

Financial Viability Assessment



Land South East of Kings Copse Avenue,
Hedge End,
Southampton
SO30 0PP

Eastleigh Borough Council

Application REF: F/25/100141

January 2026

Private and Confidential

Quality Assurance

Date of Report	January 2026
Version	V1
Filename and path	L:_Client Projects\2509 Bury Spinney, Thorn Road, Houghton Regis_FVA_Central Bedfordshire Council_Reports\251013 Bury Spinney, Houghton Regis_FVA_Central Bedfordshire Council_v0.6.docx
Prepared by	Eleanor Smith Briginshaw, Assistant Consultant Noa Van de Riet, Senior Consultant
Checked by	Adam Baker, Associate Director
Date	28 th January 2026
Authorised by	Parm Dosanjh, Executive Director
Date	29 th January 2026

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Contents

Executive Summary

Report

1	Introduction	4
	RICS Practice Statement	5
	Objectivity, Impartiality and Reasonableness	5
	Confirmation of Instructions	5
	Conflicts of Interest	5
	Transparency of Information	5
	Area Wide Viability Assessment	5
	Information Relied Upon	6
	Engagement	6
2	Scheme Details	7
	Location	7
	Proposed Scheme	9
3	Planning Policy Requirements	12
	National Planning Policy Framework (2025)	12
	PPG Viability (2025)	13
	Eastleigh Borough Council Local Plan (Adopted April 2022)	15
	Eastleigh Borough Council Affordable Housing SPD (2023)	19
4	Residential Market Review	20
	New-Build Listings	27
	Residential Conclusion	35
5	Cost & Value Analysis	36
	Costs	36
	Revenue	44
6	Benchmark Land Value	46
	Applicant's Assessment of BLV	46
	AVL Assessment of BLV	47
7	Summary & Conclusions	52
	Applicant's Results	52
	AspinallVerdi's Assessment	52
	Conclusion	53
	Sensitivity Analysis	53

Tables & Figures

Table 1.1 - Appraisal Input Summary	ii
Figure 2.1 - Location Map	7
Figure 2.2 – Proposal Site	8
Figure 2.3 - Site Plan	10
Figure 2.4 – Proposed House Elevations	10



Figure 2.5 – Proposed Apartment Elevations	11
Table 2.1 - Proposed Residential Unit Mix	11
Figure 3.1 – EBC Planning Policy Map	16
Figure 3.2 - EBC Policy BO3	17
Figure 3.3 - Map showing SINC	18
Table 4.1 - Applicant Adopted GDV	20
Figure 4.1 – Land Registry Average Values, All Property Types	21
Figure 4.2 – New-Build Schemes	23
Table 4.2 – New Build Achieved Data	23
Figure 4.3 – New-Build Housing Listing Locations	28
Table 4.3 - New-Build Housing Listing Prices	28
Figure 4.4 – Location Map of Flatted Listings	31
Table 4.4 Achieved Flatted Values	31
Table 5.1 - Abnormal Costs	38
Figure 5.1 – Commercial Stamp Duty Banding	41
Figure 5.2 - S106 Contributions	43
Table 5.2 - Appraisal Input Summary	45
Figure 6.1 - Rural Land Values by Region	48
Table 6.2 – Agricultural Land Transactions	48
Table 6.1 - Abnormal Costs	49
Table 6.2 - BLV Comparison	51
Table 7.1 – AVL Appraisal – Scenario 1 (Policy Compliant)	52
Table 7.2 - AVL Appraisal - Scenario 2 (0% AH)	53
Figure 7.1 – Policy Compliant Sensitivity Analysis	54

Appendices

Appendix 1 – AspinallVerdi Terms of Business
Appendix 2 – Comparable Data
Appendix 3 – Value Schedules
Appendix 4 – BCIS Costs
Appendix 5 – AspinallVerdi Appraisals



Executive Summary

- ES 1 This non-technical summary is to be read in conjunction with the main report, general assumptions and definitions attached hereto.
- ES 2 AspinallVerdi have been instructed by the Eastleigh Borough Council (hereafter referred to as “the Council”) to undertake a Financial Viability Assessment (FVA) of the proposed development at Land South of Kings Copse Avenue, Eastleigh.
- ES 3 The Applicant (Eastleigh Borough Council) submitted a full planning application in September 2025 (REF: F/25/100141). The application seeks permission for the following:

‘Residential development of 192 dwellings comprising houses and apartments, to include access, parking, landscaping and other associated works, along with off-site footway and bridleway improvements.’

- ES 4 The existing greenfield site is allocated for residential development within the local plan (2016-2036) under policy BO3. The proposed scheme seeks to provide 192no. dwellings, comprising houses and apartments.
- ES 5 Certain S106/S278 obligations will be expected based on planning policy, including the delivery of on-site affordable housing or a commuted sum. The purpose of this report is to provide an independent and objective assessment of the level of policy contributions that the development can viably support. Paragraph: 002 Reference ID: 10-002-20251216of the PPG (2025) states that:

‘Policy requirements, particularly for affordable housing, should be set at a level that takes account of affordable housing and infrastructure needs and allows for the planned types of sites and development to be deliverable...’

- ES 6 In support of the application, the Applicant has provided a Financial Viability Assessment (FVA) undertaken by Alder King in November 2025. Based on their cost and value assumptions, the Applicant’s assessment shows the delivery of a policy-compliant scheme which provides 35% affordable housing to be unviable, generating a deficit of -£5,892,911 when judged against the Applicant’s adopted Benchmark Land Value (BLV) of £5,160,000. The Applicant therefore concludes that the scheme cannot viability provide any on-site affordable housing.
- ES 7 The Applicant’s FVA concludes that even in a 100% market sale scenario, the proposed scheme generates a deficit of c. -£1,316,000 and is therefore unable to viably support any on or off-site affordable housing.

ES 8 For the purposes of this FVA, we have reviewed the report provided by the Applicant and also undertaken our own appraisals. Where we agree with the Applicant's position, we have assumed their cost and value inputs. Where we disagree, we have adopted our own assumptions and set out in detail the reasons for these variations in our report.

ES 9 Table 1.1 summarises the inputs adopted in comparison to the Applicant's assumptions.

Table 1.1 - Appraisal Input Summary

Item	Applicant	AspinallVerdi	Difference
Values			
Market Sale GDV	£66,639,052	£66,639,052	-
Market Sale (£ / psf)	£390	£390	-
Affordable Housing Transfer Value (%)	50% OMV	62% OMV	+12%
Costs			
Base Build Cost (£ / psf)	£156	£156	-
External Works	15.00%	10.00%	-5.00%
Contingency	3.00%	3.00%	-
Site Abnormals	£5,300,257	£3,679,235	-£1,621,022
Professional Fees	10.00%	10.00%	-
Residential Disposal Costs	3.00%	3.00%	-
Affordable Disposal Costs	£850 / unit	£850 / unit	-
S106 Contributions	£4,209,825	£4,209,825	-
Finance Debit Rate	7.25%	7.25%	-
Finance Credit Rate	1.00%	1.00%	-
Private Residential Profit	18.00% on GDV	18.0% on GDV	-
Affordable Residential Profit	6.00% on GDV	6.00% on GDV	-

Source: Alder King, 2025 & AVL, 2026.

ES 10 We have calculated the financial viability using ARGUS Developer. We have taken into account our views / analysis on residential values, benchmark land value, construction and other costs and the values on completion.

