for specialist housing, local authorities should take a positive approach to schemes that propose to address this need (Ibid).

Vacant Building Credit

- 4.17 There are no existing vacant buildings present within the application boundary.

5. DEVELOPMENT PLAN POLICY

- 5.1 This section sets out local planning policy considerations as they relate to affordable housing and other planning obligations.

The Manchester Core Strategy (Adopted July 2012)

- 5.2 The Development Plan for the Council consists of the Manchester Core Strategy adopted in July 2012 which sets out the vision for the area up until 2027. Policy H1 sets out that development should increase housing choice and address housing need.
- 5.3 Policy H8 deals with affordable housing matters on new developments requiring that 20% affordable housing is provided on sites consisting of 15 or more units (or 0.3 hectares or more) subject to financial viability and a reflection of local housing needs.
- 5.4 The council's preferred option is on site affordable housing delivery subject to viability. The policy sets out that of the 20% target, 5% should be social rented and the remaining 15% intermediate tenures of affordable housing so as to increase housing tenure options within Manchester over the plan period.
- 5.5 Policy H10 supports the provision of housing options for people with additional supports needs including older people in appropriate locations.
- 5.6 The accompanying planning statement sets out that as the Core Strategy is now over 5 years old, its policies need to be read in conjunction with the NPPF.

Providing for Housing Choice SPG (2008)

- 5.7 An SPG relating to housing choice was adopted in September 2008. Whilst the document is dated, it remains a material consideration in assessing planning applications and provides detail in relation the councils position regarding commuted sums and viability matters.
- 5.8 The SPG references evidence of housing need and states that there is a large existing stock of affordable housing in Manchester and as such, the introduction of the affordable housing policy requirement on new development was intended to be proceeded with 'cautiously' (5.9). The target is to be addressed on 'a site by site basis'. 5.15 highlights the focus on increasing home ownership options.
- 5.9 The formula for calculating a commuted sum for each unit is as follows:

The market price of the property minus the contribution that the RSL is able to make by raising private funding supported by predicted revenue and capital income from the property, which will be made available to a household on an average income (see 4.16-17) or in the case of social rented provision at benchmark rents. To this

figure will be added costs of approximately 5% of the agreed sum above, to cover the RSL's management and/or maintenance liabilities for the given property. The number of housing units upon which the charge would be based would include all of the housing units sold at market cost.

- 5.10 Given the dated nature of the SPG, the above methodology would need to be assessed against NPPF requirements in relation to planning obligations and in particular the requirement in paragraph 57 for obligations to be fairly related in scale and kind to the proposal and for off site contributions to be broadly equivalent/appropriate to that which would have been required on site. It is inappropriate to penalise a developer where each party agrees it is not feasible to provide affordable housing on site for management reasons.
- 5.11 In relation to viability considerations, the SPG states that the Council will ensure that when seeking planning obligations, the combined total impact will not threaten the overall viability of the sites and scale of development identified in the Development Plan (5.67)

Greater Manchester Places for Everyone Emerging Plan (2022)

- 5.12 The emerging Greater Manchester Places for Everyone Plan sets out a strategic target for affordable housing delivery across greater Manchester. Policy H2 seeks to maximise delivery for sale and rent as part of market led developments based on evidence relating to need and viability.
- 5.13 The evidence base underpinning the emerging plan included a strategic assessment of plan wide viability undertaken by Three Dragons in 2020. This included an assessment of the viability of older persons housing development in the form of a single 50 unit scheme. The testing applied a generic brownfield benchmark land value between £430,000 and £660,000 per gross hectare. The study concluded against this low threshold that policy targets may be delivered but only following adjustments to sales values (+10%) or reduction in profit which is not considered feasible in line with the consistent findings at appeal (See 6.29 onwards).
- 5.14 The 'plan wide viability study' adopts the RHG Guidance³ in respect of testing viability for housing for older people.

Greater Manchester SHMA (April 2021)

- 5.15 The most recent assessment of housing need across Greater Manchester is set out within the 2021 SHMA. The SHMA highlights that in Greater Manchester there will be 33.1% more

³ [COMMUNITY INFRASTRUCTURE LEVY \(retirementhousinggroup.com\)](https://www.retirementhousinggroup.com/)

people aged 65 and over living alone by 2040 rising from 145,444 in 2020 to 193,542 in 2040 – this is an increase of just over 48,000 people. (6.15)

- 5.16 As of 2018/19, the current stock of housing specifically designed for older people in Greater Manchester consists of 1,108 properties with 32,447 dwelling units.⁶⁶ The majority of these are for rent (24,845) rather than for sale (4,991) (6.17)
- 5.17 Analysis by the Housing Learning and Improvement Network (LIN)/Elderly Accommodation Counsel (EAC), 67 produced for GMCA, estimates that the shortfall - the 'gap' between future demand and current supply, for specialist housing and accommodation for older people, is likely to be by 2037 over 18,000 units of housing for older people.

Conclusions

- 5.18 The council's affordable housing policy has a starting position that 20% affordable housing should be provided. However, this is subject to an assessment of financial viability and housing need.
- 5.19 Commuted sums may be acceptable in certain circumstances and the council's SPG provides some guidance on this. In applying this methodology the council would need to confirm that the approach is in accordance with paragraph 57 of the NPPF as well as NPPG Paragraph: 004 Reference ID: 23b-004-20190901 which sets out how and where planning obligations methodology should be adopted.
- 5.20 In respect of housing needs, the latest needs assessment highlights the requirement for a wide range of housing choice for older people with a growing population of older households. Common with other parts of the country, existing older person households tend to be owner occupiers with equity available to downsize but with a lack of feasible and attractive options to downsize.
- 5.21 In relation to viability, the council's plan wide viability assessment is dated (2009). The more recent Greater Manchester wide assessment of viability looked at a single typology and applied a very low benchmark land value and still concluded that viability would be marginal if adjustments were not made to sales values and profit margins.
- 5.22 The following section examines the viability of the proposed scheme, making reference to assumptions applied within the plan wide viability study where appropriate.
- 5.23 The methodology follows national guidance and RICS professional standards in assessing the residual land value generated by the proposal and assessing this against the site benchmark land value. The site benchmark land value must consider the minimum level at which a rationale land owner would release the land for redevelopment having considered all of the options available.

VIABILITY ASSESSMENT

Financial Appraisal Inputs

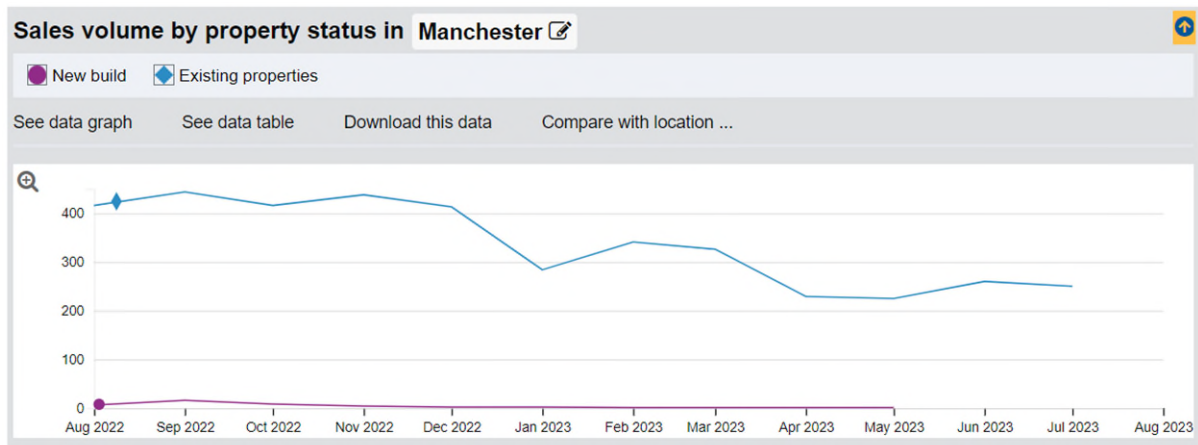
Internal Floor Area

6.1 The proposed building is made up of the following (Appendix 1):

37 units	24 × 1-beds (54.46 m ²) & 13 × 2-beds (80.75 m ²)
Saleable floor area	2,357 m ²
GIFA	3,023 m ²
Gross/Net saleable area	77.94%

Sales Values

- 6.2 The average sold price for all property in Didsbury over the last 12 months was £405,000 according to Zoopla and £368,000 according to Rightmove. Flats sold within the last year averaged £231,000 according to Rightmove and £245,000 according to Zoopla. Semi detached houses average £443,000 - £470,000 according to each dataset which vary the search area marginally and include both new and resale properties.
- 6.3 3 bed end of semi-detached town houses are available at Albert Place Didsbury asking £550,000 with 2 bed mews houses asking £380,000 at Tripps Mews.
- 6.4 There are 162 records of new build flatted sales within 1.5 km of the site since 2013 within the 50-100 m² range. Allowing for indexation from the sale date to the date of this report, the blended achieved values are £4,670 m² across average unit sizes of 67.69 m².
- 6.5 The closest direct comparable in terms of sales transactions is the Adlington development located approximately 1.5 miles to the east at The Woodlands, Heaton Mersey. This is an over 55s development with on site restaurant, activities and therapy suite. 15 transactions have been located online securing a rate of £4,651 m² once indexation is applied (average size 89.25 m²).
- 6.6 In general, the market has been slowing with the Land Registry demonstrating falling average annual increases across Manchester since late 2022. There has also been a noticeable fall in residential sales transactions across the wider market.



- 6.7 Where there is a lack of direct comparable sales transactions in the area, the RHG Retirement Housing Group viability note⁴ points to average existing 3 bed semi detached houses equating to approximate pricing for 2 bed retirement properties and 1 retirement properties being broadly 75% of this level.
- 6.8 An optimistic view on sales values has been taken in this instance with average values of £360,000 (£6,610 m²) for 1 bed units and £470,000 (£5,820 m²) for 2 bed units. These values represent a considerable uplift over comparable sized nonretirement properties within the immediate area. A breakdown of the above analysis is included at Appendix 2 of this statement.
- 6.9 The applicant reserves the right to revisit these assumptions in light of evolving market conditions which at the time of writing show a downward trend continuing into 2024 with year on year declines likely to be in the region of 7-10%⁵.

Base Build Cost

- 6.10 The applicant commissioned Poole Dick Chartered Surveyors to assess the cost of building the proposed scheme. The Poole Dick analysis confirms a base construction cost of £5,763,000 or £1,906 m² which includes uplifts to building regulation requirements (Parts F, L, O and S of the Building Regulations). The Poole Dick analysis is included at Appendix 3.

⁴ [COMMUNITY INFRASTRUCTURE LEVY \(retirementhousinggroup.com\)](https://www.retirementhousinggroup.com/)

⁵ [JLL Residential Forecasts 2024-2028](#)

External Build Cost

- 6.11 Typical allowances range between 5-15% of base build cost⁶. The Poole Dick cost plan advises a rate of 10% of base build cost. It is noted that the Manchester plan wide viability adopts a rate of 15%.
- 6.12 Further site and proposal specific development costs are allowed as set out at Appendix 3. These include removal of hard standing, contamination remediation and S278 works equating to less than 4% of base build cost. This is a typical allowance on a brownfield site.

Professional Fees

- 6.13 An allowance of 10% of the base construction costs has been used to take account of the particular complexity of designing and delivering sheltered housing development on brownfield sites. This is within the usual tolerance for this type and scale of proposal and accords with the advice of Poole Dick at Appendix 3.

Other S106/Planning Obligations/Community Infrastructure Levy (CIL)

- 6.14 The council does not have an adopted CIL charging schedule.
- 6.15 No other S106 allowance is included within the appraisal. Were other S106 costs to be identified during the application determination period they must be factored into the viability appraisal.

Sales and Marketing

- 6.16 Sales and marketing allowances for specialist housing proposals for older people are widely acknowledged to differ substantially from mainstream housing. This is due to the restricted occupancy and longer than average sales periods often extending over several years. A dedicated sales staff will be present on site from pre completion to end of sale supported by regional and head office marketing teams. The overall allowance must also cover online marketing, promotional events and local agent engagement.
- 6.17 A combined rate of 5% of sales revenue for sales and marketing costs has been assumed as supported by a number of recent appeal decisions.⁷
- 6.18 Legal fees associated with the sale of each property is assumed at £750 per unit as standard.

⁶ GLA Viability Toolkit Guidance Notes 2015.

⁷ Appeal Ref: 3166677 (Redditch, December 2017)

Sales Rate

- 6.19 The site is located within the applicant's Northern and Midlands region where the average sales rate across 13 selling sites is 0.89 sales per month and 0.32 sales per month over the last 6 months in light of the wider slow down across the housing market.
- 6.20 This is a typical sales period profile for this typology where sales rates start off high within the first 1-3 months and then taper out over the following 30 months or so depending on the scale of development.
- 6.21 For the purpose of this appraisal, it is assumed that a rate of 1.1 sales per month is achieved across a 34-month period. It is assumed that 24% of all units are sold in month 1 with 60% sold in months 1-12. The remaining units sales are spaced evenly across the remaining sales period.
- 6.22 This is considered ambitious considering the comparable evidence and as such, the applicant reserves the right to revisit these assumptions in light of changes in the market which at the time of writing show transactions down to levels last seen in 2012 across the country (Zoopla and Land Registry data, November 2023).