Conclusions and Recommendations

ES 11 The outcome generated by our appraisals differs from the Applicant's due to varying costs and values. In particular, we note that while we have made favourable adjustments to the BLV, to account for abnormal costs not typically expected as part of a development, we have also needed to increase the construction costs to accurately reflect the Gross to Net Area of the flatted units.



As such, this has had a negative impact on viability through directly increasing the base build cost, as well as the additional finance costs associated with this.

- ES 12 A policy-compliant scenario provides 67no. on-site affordable units, consisting of 53no. affordable rented and 14no. shared ownership units and £4,885,825 in S106 contributions. Despite favourable adjustments to the development costs and BLV, the scheme is shown to be unviable, generating a deficit of c. £2,996,618 against the BLV. As such, the scheme is unable to provide any on-site affordable housing contributions.
- ES 13 To allow for a like-for-like comparison, we have also tested a 100% private scheme which produces a reduced deficit of £1,988,449. Given the deficit for an entirely private scheme, we recommend the Council seeks further clarification on how the scheme will be delivered.
- ES 14 Our sensitivity analyses have demonstrated how the viability can change subject to adjustments to appraisal inputs – notably the sales values and construction costs. For a policy-compliant scheme to become viable, a sales value increase of c. 10.0% and decreases in construction costs by the same amount would be required.
- ES 15 We trust that our report is in a format suitable for your purposes and that it provides all the relevant information. Should you have any questions or queries in respect of the scheme or the contents of this report, please do not hesitate to contact Parminder Dosanjh or Noa Van de Riet.

Eastleigh Borough Council
Eastleigh House
Upper Market Street
Eastleigh
SO50 9YN

Clerkenwell Workshops
27-31 Clerkenwell Close
London
EC1R 0AT

0207 183 7580
parm@aspinallverdi.co.uk
www.aspinallverdi.co.uk

For the Attention of Rebecca Altman, Principal Planning Officer

Dear Rebecca,

1 Introduction

- 1.1 We refer to your instructions (dated December 2025), requesting a Financial Viability Assessment (FVA) in respect of the proposed development for the Land South East of Kings Copse Avenue, Hedge End. The Applicant (Eastleigh Borough Council) submitted a full planning application in September 2025 (REF: F/25/100141). The application seeks permission for the following:
- ‘Residential development of 192 dwellings comprising houses and apartments, to include access, parking, landscaping and other associated works, along with off-site footway and bridleway improvements.’*
- 1.2 The existing greenfield site is allocated for residential development within the local plan (2016-2036) under policy BO3. The proposed scheme seeks to provide 192no. dwellings, comprising houses and apartments.
- 1.3 In support of the application, the Applicant has provided a Financial Viability Assessment (FVA) undertaken by Alder King in November 2025. Based on their cost and value assumptions, the Applicant’s assessment shows the delivery of a policy-compliant scheme which provides 35% affordable housing to be unviable, generating a deficit of -£5,892,911 when judged against the Applicant’s adopted Benchmark Land Value (BLV) of £5,160,000. The Applicant therefore concludes that the scheme cannot viability provide any on-site affordable housing.
- 1.4 The Applicant’s FVA concludes that even in a 100% market sale scenario, the proposed scheme generates a deficit of c. -£1,316,000 and is therefore unable to viably support any on or off-site affordable housing.
- 1.5 We undertake our FVA in accordance with the National Planning Policy Framework (NPPF), Viability PPG, and RICS guidance on assessing viability in planning. Our FVA seeks to scrutinise the various elements which form the basis of the Applicant’s appraisals, namely the Gross Development Value (GDV), development costs, Benchmark Land Value (BLV) and phasing / timescales.

RICS Practice Statement

1.6 Our FVA is carried out in accordance with the following:

- National Planning Policy Framework (NPPF, updated February 2025)
- Planning Practice Guidance (PPG, updated December 2025)
- RICS Financial Viability in Planning: Conduct and Reporting, Professional Standard (September 2019)
- RICS Assessing viability in planning under the National Planning Policy Framework 2019 for England (March 2021).

Objectivity, Impartiality and Reasonableness

1.7 We have carried out our review in collaboration with the Council (as Local Planning Authority (LPA)) and the Applicant / Landowner. At all times we have acted with objectivity, impartiality and without interference when carrying out our assessment and review.

Confirmation of Instructions

1.8 We attach at Appendix 1 our Terms of Engagement. We confirm that in the preparation of this report no performance-related or contingent fees have been agreed upon. We have not been instructed to inspect the site.

Conflicts of Interest

1.9 We confirm that we have no conflict of interest in providing this advice, and we have acted independently and impartially.

Transparency of Information

1.10 Transparency and fairness are key to the effective operation of the planning process. The presumption is that this viability assessment will be published in full, except where this may compromise the delivery of the proposed application scheme or infringe other statutory and regulatory requirements. In this instance, we have not agreed any exceptions with the LPA.

Area Wide Viability Assessment

1.11 We confirm that we have acted for Eastleigh Borough Council in respect of the preparation of an area-wide Local Plan and CIL viability assessment.

Information Relied Upon

1.12 For the purposes of our appraisals, we have relied on the following information:

- Viability Assessment Adler King, November 2025
- Site Plan MH Architects
- Local Plan Eastleigh Borough Council
- Plan Wide Viability Assessment Dixon Searle Partnership

1.13 All the above information is logged electronically and can be provided if required.

Engagement

1.14 At all stages of the viability process, we have advocated reasonable, transparent and appropriate engagement between the relevant parties.

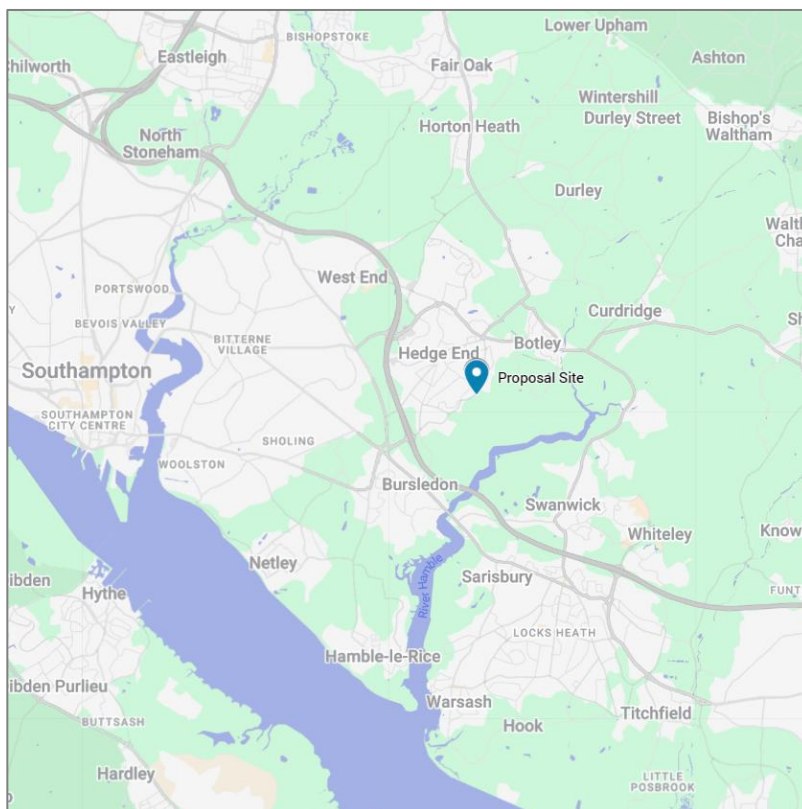
2 Scheme Details

2.1 This section sets out our understanding of the proposed scheme.

Location

- 2.2 The proposed development site is located in the Borough of Eastleigh, Hampshire, within the residential suburb of Hedge End. Eastleigh lies between the larger urban centres of Southampton, approximately 3.7 miles to the south, and Winchester, approximately 6 miles to the north. Hedge End forms one of the principal suburban centres within the borough and provides a range of local services and facilities. The site is also positioned between the established local centres of Hedge End town centre to the north-west and Botley village centre to the north-east.
- 2.3 The site lies on the eastern edge of Hedge End, within the Parish of Botley. It is located to the south east of Kings Copse Avenue, which runs along the eastern side of Hedge End, and forms part of the urban edge where residential development transitions into open countryside. The macro location is shown in Figure 2.1.