Empty Property Costs

- 6.23 Empty property costs are a function of council tax payable on finished unsold and empty property as well as service charges and other charges, which must be paid owing to longer than average sales periods for this type of proposal. The inclusion of EPCs within viability appraisals has been agreed with local planning authorities and their assessors on similar proposals throughout the country.
- 6.24 It is considered reasonable to include such costs within the viability appraisal as they are an unavoidable cost associated with the development of retirement living flatted schemes. The NPPG is clear at paragraph 007 that where types of development are proposed which may significantly differ from standard models of development (e.g. housing for older people), the particular viability considerations can be taken into account by decision makers. EPCs are a particular cost associated with this form of development.
- 6.25 A breakdown of the empty property costs associated with this development is included below and applied to the Argus cashflow to accurately link to the assumed sales rate and finance costs. The costs are summarised within the Argus model at Appendix 5.

EMPTY PROPERTY COSTS - DIDSBURY			
Average Cost Per Month Applied to Argus Appraisal Empty Property Cost Cashflow			
1 bed apartments		units	Total
Service charge	£ 208.75	27	£ 5,636.25
Council Tax (C)	£ 145.83	27	£ 3,937.50
Utilities	£ 25.00	27	£ 675.00
Average	£ 379.58	27	£ 10,248.75
2 bed apartments		units	Total
Service charge	£ 309.25	13	£ 4,020.25
Council Tax (D)	£ 164.08	13	£ 2,133.08
Utilities	£ 25.00	13	£ 325.00
Average	£ 498.33	13	£ 6,478.33

Table 3 – Summary of Empty Property Costs Monthly Payments

Finance Costs

- 6.26 An overall debit rate of 8.0% is applied and this has been included in this submission. A credit rate of 1.0% has been assumed. No arrangement fee has been allowed for in the appraisal as it is assumed to be incorporated within the overall debit rate. It is widely reported at the time of writing that average development lending rates are now in excess of 12%. Given the uncertainty surrounding Bank of England base rate movements, the applicant reserves the right to review these assumptions.

Land Acquisition Costs

- 6.27 Stamp duty is applied at the current HMRC variable rates as updated in April 2016.
- 6.28 Land purchase legal fees at 0.75% of the land value on purchase and Acquisition Agent fees at 1% of the land value are assumed as standard.

Developers Return

- 6.29 As set out, the NPPG is clear that potential risk is accounted for in the assumed return for development assumed at between 15-20% of gross development value for plan making purposes but alternative figures may be appropriate for different development types and typologies.
- 6.30 An acceptable return for risk in respect of retirement living proposals such as this not less than 20% of gross development value. This is consistent with the Inspector conclusions for the McCarthy and Stone proposal at Redditch (Appeal Ref: 3166677), the Churchill Retirement Living proposal at Cheam (Appeal Ref: 3159137) and the Churchill Retirement Living scheme at West Bridgford (Appeal Ref: 3229412) in 2019. The consistent findings in these appeal decisions were:

- There are a number of inherent sector specific risks with this form of development which materially differ to that of general needs housing including an inability to phase and allow for risk reappraisal.
- Retirement living housing must be fully completed and operationally ready before sales commences as older people are less likely to buy 'off plan' without seeing for example the benefit of the communal facilities.
- The above provides a slower return on investment and a longer period of uncertainty in the market and cost exposure. This risk is particularly pronounced in periods of market uncertainty when sales rates are slow. This is the case in the current market where we are seeing access to development finance tightening with lenders increasing borrowing rates and demanding higher coverage in the form of higher developer returns.
- A restricted occupancy also limits the marketability of such housing in comparison to general needs development. The sector does not benefit from Government incentives such as First Homes. A slow down in the wider market also means that sales for older persons housing also slow down given that such sales are often at the end of a much longer chain. We are now seeing sales transactions across the wider market slow considerably as a result of increased mortgage rates and affordability issues for prospective purchasers across the market.
- The NPPG recognises that viability for older peoples housing differs from general needs housing (NPPG Paragraph 007) and that it is appropriate for local planning authorities to recognise this at both the plan making and decision taking level.

Timing Assumptions

6.31 The following timing assumptions are made for the viability appraisal:

FINANCE		
Timescale	Duration	Commences
Acquisition	1	Nov 2023
Pre-Construction	6	Dec 2023
Construction	18	Jun 2024
Sale	34	Dec 2025
Total Duration	59	

6.32 A copy of the financial viability appraisal (FVA) for a 100% open market appraisal is included at Appendix 4 and summarised within Section 7.

Benchmark Land Value

- 6.33 In assessing the viability of the site, a key benchmark is site value. For planning viability assessment purposes, the starting position should be the existing use value.

To define land value for any viability assessment, a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to fully comply with policy requirements. Landowners and site purchasers should consider policy requirements when agreeing land transactions. This approach is often called 'existing use value plus' (EUV+).⁸

- 6.34 In this case the existing use is a former car park associated with the former public house use which in itself would represent a very low existing use value and if applied blindly to a viability appraisal would not reflect the value necessary to allow a reasonable landowner to sell for development purposes in this case.
- 6.35 The context of the existing position and other options available to the landowner must be reflected in the benchmark applied in this case.
- 6.36 The site benefits from an extant planning permission for 9 large houses associated with recent planning approval for the wider site. The NPPG recognises the application of AUV for viability, stating:

For the purpose of viability assessment alternative use value (AUV) refers to the value of land for uses other than its existing use. AUV of the land may be informative in establishing benchmark land value. If applying alternative uses when establishing benchmark land value these should be limited to those uses which would fully comply with up to date development plan policies, including any policy requirements for contributions towards affordable housing at the relevant levels set out in the plan.

Plan makers can set out in which circumstances alternative uses can be used. This might include if there is evidence that the alternative use would fully comply with up to date development plan policies, if it can be demonstrated that the alternative use could be implemented on the site in question, if it can be demonstrated there is market demand for that use, and if there is an explanation as to why the alternative

⁸ <https://www.gov.uk/guidance/viability> (reference 10-013-20190509)

use has not been pursued. Where AUV is used this should be supported by evidence of the costs and values of the alternative use to justify the land value. Valuation based on AUV includes the premium to the landowner.⁹

- 6.37 A consideration of the AUV of the site has been set out at Appendix 5. In addressing the requirements of the NPPG, the site benefits from an implementable planning consent for alternative forms of residential, there is a market demand for the proposed AUV scheme as set out within the council's housing needs evidence base and it is considered that such a proposal might reasonably come forward on the site in the absence of the retirement living proposals put forward by the applicant.
- 6.38 A residual land appraisal has been prepared for an AUV scheme on that basis taking note of local housing needs in the assessment. This arrives at a residual value of £2,020,000.
- 6.39 The site benchmark land value has therefore assumed to be £2,020,000 and applied to the viability appraisal accordingly.

⁹ <https://www.gov.uk/guidance/viability> (reference ID 10-017-20190509)

VIABILITY APPRAISAL OUTPUT AND CONCLUSIONS

- 7.1 The outputs of the financial appraisals with 0% affordable housing are summarised below for ease of reference applying the assumption that any viable affordable housing contribution would be satisfied on the basis of a financial payment. For any sum to be viable, the residual land value of the proposal must be higher than the benchmark land value. See Appendix 4 for the full appraisal.

	100% Open Market Scheme	
Open Market Sales	£14,750,000	£6,258 m2 (blended)
Base Construction Cost	£5,763,582	£1,391 - £1,787 m2
External Build Costs	£744,593	including extra over costs
Contingency	£325,409	5% base
Extra Over Build Costs	Included Above	Scheme Specific
Professional Fees	£650,818	10% base
CIL/other S106	£0	Scheme Specific (TBC)
Marketing	£442,500	3% GDV
Disposal Costs	£322,750	2% GDV
Unsold Unit Fees	£159,507	Scheme Specific
Finance	£1,175,468	8%
Acquisition Costs	£130,246	As Standard
Total Cost Outlay	£11,799,997	
Term	59 months	
Profit	£2,950,000	20% GDV
Residual Land Value	£2,085,125	
Benchmark Land Value	£2,020,000	AUV
Surplus/Deficit	£65,125	

Table 4 – Summary of Viability Appraisal Outputs

- 7.2 The residual value of the proposed scheme with no affordable housing is higher than the assessed site benchmark land value. The 'headroom' available is £65,125 in this case.
- 7.3 This 'viability headroom' is not considered sufficient to enable on site affordable housing of a quantum required to achieve economies of scale. Furthermore, on site affordable housing is not deemed practical given issues with mixed management and mixed tenure retirement living developments whereby day to day management and service charge affordability are key considerations in enabling sustainable communities in the long term. This is a position routinely agreed with local planning authorities throughout the county on similar proposals.
- 7.4 Once other S106 requirements have been identified through the determination of the planning application, these should be considered within the context of the viability of the proposal as demonstrated within this report.

Sensitivity Testing

- 7.5 As required by the RICS Conduct and Reporting professional statement, sensitivity testing of the appraisal has been undertaken. Stepped increases and decreases of 2.5% in sales

revenue and build costs are analysed and a summary of impact of residual land value is presented.

Sensitivity Analysis Report

Table of Land Cost and Land Cost

Construction: Rate /m²								
Sales: Rate /m²	-7.500%	-5.000%	-2.500%	0.000%	2.500%	5.000%	7.500%	10.000%
-7.500%	-1,864,693	-1,724,925	-1,585,158	-1,445,389	-1,305,621	-1,165,852	-1,026,084	-886,315
	-1,864,693	-1,724,925	-1,585,158	-1,445,389	-1,305,621	-1,165,852	-1,026,084	-886,315
-5.000%	-2,077,938	-1,938,170	-1,798,402	-1,658,635	-1,518,866	-1,379,098	-1,239,330	-1,099,561
	-2,077,938	-1,938,170	-1,798,402	-1,658,635	-1,518,866	-1,379,098	-1,239,330	-1,099,561
-2.500%	-2,291,183	-2,151,416	-2,011,647	-1,871,880	-1,732,112	-1,592,344	-1,452,575	-1,312,810
	-2,291,183	-2,151,416	-2,011,647	-1,871,880	-1,732,112	-1,592,344	-1,452,575	-1,312,810
0.000%	-2,504,428	-2,364,660	-2,224,893	-2,085,125	-1,945,357	-1,805,589	-1,665,821	-1,526,053
	-2,504,428	-2,364,660	-2,224,893	-2,085,125	-1,945,357	-1,805,589	-1,665,821	-1,526,053
2.500%	-2,717,678	-2,577,906	-2,438,137	-2,298,370	-2,158,602	-2,018,834	-1,879,066	-1,739,298
	-2,717,678	-2,577,906	-2,438,137	-2,298,370	-2,158,602	-2,018,834	-1,879,066	-1,739,298
5.000%	-2,930,924	-2,791,155	-2,651,383	-2,511,614	-2,371,847	-2,232,079	-2,092,311	-1,952,543
	-2,930,924	-2,791,155	-2,651,383	-2,511,614	-2,371,847	-2,232,079	-2,092,311	-1,952,543
7.500%	-3,144,170	-3,004,401	-2,864,633	-2,724,860	-2,585,092	-2,445,324	-2,305,556	-2,165,788
	-3,144,170	-3,004,401	-2,864,633	-2,724,860	-2,585,092	-2,445,324	-2,305,556	-2,165,788
10.000%	-3,357,415	-3,217,647	-3,077,878	-2,938,110	-2,798,337	-2,658,569	-2,518,802	-2,379,033
	-3,357,415	-3,217,647	-3,077,878	-2,938,110	-2,798,337	-2,658,569	-2,518,802	-2,379,033

Table 5 – Sensitivity Analysis

7.6 In relation to build cost, the BCIS quarterly briefing (September 2023) outlines its expectations for the industry, set against a backdrop of tightening market conditions. From 3Q 2023, costs are set to rise between 2% and 3% per annum until 2028. This is slightly less than tender prices, which are expected to increase between 3% and 4% per annum in the same the period.

7.7 Cumulatively, from 2023 – 2026, tender prices are forecast to increase by 13.6% above current levels.

Table 9: BCIS forecast of tender prices

Period	Forecast
2Q2022 to 2Q2023	+4.9%
2Q2023 to 2Q2024	+2.4%
2Q2024 to 2Q2025	+3.3%
2Q2025 to 2Q2026	+3.0%
2Q2026 to 2Q2027	+3.4%
2Q2027 to 2Q2028	+3.5%

BCIS Forecast of Tender Price Index Growth to 2026

7.8 In terms of values, Savills and Knight Frank forecast 5-10% declines in house prices in 2023-24 with modest recovery in 2025¹⁰. Capital Economics forecast a decline of 8.5% between Q4 2023 and Q4 2024.