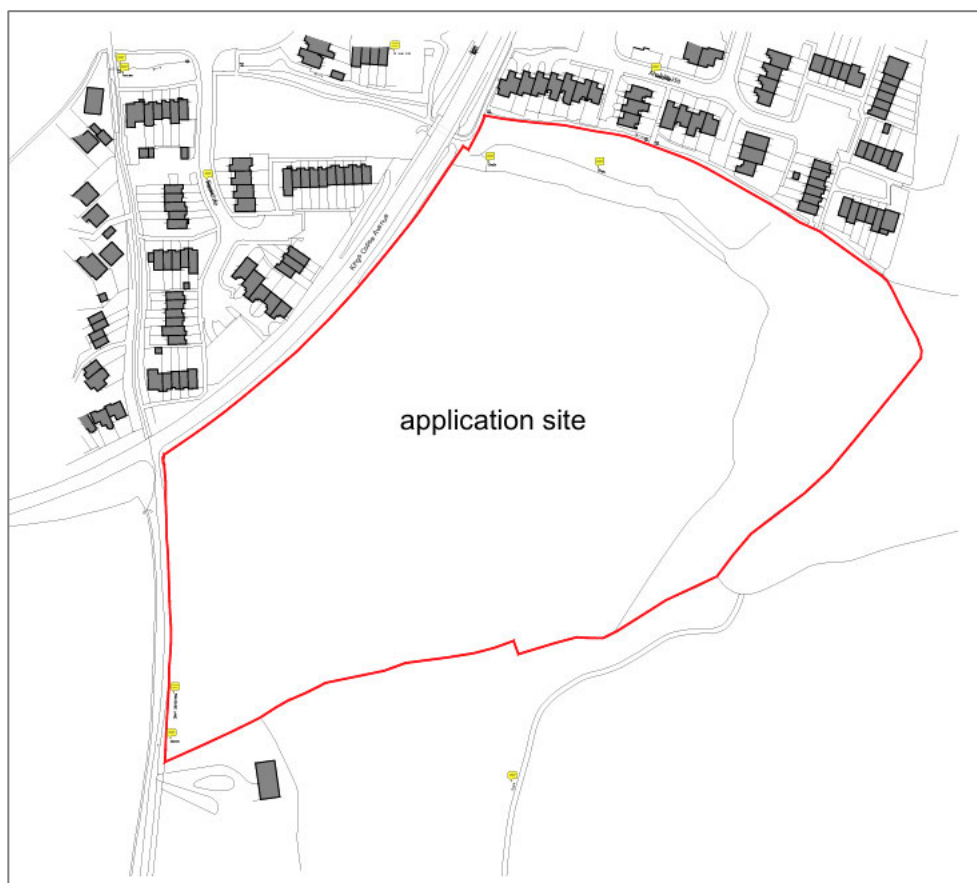
Figure 2.1 - Location Map



Source: Google MyMaps, 2026.

- 2.4 Eastleigh benefits from good transport connections, with access to the wider road network via the M27 motorway to the south and the M3 motorway to the north. These routes provide direct links to Southampton, Winchester, Portsmouth and the wider South Hampshire and South East regions.
- 2.5 Vehicular access to the site is taken from Kings Copse Avenue, with additional access along Tanhouse Lane, a north-south route that forms part of the western boundary of the site. Tanhouse Lane also operates as a public bridleway, crossing Kings Copse Avenue to the north.
- 2.6 Public transport provision is available in close proximity to the site, with the nearest bus stops located at both the northern and western ends of the site along Kings Copse Avenue. These services provide connections to Hedge End town centre, Botley, Eastleigh and surrounding areas.

Figure 2.2 – Proposal Site



Source: MH Architects, 2024.

- 2.7 The site extends to approximately 6.9 hectares (17.2 acres) and is greenfield land, with no existing development on site. It currently comprises open pasture land used for grazing purposes, enclosed by mature trees and hedgerows. Historically, the land formed part of the River Hamble Country Park Estate.

- 2.8 The site is bordered by existing residential development to the north, including properties along Ambleside, and by Kings Copse Avenue to the west. To the east and south, the site adjoins open countryside and areas of ecological value, including established woodland. Part of the northern and eastern boundaries fall within the Tanhouse Meadow Site of Importance for Nature Conservation (SINC) and the Manor Farm Local Nature Reserve (LNR).
- 2.9 The Property is situated approximately 0.3 miles north of the Bargate Homes/Vivid Housing development of “Hamblewood”. The Application (Reference: F/19/86829) was approved in September 2021 and is described as follows:

‘Demolition of the existing farmhouse and associated former farm buildings, the creation of a new access onto Heath House Lane, and the erection of 123 dwellings together with internal roads, pumping station, landscaping and drainage provision (amended scheme)’.

Proposed Scheme

- 2.10 In September 2025, the Applicant submitted a planning application in respect of the site (REF: F/25/100141) which seeks full planning permission for the following:
- ‘Residential development of 192 dwellings comprising houses and apartments, to include access, parking, landscaping and other associated works, along with off-site footway and bridleway improvements.’*
- 2.11 The illustrative site plan is shown in Figure 2.3, with the proposed elevations shown in Figure 2.4 and Figure 2.5.

Figure 2.3 - Site Plan



Source: MH Architects, 2024

Figure 2.4 – Proposed House Elevations



Source: MH Architects, 2024

Figure 2.5 – Proposed Apartment Elevations



Source: MH Architects, 2024

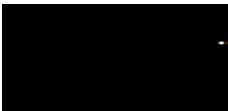
Scheme Mix / Areas

2.12 We summarise the proposed residential unit mix in Table 2.1, assuming a 100% open-market housing mix.

Table 2.1 - Proposed Residential Unit Mix

Unit Type	No. of Units	Av. Unit Size (sqft)	Total (NIA, sqft)
1-Bed Flat	50	543	27,166
2-Bed Flat	40	764	30,574
2-Bed House	42	854	35,858
3-Bed House	34	1,189	40,434
4-Bed House	26	1,417	36,844
Total	192		170,875

Source: Alder King, 2025.



3 Planning Policy Requirements

- 3.1 In this section, we set out the planning policy and guidance relevant to this viability assessment.

National Planning Policy Framework (2025)

- 3.2 In December 2025, the Government published a consultation version of the updated National Planning Policy Framework (NPPF). This draft indicates potential future shifts in national planning policy, including the assessment of impact on heritage assets, categorisation of harm and weight of benefits. However, as this document remains a consultation draft and has not yet been formally adopted, it carries limited material weight in the determination of current planning outcomes. Consequently, this viability assessment is predicated upon the existing adopted version of the NPPF (December 2024). This ensures that the assessment remains consistent with the current legislative framework and the planning policy environment in force at the time of submission. We recommend this is kept under review.
- 3.3 The National Planning Policy Framework (NPPF) was significantly revised on the 12th December 2024, with minor amendments made in February 2025. The NPPF sets out the Government's planning policies for England and is a material consideration in planning decisions.
- 3.4 Paragraphs 56 – 59 deal with planning conditions and obligations under the revised National Planning Policy Framework. Paragraph 59 states that, where up-to-date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the Applicant to justify the need for a viability assessment at the application stage, further strengthening the weight given to the viability testing at the plan-making stage.
- 3.5 Furthermore, the weight to be given to a viability assessment is a matter for the decision-maker, having regard to all the circumstances in the case, including whether the plan and supporting viability evidence are up to date, and if there have been any changes in site circumstances since the plan was brought into force. The NPPF is clear that all viability assessments should follow the recommended approaches in national planning guidance and be made publicly available.
- 3.6 Paragraph 66 of the NPPF requires that, where major development involving the provision of housing is proposed, planning policies and decisions should expect that the mix of affordable housing required meets identified local needs, across social rent, other affordable housing for rent and affordable home ownership tenures.

PPG Viability (2025)

- 3.7 In December 2025, the Ministry of Housing, Communities and Local Government updated the Planning Practice Guidance (PPG) on viability, setting out key principles for viability in plan making and decision taking.
- 3.8 National policy is seeking to ensure policy requirements are taken into consideration when land is valued and purchased and this is reiterated on multiple occasions within the revised PPG.
- 3.9 National Policy is aiming to create an environment where viability assessments are only required at the decision-taking stage in particular circumstances. Policy requirements are set at plan level to take into account affordable housing and infrastructure needs, without the need for further viability assessment at the decision-making stage.¹
- 3.10 Should a viability assessment be required at the decision-taking stage, then the PPG emphasises that the onus is on the Applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage.²
- 3.11 Where a viability assessment is submitted to accompany a planning application, this should be based upon and refer back to the viability assessment that informed the plan, and Applicants should provide evidence of what has changed since then.³
- 3.12 The weight to be given to a viability assessment is a matter for the decision-maker, having regard to all the circumstances in the case.⁴ A decision-maker can also give appropriate weight to emerging policies.⁵

Standard Inputs to Viability

- 3.13 Paragraph 010 of the PPG describes the principles for carrying out a viability assessment, stating:
- 'viability assessment is a process of assessing whether a site is financially viable, by looking at whether the value generated by a development is more than the cost of developing it.'*⁶
- 3.14 We note the principles of carrying out viability assessments, namely proportionality and transparency, are to:

¹ Paragraph: 002 Reference ID: 10-002-20251216, Revision date: 16 12 2025

² Paragraph: 008 Reference ID: 10-008-20190509, Revision date: 09 05 2019

³ Paragraph: 009 Reference ID: 10-009-20251216, Revision date: 16 12 2025

⁴ Paragraph: 009 Reference ID: 10-009-20251216, Revision date: 16 12 2025

⁵ Paragraph: 008 Reference ID: 10-008-20190509, Revision date: 09 05 2019

⁶ Paragraph: 010 Reference ID: 10-010-20180724, Revision date: 24 07 2018

*'strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure the maximum benefits in the public interest through the granting of planning permission'*⁷

- 3.15 Paragraphs 011 and 012 define how the gross development value and costs should be defined for the purposes of viability assessments. We have considered this in our review.

Benchmark Land Value

- 3.16 The PPG defines the benchmark land value (BLV) for any viability assessment as the existing use value (EUV) of the land, plus a premium for the landowner.⁸ The BLV should reflect the implications of abnormal costs; site-specific infrastructure costs; and professional fees.⁹

- 3.17 In establishing Benchmark Land Values, Paragraph 014 states:

*'market evidence can also be used as a **cross-check** of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners'.*

*'this evidence should be based on developments which are **fully compliant with emerging or up to date plan policies**, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.'*¹⁰

- 3.18 Paragraph 014 also reiterates that in no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan. Local Authorities can request data on the price paid for land (or the price expected to be paid through an option or promotion agreement).¹¹

- 3.19 Paragraph 015 defines EUV as follows:

*'[...] the value of the land in its existing use. Existing use value is **not the price paid** and should **disregard hope value**. Existing use values will vary depending on the type of site and development types.'*¹²

⁷ Paragraph: 010 Reference ID: 10-010-20180724, Revision date: 24 07 2018

⁸ Paragraph: 013 Reference ID: 10-013-20190509, Revision date: 09 05 2019

⁹ Paragraph: 014 Reference ID: 10-014-20190509, Revision date: 09 05 2019

¹⁰ Paragraph: 014 Reference ID: 10-014-20190509, Revision date: 09 05 2019

¹¹ Paragraph: 014 Reference ID: 10-014-20190509, Revision date: 09 05 2019

¹² Paragraph: 015 Reference ID: 10-015-20190509, Revision date: 09 05 2019

3.20 Paragraph 016 defines the premium to the landowner:

*‘The premium (or the ‘plus’ in EUV+) [...] is the amount above existing use value (EUV) that goes to the landowner. The premium should provide a **reasonable incentive** for a land owner to bring forward land for development while allowing a **sufficient contribution to fully comply with policy requirements.**’*

Developer’s Return / Profit

3.21 The PPG also defines developer’s return / profit for the purposes of viability assessment at the plan-making stage. The key points are:

- The cost of fully complying with policy requirements should be accounted for in the benchmark land value.
- For the purpose of plan-making, an assumption of 15 – 20% of gross development value (GDV) may be considered a suitable return to developers.
- Plan makers may choose to apply alternative figures where there is evidence to support this, according to the type, scale and risk profile of planned development.
- Alternative figures may also be appropriate for different development types.¹³

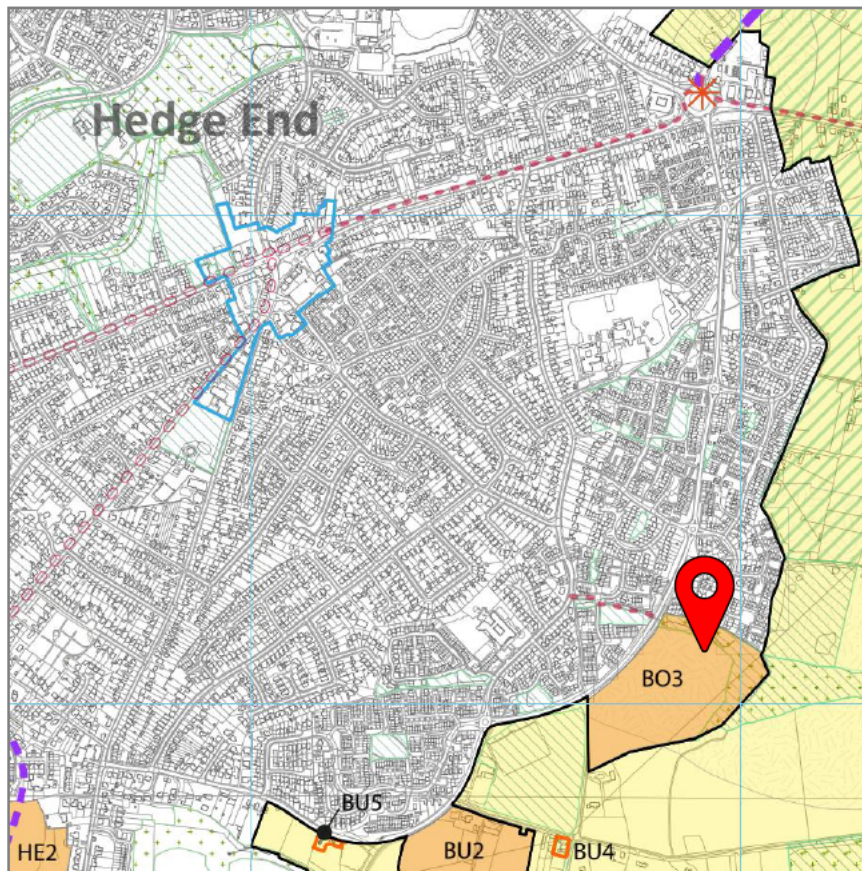
3.22 There is no specific profit guidance at the decision-taking stage but we have considered the above principles in our assessment.