7.9 The Office for Budget Responsibility March 2023 update states in relation to house prices:

“Our central forecast is that house prices fall by 10 per cent from their high in the fourth quarter of 2022, a 1 percentage point larger fall than in our November forecast (right panel of Chart 2.19). Property transactions are expected to drop by 20 per cent relative to their peak in the same quarter. Leading indicators from Halifax and Nationwide suggest that house prices have already fallen by 3 to 6 per cent between their peak in the middle of 2022 and February 2023. Low consumer confidence, the squeeze on real incomes, and the expectation of mortgage rate rises to come are expected to contribute to continued falls in house prices and a reduction in housing market activity.”¹¹

7.10 The RICS Housing Market Survey October 2023¹² pointed to a renewed deterioration in sales market activity. This is on the back of the recent escalation in interest rate expectations. Market sentiment amongst contributors is also negative with all English regions showing declines in values and transactions.

7.11 In summary, forecasts over the next 3 years suggest that build cost inflation will continue to outpace inflation in house prices. It is therefore concluded that the assumptions within the FVA are appropriately balanced and are not overly pessimistic given the current and forecasted movements in costs and values.

¹⁰ [New Knight Frank House Price Forecasts: October 2023](#)

¹¹ [Economic and fiscal outlook - March 2023 - Office for Budget Responsibility \(obr.uk\)](#)

¹² [UK Residential Market Survey \(rics.org\)](#)

APPENDICES

Appendix 1 – Accommodation Schedule

Appendix 2 – Sales Values

Appendix 3 – Poole Dick Cost Plan

Appendix 4 – FVA Argus Appraisal 100% Open Market Proposal

Appendix 5 – Assessment of Benchmark Land Value including Poole Dick Cost Plan

Appendix 1 – Accommodation Schedule

Flat Areas

FLOOR	FLATS		GROSS AREA			GROSS AREA			1 bed / 2 person 1B2P	2 bed / person 2B4P	4				
G	1	=	56.21	m ²	=	605.0	ft ²		☐						
G	2	=	56.21	m ²	=	605.0	ft ²		☐						
G	3	=	76.84	m ²	=	827.1	ft ²			☐					
G	4	=	56.21	m ²	=	605.0	ft ²		☐						
G	5	=	83.85	m ²	=	902.6	ft ²			☐					
G	6	=	76.84	m ²	=	827.1	ft ²			☐					
G	7	=	53.05	m ²	=	571.0	ft ²		☐						
G	8	=	53.05	m ²	=	571.0	ft ²		☐						
G	9	=	53.05	m ²	=	571.0	ft ²		☐						
G	10	=	82.51	m ²	=	888.1	ft ²			☐					
G	11	=	53.05	m ²	=	571.0	ft ²		☐						
1	12	=	82.51	m ²	=	888.1	ft ²			☐					
1	12a	=	60.29	m ²	=	649.0	ft ²		☐						
1	14	=	53.05	m ²	=	571.0	ft ²		☐						
1	15	=	53.05	m ²	=	571.0	ft ²		☐						
1	16	=	53.05	m ²	=	571.0	ft ²		☐						
1	17	=	83.21	m ²	=	895.7	ft ²			☐					
1	18	=	76.84	m ²	=	827.1	ft ²			☐					
1	19	=	56.21	m ²	=	605.0	ft ²		☐						
1	20	=	83.85	m ²	=	902.6	ft ²			☐					
1	21	=	53.05	m ²	=	571.0	ft ²		☐						
1	22	=	53.05	m ²	=	571.0	ft ²		☐						
1	23	=	53.05	m ²	=	571.0	ft ²		☐						
1	24	=	53.05	m ²	=	571.0	ft ²		☐						
2	25	=	82.51	m ²	=	888.1	ft ²			☐					
2	26	=	63.96	m ²	=	688.5	ft ²		☐						
2	27	=	53.05	m ²	=	571.0	ft ²		☐						
2	28	=	53.05	m ²	=	571.0	ft ²		☐						
2	29	=	53.05	m ²	=	571.0	ft ²		☐						
2	30	=	83.21	m ²	=	895.7	ft ²			☐					
2	31	=	76.84	m ²	=	827.1	ft ²			☐					
2	32	=	56.21	m ²	=	605.0	ft ²		☐						
2	33	=	83.85	m ²	=	902.6	ft ²			☐					
2	34	=	76.84	m ²	=	827.1	ft ²			☐					
2	35	=	53.05	m ²	=	571.0	ft ²		☐						
2	36	=	53.05	m ²	=	571.0	ft ²		☐						
2	37	=	53.05	m ²	=	571.0	ft ²		☐						

Ground floor

First floor

Second floor

Third floor

7	4
9	4
8	5
24	13

					1B2P	2B4P		
Total					24	13		
Parking spaces	13				64.9%	35.1%		
Battery cars	6				54.46	80.75		
Amenity areas					1307	1049.8	2356.79	
Owner's Lounge =	89.70	m²	=	965.5	ft²			
Main Entrance =	6.15	m²	=	66.2	ft²			
Reception =	5.33	m²	=	57.4	ft²			
Office =	7.69	m²	=	82.8	ft²			
Guest =	21.74	m²	=	234.0	ft²			
Coffee Bar =	6.55	m²	=	70.5	ft²			
Refuse =	24.98	m²	=	268.9	ft²			
Buggy Store =	11.99	m²	=	129.1	ft²			
WC =	2.96	m²	=	31.9	ft²			
Utility =	2.96	m²	=	31.9	ft²			
Store x3 =	8.81	m²	=	94.8	ft²			
Lifts & Plant - G =	6.04	m²	=	65.0	ft²			

Lifts & Plant - 1st =	6.04	m ²	=	65.0	ft ²	
Lifts & Plant - 2nd =	6.04	m ²	=	65.0	ft ²	
Stair 1 =						
total =	31.15	m ²	=	335.3	ft ²	
Stair 2 =						
total =	34.81	m ²	=	374.7	ft ²	
Corridor						Length
G =	83.87	m ²	=	902.8	ft ²	121.2
1st =	85.66	m ²	=	922.0	ft ²	120.0
2nd =	81.78	m ²	=	880.3	ft ²	114.4
		524.3	m ²	=	5643.0	ft ²

Gross area internal

G =	1018.9	m ²	=	10967.1	ft ²
1st =	1002.5	m ²	=	10790.6	ft ²
2nd =	1002.5	m ²	=	10790.6	ft ²
	<u>3023.84</u>	m ²	=	<u>32548.3</u>	ft ²

Gross area external

G =	1080.0	m ²	=	11625.0	ft ²
1st =	1065.2	m ²	=	11465.4	ft ²
2nd =	1065.2	m ²	=	11465.4	ft ²
	<u>3210.3</u>	m ²	=	<u>34555.8</u>	ft ²

perimeter (m)

176.0
180.5
180.5

Saleable/Amenity/Structure

Saleable Area	2356.9	m ²	=	25368.9	ft ²	=	77.94	%
Amenity Area	524.3	m ²	=	5643.0	ft ²	=	17.34	%
Structure	142.7	m ²	=	1536.4	ft ²	=	4.72	%
Gross Site Area	3059.1	m ²	=	32928.0	ft ²			
Soft landscape Area	1222.1	m ²	=	13154.3	ft ²			
Hard Landscape Area	757.0	m ²	=	8148.7	ft ²	includes patios		

Appendix 2 – Sales Values

Newbuild Flatted Values within 1.5 km of the site since 2018 with indexation											
No	Address	Postcode	Date sold	Sold price	Estimated m	New build	Subcategory	Floor area n	Price per m	Market price	Tenure
110	Flat 3, 611a, Wilmslow Road, Manchester, Greater Manchester M20 6DR	M20 6DR	03/01/2018	375000	495925	TRUE	Flat	89	4213.48	5572.19	Leasehold
111	Flat 12, 611a, Wilmslow Road, Manchester, Greater Manchester M20 6DR	M20 6DR	03/01/2018	395000	522374	TRUE	Flat	67	5895.52	7796.63	Leasehold
109	Flat 10, 611a, Wilmslow Road, Manchester, Greater Manchester M20 6DR	M20 6DR	12/01/2018	375000	495925	TRUE	Flat	89	4213.48	5572.19	Leasehold
105	Flat 3, 9, Toddbrook Close, Manchester, Greater Manchester M20 1NB	M20 1NB	18/05/2018	279995	369518	TRUE	Flat	85	3294.06	4347.27	Leasehold
104	Flat 8, 9, Toddbrook Close, Manchester, Greater Manchester M20 1NB	M20 1NB	21/05/2018	279995	369518	TRUE	Flat	82	3414.57	4506.32	Leasehold
103	Flat 5, 9, Toddbrook Close, Manchester, Greater Manchester M20 1NB	M20 1NB	24/05/2018	279995	369518	TRUE	Flat	82	3414.57	4506.32	Leasehold
101	Flat 11, 9, Toddbrook Close, Manchester, Greater Manchester M20 1NB	M20 1NB	25/05/2018	299995	395913	TRUE	Flat	88	3409.03	4499.01	Leasehold
102	Flat 12, 9, Toddbrook Close, Manchester, Greater Manchester M20 1NB	M20 1NB	25/05/2018	284995	376117	TRUE	Flat	82	3475.55	4586.79	Leasehold
100	Flat 2, 9, Toddbrook Close, Manchester, Greater Manchester M20 1NB	M20 1NB	31/05/2018	279995	369518	TRUE	Flat	85	3294.06	4347.27	Leasehold
99	Flat 7, 611a, Wilmslow Road, Manchester, Greater Manchester M20 6DR	M20 6DR	08/06/2018	389000	502608	TRUE	Flat	89	4370.79	5647.28	Leasehold
98	Flat 1, 8, Toddbrook Close, Manchester, Greater Manchester M20 1NB	M20 1NB	22/06/2018	284995	368228	TRUE	Flat	82	3475.55	4490.59	Leasehold
96	Flat 4, 8, Toddbrook Close, Manchester, Greater Manchester M20 1NB	M20 1NB	25/06/2018	284995	368228	TRUE	Flat	82	3475.55	4490.59	Leasehold
93	Flat 10, 8, Toddbrook Close, Manchester, Greater Manchester M20 1NB	M20 1NB	29/06/2018	309995	400530	TRUE	Flat	88	3522.67	4551.48	Leasehold
94	Flat 12, 8, Toddbrook Close, Manchester, Greater Manchester M20 1NB	M20 1NB	29/06/2018	294995	381149	TRUE	Flat	82	3597.5	4648.16	Leasehold
95	Flat 9, 8, Toddbrook Close, Manchester, Greater Manchester M20 1NB	M20 1NB	29/06/2018	294995	381149	TRUE	Flat	82	3597.5	4648.16	Leasehold
92	Flat 7, 178, Palatine Road, Manchester, Greater Manchester M20 2UW	M20 2UW	16/07/2018	234000	302211	TRUE	Flat	52	4500	5811.75	Leasehold
91	Flat 6, 8, Toddbrook Close, Manchester, Greater Manchester M20 1NB	M20 1NB	27/07/2018	304995	393900	TRUE	Flat	88	3465.85	4476.14	Leasehold
90	Flat 7, 8, Toddbrook Close, Manchester, Greater Manchester M20 1NB	M20 1NB	03/08/2018	304995	388253	TRUE	Flat	88	3465.85	4411.97	Leasehold
88	Flat 1, 9, Toddbrook Close, Manchester, Greater Manchester M20 1NB	M20 1NB	09/08/2018	274995	350063	TRUE	Flat	82	3353.6	4269.06	Leasehold
89	Flat 8, 8, Toddbrook Close, Manchester, Greater Manchester M20 1NB	M20 1NB	09/08/2018	289995	369158	TRUE	Flat	82	3536.52	4501.93	Leasehold
87	Flat 3, 8, Toddbrook Close, Manchester, Greater Manchester M20 1NB	M20 1NB	16/08/2018	289995	369158	TRUE	Flat	85	3411.71	4343.04	Leasehold
86	Flat 2, 8, Toddbrook Close, Manchester, Greater Manchester M20 1NB	M20 1NB	30/08/2018	289995	369158	TRUE	Flat	85	3411.71	4343.04	Leasehold
85	Flat 25, 494, Wilmslow Road, Manchester, Greater Manchester M20 3BP	M20 3BP	12/10/2018	230000	296313	TRUE	Flat	59	3898.31	5022.25	Leasehold
73	Flat 24, 494, Wilmslow Road, Manchester, Greater Manchester M20 3BP	M20 3BP	05/04/2019	220000	283534	TRUE	Flat	58	3793.1	4888.52	Leasehold
64	Flat 106, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	31/07/2019	409950	529296	TRUE	Flat	93	4408.06	5691.35	Leasehold
65	Flat 6, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	31/07/2019	340000	438982	TRUE	Flat	77	4415.58	5701.06	Leasehold
66	Flat 8, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	31/07/2019	234950	303350	TRUE	Flat	54	4350.93	5617.59	Leasehold
59	Flat 107, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	02/08/2019	409950	520808	TRUE	Flat	94	4361.17	5540.51	Leasehold
60	Flat 206, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	02/08/2019	409255	519925	TRUE	Flat	93	4400.59	5590.59	Leasehold
61	Flat 207, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	02/08/2019	409950	520808	TRUE	Flat	94	4361.17	5540.51	Leasehold
62	Flat 5, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	02/08/2019	224950	285781	TRUE	Flat	54	4165.74	5292.24	Leasehold
57	Flat 7, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	06/08/2019	399000	506897	TRUE	Flat	94	4244.68	5392.52	Leasehold
51	Flat 304, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	30/08/2019	409950	520808	TRUE	Flat	95	4315.26	5482.19	Leasehold
52	Flat 305, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	30/08/2019	384950	489047	TRUE	Flat	85	4528.82	5753.49	Leasehold
49	Flat 3, Quantum House 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	30/09/2019	224950	283141	TRUE	Flat	54	4165.74	5243.35	Leasehold
50	Flat 105, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	30/09/2019	324950	409009	TRUE	Flat	81	4011.73	5049.49	Leasehold
48	Flat 102, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	04/10/2019	229950	287912	TRUE	Flat	54	4258.33	5331.7	Leasehold
47	Flat 202, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	14/10/2019	229950	287912	TRUE	Flat	54	4258.33	5331.7	Leasehold
46	Flat 11, 178, Palatine Road, Manchester, Greater Manchester M20 2UW	M20 2UW	18/10/2019	232000	290479	TRUE	Flat	52	4461.54	5586.13	Leasehold
45	Flat 203, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	21/10/2019	229950	287912	TRUE	Flat	54	4258.33	5331.7	Leasehold
43	Flat 103, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	31/10/2019	229950	287912	TRUE	Flat	54	4258.33	5331.7	Leasehold
44	Flat 208, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	31/10/2019	369950	463201	TRUE	Flat	85	4352.35	5449.42	Leasehold
42	Flat 201, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	26/11/2019	229950	286284	TRUE	Flat	54	4258.33	5301.56	Leasehold
40	Flat 101, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	29/11/2019	229950	286284	TRUE	Flat	54	4258.33	5301.56	Leasehold
41	Flat 306, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	29/11/2019	374950	466806	TRUE	Flat	88	4260.8	5304.61	Leasehold
39	Flat 205, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	12/12/2019	339950	426269	TRUE	Flat	81	4196.91	5262.58	Leasehold
36	Flat 2, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	17/12/2019	219950	275799	TRUE	Flat	93	2365.05	2965.58	Leasehold
37	Flat 302, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	17/12/2019	349950	438809	TRUE	Flat	81	4320.37	5417.4	Leasehold
38	Flat 1, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	17/12/2019	219950	275799	TRUE	Flat	54	4073.15	5107.39	Leasehold
35	Flat 209, Quantum House 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	19/12/2019	389950	488965	TRUE	Flat	88	4431.25	5556.42	Leasehold

32	Flat 204, Quantum House 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	31/01/2020	359950	458989	TRUE	Flat	86	4185.47	5337.08	Leasehold
33	Flat 1, 8 - 12, Orchard Street, Manchester, Greater Manchester M20 2LP	M20 2LP	31/01/2020	167500	213587	TRUE	Flat	54	3101.85	3955.31	Leasehold
34	Flat 4, Quantum House 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	31/01/2020	349950	446237	TRUE	Flat	86	4069.19	5188.8	Leasehold
31	Flat 301, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	14/02/2020	369950	484689	TRUE	Flat	86	4301.74	5635.92	Leasehold
30	Flat 104, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	28/02/2020	354950	465037	TRUE	Flat	86	4127.33	5407.41	Leasehold
29	Flat 8, 2 - 6, Orchard Street, Manchester, Greater Manchester M20 2LP	M20 2LP	06/03/2020	170000	219524	TRUE	Flat	54	3148.15	4065.26	Leasehold
27	Flat 108, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	30/03/2020	364950	471267	TRUE	Flat	85	4293.53	5544.32	Leasehold
28	Flat 212, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	30/03/2020	409950	529377	TRUE	Flat	93	4408.06	5692.23	Leasehold
26	Flat 6, 8 - 12, Orchard Street, Manchester, Greater Manchester M20 2LP	M20 2LP	24/04/2020	165000	219775	TRUE	Flat	52	3173.08	4226.44	Leasehold
25	Flat 7, 8 - 12, Orchard Street, Manchester, Greater Manchester M20 2LP	M20 2LP	26/06/2020	170000	231126	TRUE	Flat	54	3148.15	4280.11	Leasehold
24	Flat 11, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	10/07/2020	374950	481928	TRUE	Flat	88	4260.8	5476.45	Leasehold
23	Flat 110, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	28/08/2020	358000	437255	TRUE	Flat	88	4068.18	4968.81	Leasehold
22	Flat 8, 8 - 12, Orchard Street, Manchester, Greater Manchester M20 2LP	M20 2LP	11/12/2020	171500	201319	TRUE	Flat	54	3175.93	3728.13	Leasehold
21	Flat 111, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	18/12/2020	365000	428463	TRUE	Flat	88	4147.73	4868.9	Leasehold
20	Flat 7, 129, Barlow Moor Road, Manchester, Greater Manchester M20 2AJ	M20 2AJ	21/12/2020	295000	346292	TRUE	Flat	58	5086.21	5970.55	Leasehold
19	Flat 109, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	05/02/2021	360000	419115	TRUE	Flat	88	4090.91	4762.67	Leasehold
18	Flat 7, 2 - 6, Orchard Street, Manchester, Greater Manchester M20 2LP	M20 2LP	26/03/2021	171000	199092	TRUE	Flat	54	3166.67	3686.89	Leasehold
17	Flat 6, 14 - 18, Orchard Street, Manchester, Greater Manchester M20 2LP	M20 2LP	30/04/2021	170000	200597	TRUE	Flat	52	3269.23	3857.63	Leasehold
16	Flat 12, Quantum House, 2, Kensal Drive, Manchester, Greater Manchester M20 2NE	M20 2NE	21/05/2021	365000	435604	TRUE	Flat	93	3924.73	4683.91	Leasehold
15	Flat 8, 14 - 18, Orchard Street, Manchester, Greater Manchester M20 2LP	M20 2LP	02/07/2021	174000	204458	TRUE	Flat	54	3222.22	3786.26	Leasehold
14	Flat 4, 129, Barlow Moor Road, Manchester, Greater Manchester M20 2AJ	M20 2AJ	30/07/2021	370000	434767	TRUE	Flat	93	3978.49	4674.91	Leasehold
13	Flat 13, 4, Swinbourne Grove, Manchester, Greater Manchester M20 4DA	M20 4DA	25/08/2021	219950	259130	TRUE	Flat	49	4488.78	5288.37	Leasehold
12	Flat 9, 4, Swinbourne Grove, Manchester, Greater Manchester M20 4DA	M20 4DA	06/09/2021	209500	248723	TRUE	Flat	49	4275.51	5075.98	Leasehold
11	Flat 8, 129, Barlow Moor Road, Manchester, Greater Manchester M20 2AJ	M20 2AJ	15/09/2021	295000	350231	TRUE	Flat	60	4916.67	5837.18	Leasehold
10	Flat 6, 178, Palatine Road, Manchester, Greater Manchester M20 2UW	M20 2UW	30/09/2021	239000	283747	TRUE	Flat	68	3514.71	4172.75	Leasehold
9	Flat 6, 129, Barlow Moor Road, Manchester, Greater Manchester M20 2AJ	M20 2AJ	14/10/2021	293500	346481	TRUE	Flat	75	3913.33	4619.75	Leasehold
8	Flat 7, 20 - 24, Orchard Street, Manchester, Greater Manchester M20 2LP	M20 2LP	30/11/2021	175000	203439	TRUE	Flat	54	3240.74	3767.39	Leasehold
7	Flat 7, 14 - 18, Orchard Street, Manchester, Greater Manchester M20 2LP	M20 2LP	17/12/2021	179950	211969	TRUE	Flat	54	3332.41	3925.35	Leasehold
6	Flat 8, 26 - 30, Orchard Street, Manchester, Greater Manchester M20 2LP	M20 2LP	13/01/2022	179500	206390	TRUE	Flat	54	3324.07	3822.04	Leasehold
5	Flat 6, 20 - 24, Orchard Street, Manchester, Greater Manchester M20 2LP	M20 2LP	28/01/2022	180000	206965	TRUE	Flat	52	3461.54	3980.1	Leasehold
4	Flat 3, 4, Swinbourne Grove, Manchester, Greater Manchester M20 4DA	M20 4DA	16/03/2022	219950	248012	TRUE	Flat	51	4312.75	4862.98	Leasehold
3	Flat 7, 4, Swinbourne Grove, Manchester, Greater Manchester M20 4DA	M20 4DA	15/06/2022	230000	261194	TRUE	Flat	49	4693.88	5330.49	Leasehold
2	Flat 1, 4, Swinbourne Grove, Manchester, Greater Manchester M20 4DA	M20 4DA	01/11/2022	249000	266582	TRUE	Flat	61	4081.97	4370.2	Leasehold
1	Flat 2, 129, Barlow Moor Road, Manchester, Greater Manchester M20 2AJ	M20 2AJ	13/01/2023	370000	398662	TRUE	Flat	97	3814.43	4109.92	Leasehold
								75.0	4362.282	5689.8	

Adlington RL Scheme - Sales to Date

No	Address	Postcode	Date sold	Sold price	Estimated nr	New build	Designation	Category	Subcategory	Floor area nr	Price per m²	Market price	Tenure
	7 Apartment 4, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4 3	SK4 3BN	09/09/2022	159950	160692	TRUE	Residential	House	Flat	37	4322.97	4343.03	Leasehold
10	Apartment 24, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4	SK4 3BN	08/07/2022	139950	144332	TRUE	Residential	House	Flat	37	3782.43	3900.86	Leasehold
13	Apartment 21, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4	SK4 3BN	01/06/2022	139950	146831	TRUE	Residential	House	Flat	37	3782.43	3968.41	Leasehold
14	Apartment 7, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4 3	SK4 3BN	26/05/2022	159950	170892	TRUE	Residential	House	Flat	37	4322.97	4618.7	Leasehold
17	Apartment 5, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4 3	SK4 3BN	18/03/2022	292500	312572	TRUE	Residential	House	Flat	56	5223.21	5581.64	Leasehold
1	Apartment 27, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4	SK4 3BN	11/11/2022	315635	316052	TRUE	Residential	House	Flat	75	4208.47	4214.03	Leasehold
4	Apartment 36, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4	SK4 3BN	30/09/2022	320250	321737	TRUE	Residential	House	Flat	75	4270	4289.83	Leasehold
6	Apartment 58, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4	SK4 3BN	15/09/2022	324950	326458	TRUE	Residential	House	Flat	75	4332.67	4352.77	Leasehold
12	Apartment 45, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4	SK4 3BN	01/06/2022	324950	340927	TRUE	Residential	House	Flat	75	4332.67	4545.69	Leasehold
3	Apartment 25, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4	SK4 3BN	12/10/2022	362250	360584	TRUE	Residential	House	Flat	80	4528.13	4507.3	Leasehold
5	Apartment 1, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4 3	SK4 3BN	29/09/2022	385950	387742	TRUE	Residential	House	Flat	80	4824.38	4846.77	Leasehold
15	Apartment 30, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4	SK4 3BN	06/05/2022	362500	387297	TRUE	Residential	House	Flat	80	4531.25	4841.21	Leasehold
19	Apartment 2, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4 3	SK4 3BN	24/02/2022	390950	422451	TRUE	Residential	House	Flat	80	4886.88	5280.64	Leasehold
16	Apartment 41, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4	SK4 3BN	23/03/2022	439950	470140	TRUE	Residential	House	Flat	94	4680.32	5001.49	Leasehold
2	Apartment 20, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4	SK4 3BN	17/10/2022	417051	415133	TRUE	Residential	House	Flat	101	4129.22	4110.23	Leasehold
9	Apartment 3, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4 3	SK4 3BN	14/07/2022	439700	453469	TRUE	Residential	House	Flat	101	4353.47	4489.79	Leasehold
8	Apartment 33, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4	SK4 3BN	18/07/2022	499950	515605	TRUE	Residential	House	Flat	112	4463.84	4603.62	Leasehold
18	Apartment 51, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4	SK4 3BN	04/03/2022	479950	512885	TRUE	Residential	House	Flat	112	4285.27	4579.33	Leasehold
11	Apartment 62, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4	SK4 3BN	21/06/2022	499950	524532	TRUE	Residential	House	Flat	116	4309.91	4521.83	Leasehold
20	Apartment 32, The Woodlands, Woodlands Road, Stockport, Greater Manchester SK4	SK4 3BN	23/02/2022	499950	540234	TRUE	Residential	House	Flat	116	4309.91	4657.19	Leasehold

Adlington Available Apartments

ADLINGTON

RETIREMENT LIVING

Find a Home

How it works

Lifestyle

Moving Services

Care & Support

Request a Brochure →

NEW



31 The Woodlands
Heaton Mersey, Stockport
£362,500 (other charges apply)
Two bedroom en-suite first floor apartment with walk out balcony.
[View →](#)