Eastleigh Borough Council Local Plan (Adopted April 2022)

3.23 The Eastleigh Borough Local Plan was adopted in April 2022 and sets out the Council’s policies and plans to guide development across the Borough up to the end of the plan period (2036). **Error! Reference source not found.** shows the location of the proposal site within the Eastleigh Borough Council Planning Policy map (available online).

¹³ Paragraph: 018 Reference ID: 10-018-20190509, Revision date: 09 05 2019

Figure 3.1 – EBC Planning Policy Map



Source: Eastleigh Borough Council, 2026.

- 3.24 The proposal site is allocated within the Local Plan for 120no. dwellings (orange shading) under Policy BO3, which outlines that the site is allocated for development, with the following requirements shown in **Error! Reference source not found..**

Figure 3.2 - EBC Policy BO3

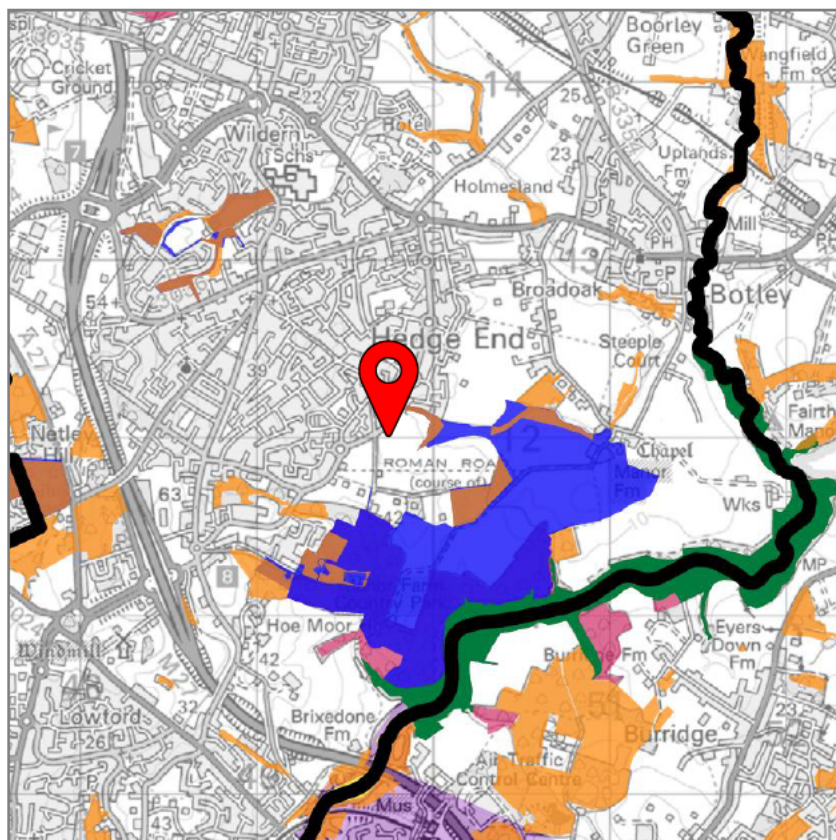
Policy BO3, Land east of Kings Copse Avenue and east of Tanhouse Lane

1. An area of approximately 6.96 ha of land on the eastern side of Kings Copse Avenue and Tanhouse Lane, as defined by the policies map, is allocated for development to include approximately 120 dwellings. Planning permission will be granted provided that the detailed proposals comply with the development plan, and with an approved masterplan for the whole site which addresses the following specific requirements:
 - a. a range of housing types, sizes and tenure;
 - b. the provision of on-site public open space and play areas, to serve the development;
 - c. the provision of vehicular access from Kings Copse Avenue;
 - d. the provision of contributions to, or delivery of, off-site highway improvements considered necessary to serve the development;
 - e. the provision of pedestrian and cycle links both within the site and to connect the site with the surrounding area, including the adjacent Rodaway Pavilion and Football Ground;
 - f. the maintenance and improvement of the Public Rights of Way to the west of the site;
 - g. 20m buffers off Tanhouse Meadow Sites of Importance for Nature Conservation/ Manor Farm Local Nature Reserve to protect the designated sites and the Hedge End stream to the north. All mature hedgerows should be retained and buffered by 5m either side;
 - h. ensure avoidance or mitigation of direct and indirect adverse impacts on habitats or species protected by legislation or identified as of principal importance within the NERC Act 2006 S41 lists and that there is a net gain in biodiversity;
 - i. avoiding development on areas of the site at risk of flooding;
 - j. to preserve water quality and flows into the Hedge End Stream details of Sustainable Urban Drainage shall be provided in accordance with policy DM6 as part of any application for outline or full planning permission;
 - k. the provision of a landscape setting for the development, including buffer planting on Kings Copse Avenue frontage, and maintaining, reinforcing and buffering existing boundary hedgerows, tree belts and woodland;
 - l. the provision of good quality landscape setting for the development (including buffer planting on Kings Copse Avenue frontage), and maintaining and reinforcing existing boundary hedgerows, tree belts and woodland;
 - m. a thorough examination of the potential for the relocation of the overhead power line which crosses the site, in order to maximise the site's development potential;
 - n. preservation of the pipeline infrastructure which cross the site;
 - o. ensuring an acceptable noise environment for new homes through appropriate siting of development and the provision of suitable noise and air mitigation measures, in light of the increased road traffic noise impact from Kings Copse Avenue, due to the opening of Pylands bypass/ Link Road and Botley bypass; and
 - p. occupation of the development is phased to align with the delivery of any necessary wastewater network reinforcement, in liaison with the service provider.

Source: Eastleigh Borough Council, 2022.

- 3.25 The site is also located adjacent to defined countryside space within the Local Plan (yellow shading), which runs to the south of the proposal site. We note that the site itself is not included within this area.
- 3.26 A portion of the site itself is designated as a Site of Importance for Nature Conservation (SINC), as shown in Figure 3.3, the site location is marked by the red pin. The orange shading represents the SINC, in the north and eastern borders of the site. These sites are not statutorily protected.