NEW



38 The Woodlands
Heaton Mersey, Stockport
£367,500 (other charges apply)
Two bedroom en-suite second floor apartment with walk out balcony.
[View →](#)

NEW



43 The Woodlands
Heaton Mersey, Stockport
£362,500 (other charges apply)
Two bedroom en-suite second floor apartment with walk out balcony.
[View →](#)

Load More +

NEW



46 The Woodlands
Heaton Mersey, Stockport
£290,500 (other charges apply)
One bedroom deluxe second floor apartment with walk out balcony.
[View →](#)

NEW



48 The Woodlands
Heaton Mersey, Stockport
£362,500 (other charges apply)
Two bedroom en-suite second floor apartment with walk out balcony.
[View →](#)

NEW



49 The Woodlands
Heaton Mersey, Stockport
£362,500 (other charges apply)
Two bedroom en-suite second floor apartment with walk out balcony.
[View →](#)

NEW



53 The Woodlands
Heaton Mersey, Stockport
£279,950 (other charges apply)
One bedroom deluxe third floor apartment with walk out balcony.
[View →](#)

NEW



57 The Woodlands
Heaton Mersey, Stockport
£279,950 (other charges apply)
One bedroom deluxe third floor apartment with walk out balcony.
[View →](#)

NEW



60 The Woodlands
Heaton Mersey, Stockport
£352,500 (other charges apply)
Two bedroom en-suite third floor apartment with walk out balcony.
[View →](#)

Appendix 3 – Poole Dick Cost Plan

**ORDER OF COST ANALYSIS
NR. 1**

**Retirement Living Apartments
Lapwing Lane, Didsbury**



Contents

- 1.0 Executive Summary
- 2.0 Introduction
- 3.0 Preliminary Cost Analysis
- 4.0 Estimate - Apartments

	Name	Signature	Date
Prepared by :	<i>Luke Taylor</i>	Luke Taylor	28/11/2023
Reviewed by :	<i>Jonathan Purcell</i>	Jonathan Purcell	29/11/2023

1.0 Executive Summary

PD Feasibility Estimate

Total Project Cost (£)	£7,484,714
Cost per m² (£) - Apartments	£2,475
Gross Internal Floor Area (m²) - Apartments	3,024 m2
Cost per ft² (£) - Apartments	£230
Gross Internal Floor Area (ft²) - Apartments	32,549 ft2
Average cost per unit (£) - Apartments	£202,290
Preliminaries (%)	15%
Contingency (%)	5%

Competitive tender using JCT Design and Build Contract, Single Stage

Costs projected to 4Q2023 excluding inflation

Costs used within this analysis are derived primarily from tendered rates received by Poole Dick (adjusted for location and date). Other rates are compiled from quotations and first principles of labour, plant and materials. Adjustment has been made to some of these rates to capture uplifts in specification resultant from the change to the building regulations which came into effect June 2022. Summary of changes are:

Part L – conservation of fuel and power. Headline increase in overall costs is approx. 4.5%

Targeting a 30% reduction in heat loss

Walls from 0.28 to 0.18W/m²K

Windows from 1.6 to 1.4W/m²K

Doors from 1.8 to 1.4W/m²K unless it's a fire door, which can be 1.8W/m²K

Part F – Ventilation. Headline increase in overall costs is approx. 0.60%

Changes are required owing to the increase of the air tightness and thermal efficiency of dwellings under the new Part L, resulting in the below new ventilation requirements

Part O – Overheating (New). Headline increase in overall costs is approx. 0.90%

Preventing buildings from overheating by correct design, by limiting solar gain and removing excess heat.

Part S – Infrastructure for charging electric vehicles (New). Headline increase in overall costs is approx. 1.5%

The costs per m² are generally above BCIS average costs and the median figure of comparable schemes. We would advise that this is primarily due to the current market reacting to stabilise profitability and tender pricing after the last two years which have seen unprecedented trading conditions:

- * Increases in materials price inflation (up 26% in 2022)

- * Base interest rate increases

- * New building Regulations adding approx. 7.5% cost

The cost database within BCIS requires more tender information which reflects the above to maintain integrity. Whilst the BCIS does have algorithms to compensate, we are seeing schemes at the values we have presented

2.00 Introduction

Poole Dick are a practice of Chartered Quantity Surveyors. Jonathan Purcell is a Regional Director within the practice working as a Quantity Surveyor since 1990 and holds a College Diploma and degree in Quantity Surveying. He has been involved as a Project Manager/ Employer's Agent/ Quantity Surveyor in Residential (affordable, all tenures, sale and care), Commercial, Health, Leisure and Retail sectors - working nationally all his career. He has also undertaken Commercial Director and Managing Director roles for small and medium sized Main Contractors. He has extensive experience in setting construction budgets, preparation of estimates, cost plans (detailed and budget), preparation of tenders, preparing bills of quantities, project cost control and management, valuation and certification, variation/ change control, agreeing financial audits and construction claims.

2.01 Outline of the Scheme

Situated on Lapwing Lane in Didsbury, the site is currently occupied by carparking. The location of the building sits within a conservation area where specific design guidelines for new development need to be complied with. The project proposal is to construct 37 nr units comprising:
24 nr 1 Bed 2 Person and 13 nr 2 Bed 4 Person retirement apartments . The building is also to provide ancillary communal space including coffee bar, reception, resident lounge, surrounding site works and all associated drainage and services installations.

2.02 Basis of the Estimate

This Cost Analysis was prepared generally following RICS Cost Analysis and Benchmarking and NRM 1 rules of measurement, using the drawings and information provided. Drawings are listed as below:

Drawings by Planning Issues (Architect):

50013DB/ RF01 - Location Plan
50013DB/ RF02 - Site Plan
50013DB/ RF03 - Ground Floor Plan
50013DB/ RF04 - First Floor Plan
50013DB/ RF05 - Second Floor Plan
Accommodation Schedule

Soiltechnics

Ground Investigation Report (August 2023)

2.03 Exclusions

Additional abnormal costs to those stated
Any works beyond the site boundary except for that stated
Finance charges and legal costs

2.00 Introduction

Inflation past 4Q2023
Commuted sums and other statutory/ local authority fees
Planning fees and building control fees
Sales and marketing costs
Site acquisition and associated costs
Site surveys/ searches and other investigative reports
Substation or other Mains services infrastructure charges.
Value Added Tax

2.04 Notes

The average preliminaries percentage for similar schemes is 15%.
External works included as assessment only at 10% due to insufficient detail currently available.
Project/ Design Contingency included at 5 %
The costs are forecast at 4Q2023.

2.05 Specification

Generally

Quality of materials and inclusion of additional items of FF&E is based on similar residential care schemes which generally are designed to a high standard to satisfy the customer care packages and market sales values.

Demolitions

No allowance included. Breaking out hardstanding included within external works.

Abnormal Costs

As included within 4.0 Estimate only.

Foundations

Traditional strip foundations with suspended beam and block flooring.

2.00 Introduction

Frame/ Upper Floors 37

Traditional masonry construction with isolated steelwork members.
Upper floors are precast concrete beam and block/ timber.

Roof

The roof is designed as multiple pitches with Concrete tile covering to match surrounding properties. Dormers also included.

Stairs

Pre-cast concrete/ timber.

External Walls

Insulated cavity walls with facing brick, render, aluminium feature surrounds to the external elevations.

Windows and External Doors

Aluminium/ timber and PVCu double glazed windows and doors with powder/ colour finish.

Internal Walls and Partitions

Combination of blockwork of varying widths and timber/ metal stud with parge coats, board and plaster skim finish. Insulation between studs.

Internal Doors

Hardwood veneered fire doors and frames. Glazed to stairs, corridors; spyholes to apartments entrances. Medium specification ironmongery.

Wall finishes

Ceramic tiles to kitchen above counters, full height to bathrooms; Emulsion to walls generally.

Floor Finishes

Carpet to apartments, communal areas and offices; tiling to bathrooms; vinyl to kitchens, lift, plant, BOH areas and stores; entrance matting to entrance lobby and fire

Ceiling Finishes

Suspended MF/ tile ceiling to rooms, corridors with access hatches; emulsion to general areas.

2.00 Introduction

Fixtures and Fittings

General specification has been taken as similar retirement living schemes with Neff or similar washer/ dryer machine; fridge freezer; microwave; ceramic hob; extractor; cooker; LED mirror cabinet; shower screens and doors; higher specification light fittings, internal doors and ironmongery and kitchen units with under unit lighting.

Services Installation

The mechanical and electrical installation is based on similar residential care schemes which generally are designed to a high standard to satisfy the customer care packages. Sprinkler system. Video entry system. Heating and hot water are electric powered.

Minor building works and ancillary buildings

None included.

Sitework

Hard and soft landscaping; metal railing/ timber boundaries; drainage attenuation/ SUDS; water and electricity connections; work to entrance road.

Preliminaries

All site administration, management, supervision and set up costs are included.

2.00 Introduction

2.06 Schedule of Floor Areas



Apartment Units

Floor	m ²	ft ²	1 Bed 2 Person Apt (nr)	2 Bed 4 Person Apt (nr)	Total (nr)	Saleable (m ²)
Apartments						
Ground	1,018.90	10,967	7	4	11	701
First	1,002.50	10,791	9	4	13	814
Second	1,002.50	10,791	8	5	13	842
Total	3,024	32,549	24	13	37	2,357
% Saleable						77.94

NB: saleable is GIFA less communal areas including general circulation, services, back of house and wellbeing facilities.

2.07 Cost Commentary

The following table represents a comparison of the group elements of this scheme with those in the Building Cost Information Service (BCIS) database for similar projects, rebased to time and location factors and the BCIS Median rate:

Element	BCIS 843 #34866	BCIS 843 #34430	BCIS 843 #33730	Median	BCIS 4Q23 Median	PD Estimate
Substructure	£240.00	£157.00	£117.00	£157.00	£0.00	£75.31
Superstructure	£848.00	£1,373.00	£539.00	£848.00	£0.00	£1,550.00
Finishes	£314.00	£169.00	£139.00	£169.00	£0.00	£0.00
Fittings and Furnishings	£78.00	£53.00	£62.00	£62.00	£0.00	£0.00
Services	£727.00	£405.00	£369.00	£405.00	£0.00	£0.00
Preliminaries	£241.00	£511.00	£281.00	£281.00	£0.00	£280.73
Building Sub Total	£2,448.00	£2,668.00	£1,507.00	£1,922.00	£1,671.00	£1,906.04
External Works	£284.00	£404.00	£249.00	£284.00	£167.10	£246.23
Main Contractors OHP	£105.00	£0.00	£0.00	£0.00	£0.00	£0.00
Fees	£0.00	£0.00	£44.00	£0.00	£183.81	£215.23
Contingency	£48.00	£179.00	£0.00	£48.00	£91.91	£107.61
Total	£2,885.00	£3,251.00	£1,800.00	£2,254.00	£2,113.82	£2,475.11

We estimate the cost per m2 gross internal floor area for the proposed scheme to be £2,475.11/m2

3.0 Preliminary Cost Analysis

Summary of Costs	PD Feasibility Estimate
Demolition/ Enabling works	£0
Substructure	£227,726
Superstructure	£4,687,200
External Works	£744,593
Preliminaries	£848,928
Overheads and Profit	incl
Professional Fees	£650,845
Inflation (Costs Forecast 4Q2023)	£0
Contingency	£325,422
Total Construction Costs	£7,484,714
Cost per m²	£2,475
Cost per ft²	£230
Cost per unit	£202,290

Assumptions:

Design and Build procurement
Competitive tender at 4Q2023
The building is constructed to Building Regulations as of June 2022
Traditional strip foundations (no Engineers recommendations or site investigation to reference).
New service supplies
Main Contactor's Overheads and Profit included within rates
Project/ Design Contingency included at 5 %
Design Fees included at 10%
6nr EV charging points provided

Exclusions:

Additional abnormal costs to those stated
Any works beyond the site boundary
Finance charges and legal costs



Inflation past 4Q2023
Commuted sums and other statutory/ local authority fees
Planning fees and building control fees
Sales and marketing costs
Site acquisition and associated costs
Site surveys/ searches and other investigative reports
Substation or other Mains services infrastructure charges.
Value Added Tax

Estimate - Retirement Living Apartment Units

£

Demolition/ Enabling Works

0 m² £0

£0

Demolition/Enabling Total £0

Substructure

Normal

1,019 m² £165 Traditional footings £168,135

Abnormal

1,019 m² £53.48 Extra Over for deep trench fill foundations £54,496

1,019 m² £5.00 Barrier pipes due to PAH's £5,095

Substructure Total £227,726

Superstructure

Normal

3,024 m² £1,550 Generally based on similar schemes £4,687,200

Abnormal

0 item £0 £0

Superstructure Total £4,687,200

External Works

Normal

£4,914,926 item 10.00% £491,493

6 nr £4,250 Rapid charging points £25,500

Abnormal

2040 m² £15 Removal of hard standing £30,600

2040 m³ £50 Contamination remediation incl capping under soft landscaping £102,000