Figure 3.3 - Map showing SINC



Source: Eastleigh Brough Council Biodiversity Strategy, 2024

Policy DM28 – Affordable Housing

- 3.27 Policy DM28 sets the Council's expectations on affordable housing. Developments will be expected to provide 35% affordable housing, where the proposal comprises:
- I. 'Sites of 0.5 ha or more and on sites with, or capable of accommodating, 10 dwellings or more; or
 - II. A maximum combined gross floorspace of more than 1,000 sqm unless
 - III. It can be demonstrated that this proportion would have an unacceptable impact on the economic viability of the proposed scheme, and a reasonable lower proportion is

justified by evidence and that the lower proportion proposed is not below that which would be viable.'

Eastleigh Borough Council Affordable Housing SPD (2023)

- 3.28 The Council adopted an updated Affordable Housing SPD in December 2023 which is a revision of the previous document first adopted in 2009. The SPD supplements the policies within the Local Plan which cover affordable housing requirements. The purpose of the SPD is to provide further guidance on key policies (including DM28) as well as consider changes made to national planning policies.
- 3.29 In regards to the tenure mix that will be sought, the SPD states that *'the Council will seek 65% rented units with the balance of 35% coming from intermediate affordable housing market products.'*
- 3.30 However, following further email clarification with the Council on 7th January 2026, we have tested a policy-compliant tenure mix of 79% affordable rent and 21% shared ownership. In the context of the proposed scheme this equates to 67no. affordable homes, split 53no. affordable rented unit and 14no. shared ownership units.

Community Infrastructure Levy ('CIL')

- 3.31 CIL was introduced under the Planning Act 2008 and is legislated by the CIL Regulations 2010 (as amended). Local authorities in England and Wales can elect to charge CIL on new development to assist in funding infrastructure associated with planned growth.
- 3.32 Eastleigh Borough Council does not currently implement a CIL charge on development in the area, though this remains under review.

4 Residential Market Review

- 4.1 This section reviews the residential market in the areas surrounding the proposal site, and the Applicant's adopted residential Gross Development Value (GDV). We have based our analysis on the proposed unit types, including flats and houses.
- 4.2 For the flatted units, we have referred to evidence of flatted units delivered as part of schemes which predominantly comprise housing units, rather than standalone flatted schemes. This ensures the data captured is relevant to the proposal scheme in nature and pricing.
- 4.3 We have undertaken our own analysis of comparable evidence from completed transactions and supplemented this by reviewing the listing prices for new-build properties currently advertised for sale.
- 4.4 We have also undertaken agent consultations to establish a local view of the housing market and the levels of supply / demand in the area. This ensures our value assumptions are informed by recent market activity and are reasonable within the context of the proposed development; the site & location and general market sentiment.

Applicant's GDV

- 4.5 The Applicant's assessment includes multiple appraisals, which test variations in the level of affordable housing on site. This results in the following GDV assumptions:

Table 4.1 - Applicant Adopted GDV

Scenario	Total Value	Blended Rate
100% Market Sale	£66,639,052	£390 psf
Policy Compliant with 35% Affordable Housing	£55,395,758	£390 (market), £176 psf (affordable rent), £234 psf (shared ownership)

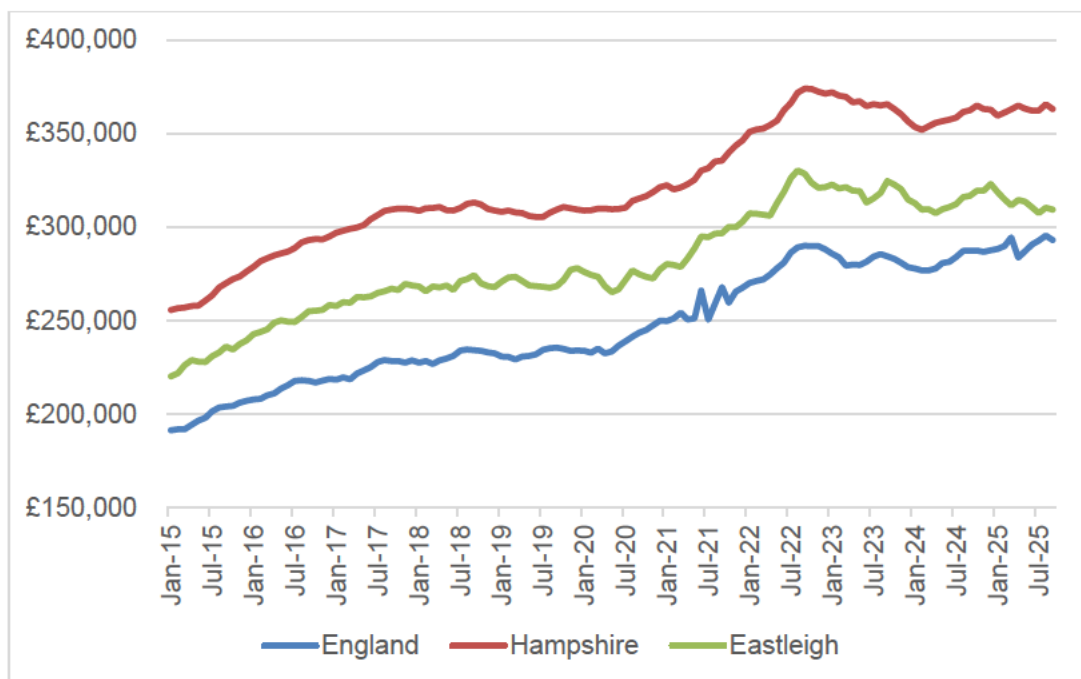
Source: Alder King, 2025.

- 4.6 The Applicant's assessment notes that its adopted affordable housing values are included as standard percentages of open market value (OMV), with the percentage varying by affordable housing tenure. The Applicant has included allowances of 45% and 60% of OMV for affordable rent and shared ownership, resulting in a blended affordable housing value of 50.3%, assuming a tenure split of 70% affordable rent and 30% shared ownership.
- 4.7 We consider the value of the affordable units in more detail in Chapter 5.

National & Regional Context

- 4.8 Following the Global Financial Crisis, property markets in the south-east experienced a prolonged period of growth. Demand was driven by both owner-occupiers and investors, resulting in a market imbalance and outstripped supply. The supply constraints led to average prices rising at significant rates, notably between 2013 and late 2016, however the rate of growth decelerated following the outcome of the UK's European Union membership referendum in 2017. Since then, prices have shown a less consistent pattern of growth and decline.
- 4.9 More recently, interest rate changes and economic uncertainty have led to an uncertain outlook for the residential market. Recent market reports have indicated that demand has been inconsistent through 2025 and values have stagnated and, in some cases, fallen accordingly. Looking forward, much will depend on whether there are further interest rate changes, which will continue to impact the capacity of potential buyers to borrow and subsequently affect housing demand.

Figure 4.1 – Land Registry Average Values, All Property Types



Source: Land Registry, 2025.