1 item £10,000 Tree Protection £10,000

1 item £25,000 Attenuation/ SUDS £25,000

1 item £50,000 Off site soakaways and drainage works £50,000

1 item £10,000 S278 works to existing entrance (footpaths, splays, etc) £10,000

External Works Total £744,593

£5,659,519

Preliminaries	15.00%	<u>£848,928</u> £6,508,447
Professional Fees	10.00%	<u>£650,845</u> £7,159,292
Contingency	5.00%	<u>£325,422</u> £7,484,714
Inflation (based on 4Q2023)	0.00%	£0
TOTAL CONSTRUCTION COSTS		<u>£7,484,714</u>
Cost per m ² gross floor area	3,024 m ²	<u>£2,475</u>
Cost per ft ² gross floor area	32,549 ft ²	<u>£230</u>
Cost per dwelling	37 nr.	<u>£202,289.57</u>

Appendix 4 – FVA Argus Appraisal 100% Open Market Proposal

Lapwing Lane, Didsbury (37) 0% AH SUB

APPRAISAL SUMMARY**CRL****Lapwing Lane, Didsbury (37) 0% AH SUB****Appraisal Summary for Phase 1 Retirement Housing**

Currency in £

REVENUE

Sales Valuation	Units	m ²	Sales Rate m ²	Unit Price	Gross Sales
1 Bed Flats	24	1,307.04	6,610.36	360,000	8,640,000
2 Bed Flats	<u>13</u>	<u>1,049.75</u>	5,820.43	470,000	<u>6,110,000</u>
Totals	37	2,356.79			14,750,000

NET REALISATION 14,750,000**OUTLAY****ACQUISITION COSTS**

Residualised Price		2,085,125	
			2,085,125
Stamp Duty		93,756	
Effective Stamp Duty Rate	4.50%		
Agent Fee	1.00%	20,851	
Legal Fee	0.75%	15,638	
			130,246

CONSTRUCTION COSTS

Construction	m ²	Build Rate m ²	Cost
1 Bed Flats	1,676.98	1,906.04	3,196,395
2 Bed Flats	<u>1,346.87</u>	<u>1,906.04</u>	<u>2,567,187</u>
Totals	3,023.85 m²		5,763,582
Developers Contingency		5.00%	325,409
			6,088,991

Other Construction Costs

Externals including extra overs		744,593	
			744,593

PROFESSIONAL FEES

Architect	10.00%	650,818	
			650,818

MARKETING & LETTING

Marketing	3.00%	442,500	
			442,500

DISPOSAL FEES

Sales Agent Fee		2.00%	295,000
Sales Legal Fee	37.00 un	750.00 /un	27,750
			322,750

Unsold Unit Fees

1 Bed Flats			121,659
2 Bed Flats			37,848
			159,507

TOTAL COSTS BEFORE FINANCE 10,624,529**FINANCE**

Timescale	Duration	Commences
Acquisition	1	Nov 2023
Pre-Construction	6	Dec 2023
Construction	18	Jun 2024
Sale	34	Dec 2025
Total Duration	59	

Debit Rate 8.00%, Credit Rate 1.00% (Nominal)	
Land	397,707
Construction	440,006
Other	337,756
Total Finance Cost	1,175,468

TOTAL COSTS 11,799,997**PROFIT**

2,950,003

Performance Measures

Lapwing Lane, Didsbury (37) 0% AH SUB

Profit on Cost%	25.00%
Profit on GDV%	20.00%
IRR% (without Interest)	20.65%

Appendix 5 – Assessment of Benchmark Land Value including Poole Dick Cost Plan

Site Benchmark Land Value

The wider site previously consisted of the former public house and large surface car park surrounding the junction of Palatine Road and Lapwing Lane. It is bounded to the west by residential development, to the north by commercial use and the Metrolink Line and to the east by the Northern Lawn Tennis Club and residential development.

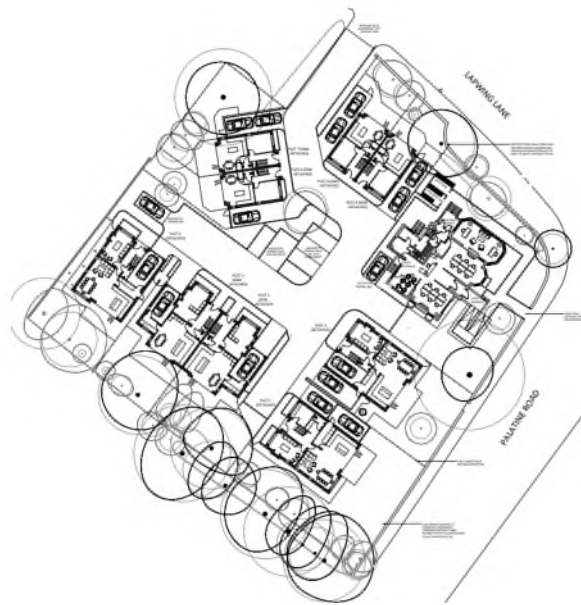
The application site forms part of the wider redevelopment of the former public house and car park element which was approved by Manchester City Council under the following permission.

Application Reference - 133740/FO/2022

Change of use and conversion of former Greenfinch Public House including selective demolition to provide office accommodation (use class E) and 3 apartments (use class C3), and redevelopment of site to provide 9 dwellings (use class C3) with associated works including landscaping and car parking.



Former Site



Approved Layout

The conversion of the former public house to the north east of the site has been implemented but the 9 houses have not commenced construction. As such, the remainder of the partially implemented consent constitutes an alternative use consideration within the context of the NPPG.

In respect of affordable housing requirements, the officer report states that adopted planning policy H8 in the Core Strategy sets a target of 20% provision of on-site affordable housing where a development meets the required criteria.

The application site by virtue of its size and number of houses proposed does not meet the criteria where affordable housing provision should be provided.

Therefore, if the AUV scheme was implemented on the site, no affordable housing would be forthcoming. The 9 houses would be open market housing.

NPPG – Application of Alternative Use Value

The existing use of the part of the site under the consideration of this application is the former car park element of the public house which itself has now been replaced by the office and residential element approved under 133740/FO/2022.

The NPPG states that

To define land value for any viability assessment, a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to fully comply with policy requirements.¹

In relation to alternative use values, the NPPG states

For the purpose of viability assessment alternative use value (AUV) refers to the value of land for uses other than its existing use. AUV of the land may be informative in establishing benchmark land value. If applying alternative uses when establishing benchmark land value these should be limited to those uses which would fully comply with up to date development plan policies, including any policy requirements for contributions towards affordable housing at the relevant levels set out in the plan. Where it is assumed that an existing use will be refurbished or redeveloped this will be considered as an AUV when establishing BLV.

Plan makers can set out in which circumstances alternative uses can be used. This might include if there is evidence that the alternative use would fully comply with up to date development plan policies, if it can be demonstrated that the alternative use could be implemented on the site in question, if it can be demonstrated there is market demand for that use, and if there is an explanation as to why the alternative use has not been pursued. Where AUV is used this should be supported by evidence of the costs and values of the alternative use to justify the land value. Valuation based on AUV includes the premium to the landowner. If evidence of AUV is being considered the premium to the landowner must not be double counted.²

In this instance, it is clear that AUV is a valid consideration given that a rationale land owner will not release the land with an implementable planning consent for less than that alternative scheme generates in value.

The following sections will analyse the costs and values associated with the alternative use residential scheme. In line with the NPPG requirements, it is confirmed that the AUV:

- May be implemented and delivered as it has an extant planning approval.
- The planning approval confirmed an identified market demand for that use.
- The AUV would likely come forward in the absence of the proposed retirement living scheme.

¹ Paragraph: 013 Reference ID: 10-013-20190509

² Paragraph: 017 Reference ID: 10-017-20190509

Alternative Use

The element of the site within the current application redline takes in the area associated with the 9 houses which include the following:

- Plot 1 - Detached 5 bedroom house 292.2 m2
- Plot 2 - Detached 5 bedroom house 292.2 m2
- Plot 3 - Semi Detached 5 bedroom house 273.7 m2
- Plot 4 - Semi Detached 5 bedroom house 273.7 m2
- Plot 5 - Detached 5 bedroom house 292.2 m2
- Plot 6 - Semi Detached 3 bedroom house 97.3 m2
- Plot 7 - Semi Detached 3 bedroom house 97.3 m2
- Plot 8 - Semi Detached 3 bedroom house 97.3 m2
- Plot 9 - Semi Detached 3 bedroom house 97.3 m2

Housing Need

The officer report associated with the extant scheme confirms acceptance of the mix and type of housing proposed, confirming the provision of much needed housing on a previously developed site. The comparable sales within the vicinity of the site (as enclosed) shows that similar housing developments have come forward and sold within the area within the last 5 years.

Scheme Assumptions

Input/Assumption	Comment
Mix	4 x 3 bedroom semi detached 97.3 m2 apiece. 2 x 5 bedroom semi detached 273.7 m2 apiece. 3 x 5 bedroom 292.2 - 309 m2 apiece. As approved.
Values	4 x Small 3 bedroom semi detached 97.3 m2 £600,000 apiece. 2 x 5 bedroom semi detached 273.7 m2 £1,125,000 apiece. 3 x 5 bedroom 292.2 - 309 m2 £1,250,000 apiece. Full Comparable Schedule enclosed.
Build Costs	Poole Dick Cost Plan enclosed. £1,583 m2 base build cost. Externals and extra overs as costed. 5% contingency. 10% professional fees.

Sales and Marketing Costs	3% of GDV plus sales agent fees.
Finance Cost	8% debit and 1% credit.
Timings	6 months lead in. 12 months construction. 6 months sale.
Profit	Open Market – 20% on GDV. As a lower density housing scheme it would be reasonable to assumed 18.5% profit in this instance but a 20% return is assumed to remain consistent with the application scheme.
Acquisition Costs	Stamp duty – prevalent rate. Agent Fee – 1%. Legal Fee – 0.75%.
Residual Land Value	£2,022,096 say £2,020,000.

Freehold Newbuild Houses within 1.5
km of the Application Site

No	Address	Postcode	Date sold	Estimated	New build	Subcategory	Floor area	n	Market price	Tenure
22	12, Bempton Drive, Manchester, Greater Manchester	M20 2WD	24/09/2020	637460	TRUE	Semi_Detached	103		6188.93	Freehold
58	10, Broxbourne Close, Manchester, Greater Manchester	M20 2NP	31/05/2019	615363	TRUE	Semi_Detached	104		5916.95	Freehold
59	8, Broxbourne Close, Manchester, Greater Manchester	M20 2NP	21/05/2019	615363	TRUE	Semi_Detached	104		5916.95	Freehold
67	9, Broxbourne Close, Manchester, Greater Manchester	M20 2NP	28/03/2019	619426	TRUE	Semi_Detached	104		5956.02	Freehold
68	7, Broxbourne Close, Manchester, Greater Manchester	M20 2NP	28/03/2019	619426	TRUE	Semi_Detached	104		5956.02	Freehold
42	30, Toddbrook Close, Manchester, Greater Manchester	M20 1NB	31/10/2019	621870	TRUE	Semi_Detached	106		5866.7	Freehold
46	27, Toddbrook Close, Manchester, Greater Manchester	M20 1NB	04/10/2019	615110	TRUE	Semi_Detached	106		5802.92	Freehold
65	19, Toddbrook Close, Manchester, Greater Manchester	M20 1NB	29/03/2019	633569	TRUE	Semi_Detached	106		5977.07	Freehold
73	16, Toddbrook Close, Manchester, Greater Manchester	M20 1NB	31/01/2019	621232	TRUE	Semi_Detached	106		5860.68	Freehold
75	43, Toddbrook Close, Manchester, Greater Manchester	M20 1NB	18/01/2019	614252	TRUE	Semi_Detached	106		5794.83	Freehold
43	29, Toddbrook Close, Manchester, Greater Manchester	M20 1NB	31/10/2019	662427	TRUE	Semi_Detached	115		5760.23	Freehold
45	28, Toddbrook Close, Manchester, Greater Manchester	M20 1NB	11/10/2019	655667	TRUE	Semi_Detached	115		5701.45	Freehold
69	18, Toddbrook Close, Manchester, Greater Manchester	M20 1NB	27/03/2019	675807	TRUE	Semi_Detached	115		5876.58	Freehold
74	17, Toddbrook Close, Manchester, Greater Manchester	M20 1NB	25/01/2019	663114	TRUE	Semi_Detached	115		5766.21	Freehold
76	42, Toddbrook Close, Manchester, Greater Manchester	M20 1NB	18/01/2019	656134	TRUE	Semi_Detached	115		5705.51	Freehold
77	41, Toddbrook Close, Manchester, Greater Manchester	M20 1NB	18/01/2019	656134	TRUE	Semi_Detached	115		5705.51	Freehold
70	20, Toddbrook Close, Manchester, Greater Manchester	M20 1NB	28/02/2019	763597	TRUE	Detached	118		6471.16	Freehold
21	4, Bempton Drive, Manchester, Greater Manchester	M20 2WD	30/09/2020	745839	TRUE	Semi_Detached	125		5966.71	Freehold
16	6, Bempton Drive, Manchester, Greater Manchester	M20 2WD	26/11/2020	716874	TRUE	Semi_Detached	127		5644.68	Freehold
17	5, Bempton Drive, Manchester, Greater Manchester	M20 2WD	30/10/2020	703373	TRUE	Semi_Detached	127		5538.37	Freehold
20	9, Bempton Drive, Manchester, Greater Manchester	M20 2WD	30/09/2020	739464	TRUE	Semi_Detached	127		5822.55	Freehold
23	8, Bempton Drive, Manchester, Greater Manchester	M20 2WD	10/09/2020	726714	TRUE	Semi_Detached	127		5722.16	Freehold
29	7, Bempton Drive, Manchester, Greater Manchester	M20 2WD	07/08/2020	732247	TRUE	Semi_Detached	127		5765.72	Freehold
38	3, Bempton Drive, Manchester, Greater Manchester	M20 2WD	30/03/2020	786521	TRUE	Semi_Detached	127		6193.08	Freehold
24	7, Bushmill Close, Manchester, Greater Manchester	M20 2NQ	28/08/2020	750423	TRUE	Detached	132		5685.02	Freehold
25	5, Bushmill Close, Manchester, Greater Manchester	M20 2NQ	28/08/2020	750423	TRUE	Detached	132		5685.02	Freehold
31	3, Bushmill Close, Manchester, Greater Manchester	M20 2NQ	31/07/2020	791281	TRUE	Detached	132		5994.55	Freehold
35	2, Bushmill Close, Manchester, Greater Manchester	M20 2NQ	03/07/2020	798163	TRUE	Detached	134		5956.44	Freehold
36	4, Bushmill Close, Manchester, Greater Manchester	M20 2NQ	02/07/2020	798163	TRUE	Detached	134		5956.44	Freehold
62	5, Broxbourne Close, Manchester, Greater Manchester	M20 2NP	18/04/2019	843254	TRUE	Detached	134		6292.94	Freehold
51	12, Broxbourne Close, Manchester, Greater Manchester	M20 2NP	02/09/2019	808423	TRUE	Semi_Detached	138		5858.14	Freehold
52	14, Broxbourne Close, Manchester, Greater Manchester	M20 2NP	30/08/2019	786747	TRUE	Semi_Detached	138		5701.07	Freehold
64	13, Kensal Drive, Manchester, Greater Manchester	M20 2NE	05/04/2019	819398	TRUE	Semi_Detached	138		5937.67	Freehold
37	4, Christie Way, Manchester, Greater Manchester	M21 7QY	01/07/2020	631809	TRUE	Semi_Detached	139		4545.39	Freehold
48	22, Kensal Drive, Manchester, Greater Manchester	M20 2NE	27/09/2019	822126	TRUE	Semi_Detached	141		5830.68	Freehold
55	20, Kensal Drive, Manchester, Greater Manchester	M20 2NE	28/06/2019	851928	TRUE	Detached	141		6042.04	Freehold
60	4, Broxbourne Close, Manchester, Greater Manchester	M20 2NP	10/05/2019	844156	TRUE	Detached	141		5986.92	Freehold
61	3, Broxbourne Close, Manchester, Greater Manchester	M20 2NP	26/04/2019	843254	TRUE	Detached	141		5980.52	Freehold
1	3, Lakenheath Close, Manchester, Greater Manchester	M20 2WP	30/09/2021	802136	TRUE	Detached	142		5648.85	Freehold
3	5, Lakenheath Close, Manchester, Greater Manchester	M20 2WP	23/08/2021	800967	TRUE	Detached	142		5640.61	Freehold
6	15, Lakenheath Close, Manchester, Greater Manchester	M20 2WP	30/06/2021	752810	TRUE	Semi_Detached	142		5301.48	Freehold

21, Lakenheath Close, Manchester, 7 Greater Manchester M20 2WP	M20 2WP	28/05/2021	770445	TRUE	Semi_Detached	142	5425.67 Freehold
19, Lakenheath Close, Manchester, 8 Greater Manchester M20 2WP	M20 2WP	28/05/2021	770445	TRUE	Semi_Detached	142	5425.67 Freehold
23, Lakenheath Close, Manchester, 11 Greater Manchester M20 2WP	M20 2WP	15/04/2021	752587	TRUE	Semi_Detached	142	5299.91 Freehold
14, Christie Way, Manchester, Greater 34 Manchester M21 7QY	M21 7QY	15/07/2020	631816	TRUE	Semi_Detached	142	4449.41 Freehold
10, Christie Way, Manchester, Greater 26 Manchester M21 7QY	M21 7QY	21/08/2020	581995	TRUE	Semi_Detached	143	4069.9 Freehold
8, Christie Way, Manchester, Greater 27 Manchester M21 7QY	M21 7QY	21/08/2020	578141	TRUE	Semi_Detached	143	4042.94 Freehold
6, Christie Way, Manchester, Greater 30 Manchester M21 7QY	M21 7QY	06/08/2020	629531	TRUE	Semi_Detached	143	4402.31 Freehold
12, Christie Way, Manchester, Greater 32 Manchester M21 7QY	M21 7QY	24/07/2020	652197	TRUE	Semi_Detached	143	4560.82 Freehold
1, Toddbrook Close, Manchester, 50 Greater Manchester M20 1NB	M20 1NB	20/09/2019	876709	TRUE	Detached	149	5883.95 Freehold
26, Toddbrook Close, Manchester, 53 Greater Manchester M20 1NB	M20 1NB	26/07/2019	852111	TRUE	Detached	149	5718.87 Freehold
36, Toddbrook Close, Manchester, 57 Greater Manchester M20 1NB	M20 1NB	07/06/2019	846311	TRUE	Detached	149	5679.94 Freehold
21, Toddbrook Close, Manchester, 63 Greater Manchester M20 1NB	M20 1NB	12/04/2019	837695	TRUE	Detached	149	5622.11 Freehold
37, Toddbrook Close, Manchester, 72 Greater Manchester M20 1NB	M20 1NB	01/02/2019	834301	TRUE	Detached	149	5599.34 Freehold
22, Christie Way, Manchester, Greater 28 Manchester M21 7QY	M21 7QY	07/08/2020	642372	TRUE	Semi_Detached	151	4254.12 Freehold
1, Lakenheath Close, Manchester, 2 Greater Manchester M20 2WP	M20 2WP	30/09/2021	897921	TRUE	Detached	161	5577.15 Freehold
14, Kensal Drive, Manchester, Greater 66 Manchester M20 2NE	M20 2NE	29/03/2019	945113	TRUE	Detached	161	5870.27 Freehold
9, Lakenheath Close, Manchester, 4 Greater Manchester M20 2WP	M20 2WP	06/08/2021	956390	TRUE	Detached	168	5692.8 Freehold
16, Christie Way, Manchester, Greater 19 Manchester M21 7QY	M21 7QY	08/10/2020	656481	TRUE	Semi_Detached	168	3907.63 Freehold
31, Toddbrook Close, Manchester, 33 Greater Manchester M20 1NB	M20 1NB	23/07/2020	1E+06	TRUE	Detached	168	6430.7 Freehold
32, Toddbrook Close, Manchester, 40 Greater Manchester M20 1NB	M20 1NB	13/12/2019	1E+06	TRUE	Detached	168	6341.98 Freehold
33, Toddbrook Close, Manchester, 41 Greater Manchester M20 1NB	M20 1NB	07/11/2019	1E+06	TRUE	Detached	168	6301.61 Freehold
34, Toddbrook Close, Manchester, 44 Greater Manchester M20 1NB	M20 1NB	25/10/2019	1E+06	TRUE	Detached	168	6262.1 Freehold
35, Toddbrook Close, Manchester, 47 Greater Manchester M20 1NB	M20 1NB	03/10/2019	1E+06	TRUE	Detached	168	6180.77 Freehold
6, Bushmill Close, Manchester, 13 Greater Manchester M20 2NQ	M20 2NQ	11/12/2020	931007	TRUE	Detached	174	5350.61 Freehold
8, Bushmill Close, Manchester, 15 Greater Manchester M20 2NQ	M20 2NQ	30/11/2020	952074	TRUE	Detached	174	5471.69 Freehold
14, Toddbrook Close, Manchester, 71 Greater Manchester M20 1NB	M20 1NB	28/02/2019	937568	TRUE	Semi_Detached	183	5123.32 Freehold
12, Bushmill Close, Manchester, 9 Greater Manchester M20 2NQ	M20 2NQ	30/04/2021	915791	TRUE	Detached	190	4819.95 Freehold
10, Bushmill Close, Manchester, 12 Greater Manchester M20 2NQ	M20 2NQ	31/03/2021	908997	TRUE	Detached	190	4784.19 Freehold
28, Kensal Drive, Manchester, Greater 14 Manchester M20 2NE	M20 2NE	03/12/2020	993079	TRUE	Detached	190	5226.73 Freehold
30, Kensal Drive, Manchester, Greater 18 Manchester M20 2NE	M20 2NE	27/10/2020	1E+06	TRUE	Detached	190	5393.69 Freehold
24, Kensal Drive, Manchester, Greater 39 Manchester M20 2NE	M20 2NE	28/02/2020	1E+06	TRUE	Detached	190	5909.13 Freehold
26, Kensal Drive, Manchester, Greater 49 Manchester M20 2NE	M20 2NE	25/09/2019	1E+06	TRUE	Detached	190	5812.92 Freehold
14, Bushmill Close, Manchester, 5 Greater Manchester M20 2NQ	M20 2NQ	30/06/2021	1E+06	TRUE	Detached	221	5173.12 Freehold
1, Bushmill Close, Manchester, Greater 10 Manchester M20 2NQ	M20 2NQ	29/04/2021	1E+06	TRUE	Detached	221	5028.2 Freehold
2, Broxbourne Close, Manchester, 54 Greater Manchester M20 2NP	M20 2NP	28/06/2019	1E+06	TRUE	Detached	221	5847.05 Freehold
1, Broxbourne Close, Manchester, 56 Greater Manchester M20 2NP	M20 2NP	11/06/2019	1E+06	TRUE	Detached	221	5622.16 Freehold

ORDER OF COST ANALYSIS
Nr. 1
Revision Nr 1

Extant Housing Scheme
Lapwing Lane, Didsbury



Contents

- 1.0 Executive Summary
- 2.0 Introduction
- 3.0 Order of Cost Analysis
- 4.0 Estimate - Houses

Revision 1 Addition of 2nr 3 Bed 5 person semi-detached houses

	Name	Signature	Date
Prepared by :	<i>Luke Taylor</i>	Luke Taylor	28/11/2023
Reviewed by :	<i>Jonathan Purcell</i>	Jonathan Purcell	29/11/2023

1.0 Executive Summary

	PD Feasibility Estimate
Total Project Cost (£)	£3,879,108
Cost per m² (£) - Houses	£2,141
Gross Internal Floor Area (m²) - Houses	1,812 m2
Cost per ft² (£) - Houses	£199
Gross Internal Floor Area (ft²) - Houses	19,504 ft2
Average cost per unit (£) - Houses	£431,012
Preliminaries (%)	15%
Contingency (%)	5%

Competitive tender using JCT Design and Build Contract, Single Stage

Costs projected to 4Q2023 excluding inflation

Costs used within this analysis are derived primarily from tendered rates received by Poole Dick (adjusted for location and date). Other rates are compiled from quotations and first principles of labour, plant and materials. Adjustment has been made to some of these rates to capture uplifts in specification resultant from the change to the building regulations which came into effect June 2022. Summary of changes are:

Part L – conservation of fuel and power. Headline increase in overall costs is approx. 4.5%

Targeting a 30% reduction in heat loss

Walls from 0.28 to 0.18W/m²K

Windows from 1.6 to 1.4W/m²K

Doors from 1.8 to 1.4W/m²K unless it's a fire door, which can be 1.8W/m²K

Part F – Ventilation. Headline increase in overall costs is approx. 0.60%

Changes are required owing to the increase of the air tightness and thermal efficiency of dwellings under the new Part L, resulting in the below new ventilation requirements

Part O – Overheating (New). Headline increase in overall costs is approx. 0.90%

Preventing buildings from overheating by correct design, by limiting solar gain and removing excess heat.

Part S – Infrastructure for charging electric vehicles (New). Headline increase in overall costs is approx. 1.5%

The costs per m² are generally above BCIS average costs. We would advise that this is primarily due to the current market reacting to stabilise profitability and tender pricing after the last two years which have seen unprecedented trading conditions:

- * Increases in materials price inflation (up 26% in 2022)

- * Base interest rate increases

- * New building Regulations adding approx. 7.5% cost

The cost database within BCIS requires more tender information which reflects the above to maintain integrity. Whilst the BCIS does have algorithms to compensate, we are seeing schemes at the values we have presented.

2.00 Introduction

Poole Dick are a practice of Chartered Quantity Surveyors. Jonathan Purcell is a Regional Director within the practice working as a Quantity Surveyor since 1990 and holds a College Diploma and degree in Quantity Surveying. He has been involved as a Project Manager/ Employer's Agent/ Quantity Surveyor in Residential (affordable, all tenures, sale and care), Commercial, Health, Leisure and Retail sectors - working nationally all his career. He has also undertaken Commercial Director and Managing Director roles for small and medium sized Main Contractors. He has extensive experience in setting construction budgets, preparation of estimates, cost plans (detailed and budget), preparation of tenders, preparing bills of quantities, project cost control and management, valuation and certification, variation/ change control, agreeing financial audits and construction claims.