- 4.10 Figure 4.1 shows the average property prices in England, Hampshire and Eastleigh from January 2015. Over the past decade, all three areas have experienced sustained price growth, with Hampshire and Eastleigh consistently outperforming the national average.
- 4.11 Following a period of relatively strong growth between 2015 and 2017, prices continued to rise but showed greater volatility from around 2018 onwards. Hampshire recorded particularly strong growth through 2021-2022, mirrored to a slightly lesser extent in Eastleigh, before both areas

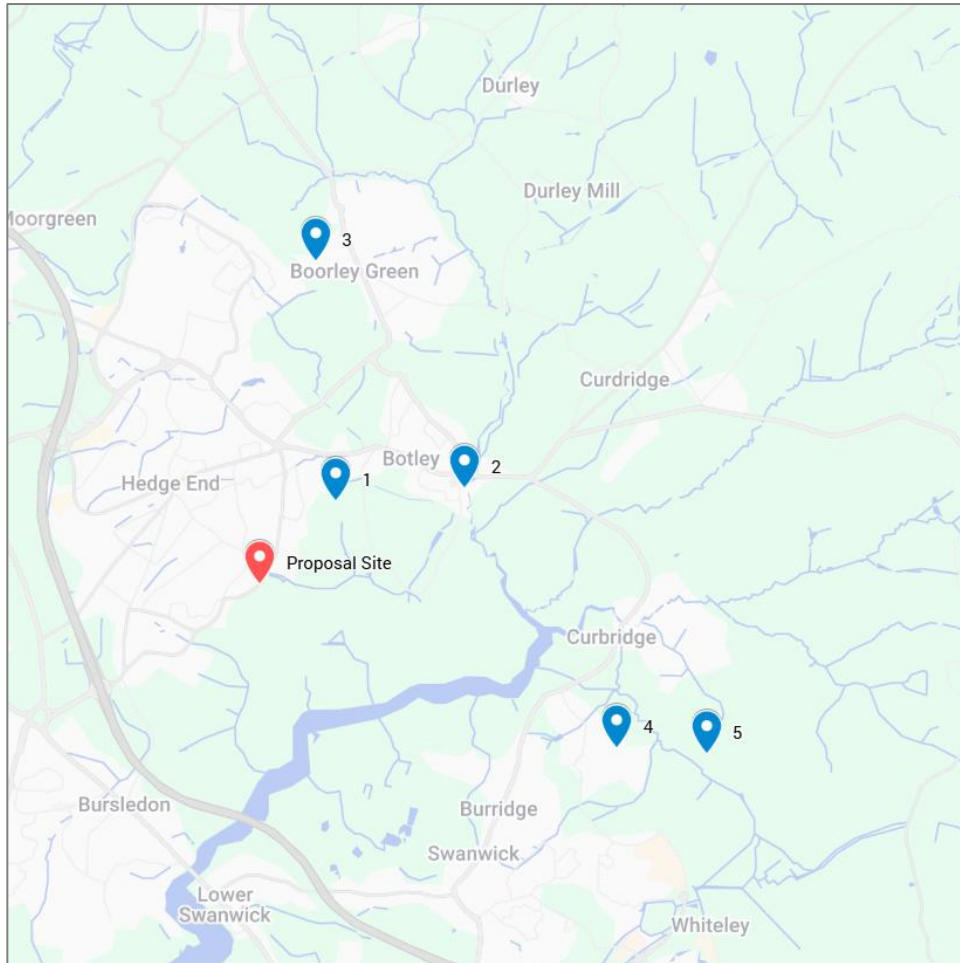
experienced a noticeable softening during 2023. Since early 2024, prices across all three have broadly stabilised, with Hampshire and Eastleigh remaining higher than the national average.

- 4.12 In more recent years, price growth in Hampshire and Eastleigh has been more subdued, reflecting wider economic conditions including higher interest rates, increased living costs and broader uncertainty. By mid-2025, the average property price in England is just under £300,000, compared with higher values in Eastleigh (around the low-£310,000s) and Hampshire (mid-£350,000s). This continues to demonstrate the relative strength of the local housing market compared to national trends, despite slower and more variable growth since the 2022 peak.

New-Build Achieved Sales Values

- 4.13 We have reviewed transactions of new-build houses and apartments which have completed in areas surrounding the proposal site within the past two years. Achieved value data has been obtained from the Land Registry, however this does not disclose the unit type, size or specification.
- 4.14 To obtain the corresponding floor area, we have relied on the Energy Performance Certificate (EPC) Register and cross-referenced the data sets. We have relied on other sources such as online portals (Rightmove, Zoopla), property particulars and development brochures to confirm other details such as the number of bedrooms, development features and specifications.
- 4.15 Our search revealed 146no. flatted and housing transactions from 5no. schemes. We have focussed our analysis on house and apartment types similar to the proposed units. The schemes identified are all located in close proximity to the site and are shown in Figure 4.2 and summarised in Table 4.2, with the blue marker indicating the proposal site at Kings Copse Avenue.

Figure 4.2 – New-Build Schemes



Source: Google MyMaps, 2025.

Table 4.2 – New Build Achieved Data

Scheme	Type	No. Sold	Price Range	Size Range (sqft)	Avg. £ / sqft
(1) Boorley Park, SO32	2-Bed House	6	£313,000 - £335,000	840 – 958	£376
	3-Bed House	20	£335,000 - £440,000	840 – 1,432	£355
	4-Bed House	26	£451,250 - £610,000	1,270 – 2,024	£353
(2) Hamblewood, SO30	2-Bed House	2	£320,000 - £360,000	893 – 926	£374
	3-Bed House	4	£425,000 - £445,000	1,087 – 1,259	£379
(3) Boorley Gardens, SO32	2-Bed Flat	2	£225,000 - £234,995	667 – 818	£314

Scheme	Type	No. Sold	Price Range	Size Range (sqft)	Avg. £ / sqft
(4) Woodland Chase, PO15	2-Bed House	4	£290,000 - £315,000	678	£446
	3-Bed House	10	£332,500 - £395,000	958 – 1,076	£353
	4-Bed House	4	£370,000 - £390,000	1,163	£327
(5) Lakedale, PO15	1-Bed Flat	2	£199,500 - £210,000	850	£241
	2-Bed Flat	7	£200,000 - £255,000	646 – 850	£299
	2-Bed House	8	£323,000 - £349,995	678 – 797	£436
	3-Bed House	21	£330,000 - £435,000	958 – 1,109	£386
	4-Bed House	30	£330,000 - £439,950	1,076 – 1,313	£329
Total		146	£199,950 - £610,000	646 – 2,024	£355

Source: Land Registry, 2025.

- 4.16 Achieved values range from £241 - £446 psf with an average of £355 psf across the whole sample. We note that there was a limited number of flatted units sold over the last 2 years in comparable schemes.
- 4.17 The sample shows 1-bed flatted units achieved an average price of £308 psf and 2-bed flatted units achieved £306 psf, 2-bed houses achieved an average price of £408 psf, 3-bed units achieved an average value of £370 psf and 4-bed units achieved an average value of £346 psf. Overall, the Applicant's assumption of £390 psf is £35 higher than the average price achieved in comparable schemes in the local area.
- 4.18 We note the following in regards to the schemes identified:



- **(1) Boorley Park** is a development by **Bloor Homes, Linden Homes, Bovis Homes and Vistry**, delivering 1,400no. new homes. It is located c.2.2 miles north-east of the proposal site in Boorley Green. The scheme includes significant highway and infrastructure improvements, notably junction upgrades and the Sunday's Hill Bypass. It also provides a new local centre, primary school, community facilities and extensive open space, creating a self-contained neighbourhood primarily aimed at young families.

Although Boorley Park is larger in scale than the proposed scheme, it remains a useful comparison due to its mix of flats and houses and its locational proximity. Unit sizes at the proposed development align closely with those delivered at Boorley Park, with 2, 3 and 4-bed homes broadly falling within the same size ranges.