2.01 Outline of the Scheme

Situated on Lapwing Lane in Didsbury, the site is currently occupied by carparking. The location of the building sits within a conservation area where specific design guidelines for new development need to be complied with. The project proposal is to construct 9 nr units comprising:
4 nr 3 Bed 5 Person, 2 nr 5 Bed 9 Person semi-detached and 3 nr 5 Bed 9 Person detached houses. Including surrounding site works and all associated drainage and services installations.

2.02 Basis of the Estimate

This Cost Analysis was prepared generally following RICS Cost Analysis and Benchmarking and NRM 1 rules of measurement, using the drawings and information provided. Drawings are listed as below:
The following data has been uploaded from Manchester City Council Planning portal.

2.00 Introduction

Drawings by AXI (Architect):

AXI 000 - Public House Existing Plans
AXI 002 - Location Plan
AXI 005 - Existing Site Plan
AXI 060 - Existing Elevations
AXI 070 - Proposed Demolitions
AXI 100 - Proposed Site Plan and House Types
AXI 120 - Proposed General Arrangements
AXI 130 - Plot 2 Detached Proposed Plans
AXI 131 - Plot 3&4 Semi Detached Proposed Plans
AXI 132 - Plot 6-9 Semi Detached Proposed Plans
AXI 134 - Plot 1 Detached Proposed Plans
AXI 160 - Plot 2 Detached Proposed Elevations
AXI 161 - Plot 3&4 Semi Detached Proposed Elevations
AXI 162 - Plot 6-9 Semi Detached Proposed Elevations
AXI 164 - Plot 1 Detached Proposed Elevations
AXI 170 - Public House Proposed Elevations
AXI 180 - Proposed Elevations
AXI 501 - Proposed Refuse Strategy
Design & Access Statement

Paul Butler Associates (Planning Consultants):

Planning and Heritage Statement
Statement of Community Involvement

Soiltechnics:

Ground Investigation Report (August 2023)

Godwins (Arboriculturist):

Tree Survey

Manchester City Council:

Waste Management Strategy

Hann Tucker Associates (Acoustic Consultant)

Noise Impact Assessment Report

Redmore Environmental:

Air quality Assessment

Rachel Hacking Ecology:

Extended Phase 1 Habitat & Daytime Bat Survey

Greater Manchester Police:

Crime Impact Statement

2.00 Introduction

GeoSmart:

Suds Assessment
Envirocheck Report 1-5
Phase 1 Contaminated Land Assessment

Watt (Energy and Consultant Engineers):

Environmental Standards Statement

Axis:

Highways Report Response
Highways Technical Note 01

Margaret Twigg (Landscape Architect):

605.01C - Landscape Proposals
Planting Specification

Highway Associates:

Stage 1 RSA

2.03 Exclusions

Additional abnormal costs to those stated
Any works beyond the site boundary
Finance charges and legal costs
Inflation past 4Q2023
Committed sums and other statutory/ local authority fees
Planning fees and building control fees
Sales and marketing costs
Site acquisition and associated costs
Site surveys/ searches and other investigative reports
Substation or other Mains services infrastructure charges.
Value Added Tax

2.04 Notes

The average preliminaries percentage for similar schemes is 15%.
External works included as assessment at 10% only due to insufficient detail currently available.
Project/ Design Contingency included at 5 %
The costs are forecast at 4Q2023.

2.00 Introduction

2.05 Specification

Generally

Quality of materials and inclusion of additional items of FF&E is based on similar residential care schemes which generally are designed to a high standard to satisfy the customer care packages and market sales values.

Demolitions

No allowance included. Breaking out hardstanding included within external works.

Abnormal Costs

As included within 4.0 Estimate only.

Foundations

Traditional strip foundations with suspended beam and block flooring.

Frame/ Upper Floors

Traditional masonry construction with isolated steelwork members.
Upper floors are precast concrete beam and block/ timber.

Roof

The roof is designed as multiple pitches with Concrete tile covering to match surrounding properties. Dormers also included.

Stairs

Pre-cast concrete/ timber.

External Walls

Insulated cavity walls with facing brick, render, feature surrounds to the external elevations.

Windows and External Doors

Aluminium/ timber and PVCu double glazed windows and doors with powder/ colour finish.

Internal Walls and Partitions

Combination of blockwork of varying widths and timber/ metal stud with parge coats, board and plaster skim finish. Insulation between studs.

Internal Doors

Hardwood veneered fire doors and frames. High specification ironmongery.

Wall finishes

2.00 Introduction

Ceramic tiles to kitchen above counters, full height to bathrooms and en-suites;
Emulsion to walls generally.

Floor Finishes

Carpet; tiling to bathrooms and en-suites; vinyl to kitchens; entrance matting to entrance lobbies.

Ceiling Finishes

Suspended MF/ tile ceiling with access hatches; emulsion to general areas.

Fixtures and Fittings

General specification has been taken as similar schemes with Neff or similar washer/ dryer machine; Fridge freezer; microwave; ceramic hob; extractor; cooker; LED mirror cabinet; shower screens and doors; higher specification light fittings, internal doors and ironmongery and kitchen units with under unit lighting. Electric garage doors.

Services Installation

The mechanical and electrical installation is based on similar residential schemes. Video entry system. Heating and hot water are electric powered.

Minor building works and ancillary buildings

None.

Sitework

Hard and soft landscaping; metal railing/ timber boundaries; drainage attenuation/ SUDS; water and electricity connections; work to entrance road; closing existing access.

Preliminaries

All site administration, management, supervision and set up costs are included.

2.00 Introduction

2.06 Schedule of Floor Areas



Housing Units

Floor	m ²	ft ²	3 Bed house (nr)	5 Bed house (nr)	Total (nr)	Saleable (m ²)
Houses						
Semi (small)	389	4,187	4	0	4	389
Semi (large)	546	5,877	0	2	2	546
Detached	877	9,440	0	3	3	877
Total	1,812	19,504	4	5	9	1,812
% Saleable						100.00

NB: saleable is GIFA less communal areas including general circulation, services, and back of house.

2.07 Cost Commentary

The following table represents a comparison of the group elements of this scheme with those in the Building Cost Information Service (BCIS) database for similar projects, rebased to time and location factors and the BCIS Median rate (blended to reflect scheme mix):

Element	BCIS 843 #34783	BCIS 843 #34781	BCIS 843 #32375	Median	BCIS 4Q23 Median	PD Estimate
Substructure	£210.00	£218.00	£224.00	£218.00	£0.00	£92.84
Superstructure	£682.00	£550.00	£775.00	£682.00	£0.00	£1,248.00
Finishes	£150.00	£237.00	£123.00	£150.00	£0.00	£0.00
Fittings and Furnishings	£63.00	£61.00	£59.00	£61.00	£0.00	£0.00
Services	£294.00	£272.00	£249.00	£272.00	£0.00	£0.00
Preliminaries	£267.00	£464.00	£199.00	£267.00	£0.00	£242.81
Building Sub Total	£1,666.00	£1,802.00	£1,629.00	£1,650.00	£1,554.00	£1,583.65
External Works	£289.00	£574.00	£609.00	£574.00	£233.10	£277.90
Main Contractors OHP	£0.00	£276.00	£0.00	£0.00	£0.00	£0.00
Fees	£126.00	£141.00	£47.00	£126.00	£178.71	£186.16
Contingency	£0.00	£0.00	£0.00	£0.00	£89.36	£93.08
Total	£2,081.00	£2,793.00	£2,285.00	£2,350.00	£2,055.17	£2,140.79

We estimate the cost per m2 gross internal floor area for the proposed scheme to be £2,140.79/m2

3.0 Order of Cost Analysis

Summary of Costs	PD Feasibility Estimate
Demolition/ Enabling works	£0
Substructure	£168,227
Superstructure	£2,261,376
External Works	£503,560
Preliminaries	£439,974
Overheads and Profit	incl
Professional Fees	£337,314
Inflation (Costs Forecast 4Q2023)	£0
Contingency	£168,657
Total Construction Costs	£3,879,108
Cost per m²	£2,141
Cost per ft²	£199
Cost per unit	£431,012

Assumptions:

Design and Build procurement
Competitive tender at 4Q2023
The building is constructed to Building Regulations as of June 2022
Traditional strip foundations (no Engineers recommendations or site investigation to reference).
New service supplies
Main Contactor's Overheads and Profit included within rates
Project/ Design Contingency included at 5 %
Design Fees included at 10%
6nr EV charging points provided

Exclusions:

Additional abnormal costs to those stated
Any works beyond the site boundary
Finance charges and legal costs



Inflation past 4Q2023

Commuted sums and other statutory/ local authority fees

Planning fees and building control fees

Sales and marketing costs

Site acquisition and associated costs

Site surveys/ searches and other investigative reports

Substation or other Mains services infrastructure charges.

Value Added Tax

Estimate - Extant Permission Housing Units

£

Demolition/ Enabling Works

0 m² £0

£0

Demolition/Enabling Total £0

Substructure

Normal

669 m² £165 Traditional footings £110,385

Abnormal

669 m² £81.46 Extra Over for deep trench fill foundations £54,497

669 m² £5.00 Barrier pipes due to PAH's £3,345

Substructure Total £168,227

Superstructure

Normal

1,812 m² £1,248 Generally based on similar schemes £2,261,376

Abnormal

0 item £0 £0

Superstructure Total £2,261,376

External Works

Normal

£2,429,603 item 10.00% £242,960

7 nr £4,250 Rapid charging points £29,750

Abnormal

2,390 m² £15 Removal of hard standing £35,850

2,000 m³ £50 Contamination remediation incl capping under soft landscaping £100,000

1 item £10,000 Tree Protection £10,000

1 item £25,000 Attenuation/ SUDS £25,000

1 item £50,000 Off site soakaways and drainage works £50,000

1 item £10,000 S278 works to existing entrance (footpaths, splays, etc) £10,000

External Works Total £503,560

£2,933,163

Lapwing Lane, Didsbury
Order of Cost - Extant Housing Scheme Nr. 1



Preliminaries	15.00%	<u>£439,974</u> £3,373,137
Professional Fees	10.00%	<u>£337,314</u> £3,710,451
Contingency	5.00%	<u>£168,657</u> £3,879,108
Inflation (based on 4Q2023)	0.00%	£0
TOTAL CONSTRUCTION COSTS		<u>£3,879,108</u>
Cost per m ² gross floor area	1,812 m ²	<u>£2,141</u>
Cost per ft ² gross floor area	19,504 ft ²	<u>£199</u>
Cost per dwelling	9 nr.	<u>£431,012.00</u>

Lapwing Lane, Didsbury (9) AUV SUB

Lapwing Lane, Didsbury (9) AUV SUB

Appraisal Summary for Phase 1 Retirement Housing

Currency in £

REVENUE

Sales Valuation	Units	m²	Sales Rate m²	Unit Price	Gross Sales
3 Bed houses	4	390.00	6,153.85	600,000	2,400,000
5 Bed Semi	2	546.00	4,120.88	1,125,000	2,250,000
5 bed detached	3	876.00	4,280.82	1,250,000	3,750,000
Totals	9	1,812.00			8,400,000

NET REALISATION

8,400,000

OUTLAY

ACQUISITION COSTS

Residualised Price		2,022,096	
			2,022,096
Stamp Duty		90,605	
Effective Stamp Duty Rate	4.48%		
Agent Fee	1.00%	20,221	
Legal Fee	0.75%	15,166	
			125,991

CONSTRUCTION COSTS

Construction	m²	Build Rate m²	Cost
3 Bed houses	390.00	1,583.00	617,370
5 Bed Semi	546.00	1,583.00	864,318
5 bed detached	876.00	1,583.00	1,386,708
Totals	1,812.00 m²		2,868,396
Developers Contingency		5.00%	168,598
			3,036,994

Other Construction Costs

Externals including extra overs	503,560	
		503,560

PROFESSIONAL FEES

Architect	10.00%	337,196	
			337,196

MARKETING & LETTING

Marketing	2.00%	168,000	
			168,000

DISPOSAL FEES

Sales Agent Fee		1.00%	84,000
Sales Legal Fee	9.00 un	600.00 /un	5,400
			89,400

TOTAL COSTS BEFORE FINANCE

6,283,237

FINANCE

Timescale	Duration	Commences
Acquisition	1	Nov 2023
Pre-Construction	6	Dec 2023
Construction	12	Jun 2024
Sale	6	Jun 2025
Total Duration	25	

Debit Rate 8.00%, Credit Rate 1.00% (Nominal)

Land	271,219	
Construction	136,458	
Other	29,087	
Total Finance Cost		436,763

TOTAL COSTS

6,720,000

PROFIT

1,680,000

Performance Measures

Profit on Cost%	25.00%
Profit on GDV%	20.00%

Lapwing Lane, Didsbury (9) AUV SUB

IRR% (without Interest)	32.92%
-------------------------	--------