- **(2) Hamblewood** is a recently completed scheme delivered by **Bargate and VIVID Homes**, comprising 81no. new dwellings and completed in summer 2024. The development provides a mix of 1- and 2-bed flats alongside 2-, 3- and 4-bed houses. The site benefits from strong transport connectivity, located close to the M27 corridor, it is less than half a kilometre from the proposal site.

Hamblewood is considered directly comparable due to its proximity, similar unit mix, and smaller scale compared to other identified schemes. Unit sizes for 2 and 3-bed houses closely align with those proposed.



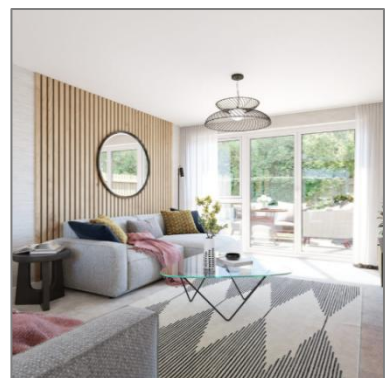
- **(3) Boorley Gardens**, delivered by **Bellway and Miller Homes**, is a residential development near Botley, comprising 1- and 2-bedroom flats and 2-, 3-, 4- and 5-bedroom homes. It benefits from excellent transport links, providing easy access to Southampton, Portsmouth, and surrounding areas. The development is located c.1.7 miles north of the proposal site, with convenient access to local amenities, schools, and open green space. Each home includes a garage or parking space.

While the recent recorded transactions at the scheme have only included flatted units, the development remains useful point of comparison due to its similar unit mix and proximity to the proposal site.



- **(4) Woodland Chase**, delivered by **Taylor Wimpey**, is a residential development in the village of Whiteley, offering 1- and 2-bedroom and 2-, 3-, 4- and 5-bedroom houses. It is located on the north edge of Whiteley, c.2.2 miles south east of the proposal site. The scheme benefits from good local amenities and easy access to surrounding countryside. The site is well connected, with convenient links to Fareham, Southampton, and rail services to London.

Although the scheme is larger than the proposed development, we consider it comparable due to the unit mix and proximity. Unit sizes at Woodland Chase are smaller than those at the proposal site, which has resulted in lower achieved capital values than those assumed by the Applicant.



- **(5) Lakedale at Whiteley Meadows**, delivered by **Persimmon Homes**, offers a range of 2-, 3-, 4- and 5-bedroom houses. The development is located c. 1.9 miles south east of the proposed site and benefits from good access to Southampton and Portsmouth, as well as nearby schools, colleges, universities, coastal areas, and nature reserves. Although Lakedale is larger in scale than the proposed development, we consider it comparable due to its diverse unit mix. The 1- and 2-bedroom flats at Lakedale are larger than those proposed, and consequently are likely to have achieved a lower price on a £ psf basis than would be achievable at the proposal site.



- 4.19 The sample demonstrates that the prices achieved across the schemes are variable, with fluctuations relative to size, location and development features. The data above provides a reasonable indication of prices achieved by new-build units in the localities surrounding the proposal site.
- 4.20 Hamblewood is considered the most comparable scheme identified. It is similar in terms of scale, with both schemes being relatively small compared with other developments in proximity to the site. Its location close to the proposal site means that the market evidence is highly relevant in terms of demand. Furthermore, the tenure mix, comprising both flatted and housing units, enhances its suitability as a comparable scheme.
- 4.21 Based on the comparable evidence reviewed, the Applicant's adopted price psf value of £390 sits at the upper end of the range evidenced in the local market, but is not wholly inconsistent with achieved values identified.

New-Build Listings

- 4.22 To supplement the achieved value data, we have reviewed the asking prices for new-build housing units currently listed for sale in the areas surrounding the proposal site. This provides an insight into the type and volume of housing units that are expected to be delivered in the surrounding areas.



4.23 Our search has revealed that there has been some recent new-build development in the local area, with 60no. new build listings from 6no. schemes identified, as shown in Figure 4.3 and summarised in Table 4.3.

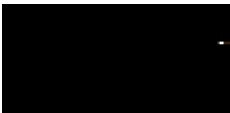
Figure 4.3 – New-Build Housing Listing Locations



Source: Google MyMaps, 2026.

Table 4.3 - New-Build Housing Listing Prices

Scheme	Unit Type	No. listing	Price Range	Size Range (sqft)	Avg. (£ / psf)
(1) Boorley Gardens	3-Bed House	1	£429, 995	1,054	£408
	4-Bed House	5	£559,995 - £635,995	1,338 – 1,667	£388
(2) Boorley Green	3-Bed House	3	£449,995 - £459,995	1,043 – 1,100	£429
	4-Bed House	4	£549,995 - £624,995	1,338 – 1,667	£401
(3) Curdridge Meadows	3-Bed House	7	£350,000 - £445,000	861 – 936	£402
	4-Bed House	3	£405,000 - £510,000	n/a	n/a



Scheme	Unit Type	No. listing	Price Range	Size Range (sqft)	Avg. (£ / psf)
(4) Lakedale at Whiteley Meadows	2-Bed House	4	£325,000 - £355,000	796	£434
	3-Bed House	10	£345,000 - £425,000	958 – 1,108	£368
(5) Woodlands Chase	3-Bed House	8	£390,000 - £425,000	1,058 – 1,278	£337
	4-Bed House	4	£450,000 - £489,995	1,507 – 1,582	£301
(6) Forest Walk	3-Bed House	5	£380,000 - £450,000	n/a	n/a
	4-Bed House	3	£550,000 - £620,000	n/a	n/a
Total/ Average		60	£325,000 - £650,000	796 – 1,667	£389

Source: Rightmove, accessed January 2026.

- 4.24 We note that the Rightmove listings identified provided limited information regarding floor areas and unit sizes. Where this data was unavailable, it has been marked as 'n/a' in the table.
- 4.25 The listing prices range from £301 - £434 psf, with an average of £389 psf across the sample, an increase of £54 psf when compared to the achieved data and £1.00 psf lower than the Applicant's adopted value of £390 psf. Typically, we would expect listing prices to be higher compared to the achieved values, as listing prices do not reflect an agreed price, nor the cost of any incentives which may be offered by the vendor.
- 4.26 We note the following in regard to the schemes not already identified in the transactional data:

- **Curbridge Meadows by Crest Nicholson**, features a range of 2-, 3-, 4- and 5-bedroom homes and forms part of the wider Whiteley Meadows development. It is located near Whiteley Village, where a range of amenities are available, including two neighbourhood centres with shops and community facilities. As with Woodland Chase and Lakedale, Curbridge Meadows forms part of a wider strategic allocation, which differs from the development context of the proposal site.

The units at Curbridge Meadows are smaller than those proposal site. The development remains comparable due to its similar scale, unit mix and close by location. The site has direct access to the M27, offering links to



Fareham and Southampton. Curbridge Meadows lies c. 2.6 miles east of the proposal site.

- **Forest Walk by David Wilson Homes** at Whiteley Meadows is surrounded by countryside and walking trails, with a choice of schools and nurseries nearby. There are a variety of high street shops, restaurants and a cinema close by, plus good commuter links to Southampton and Portsmouth via the M27. It is located c. 2.2 miles east of the proposal site. This development has been included for comparison due to its nearby location and similar unit mix.



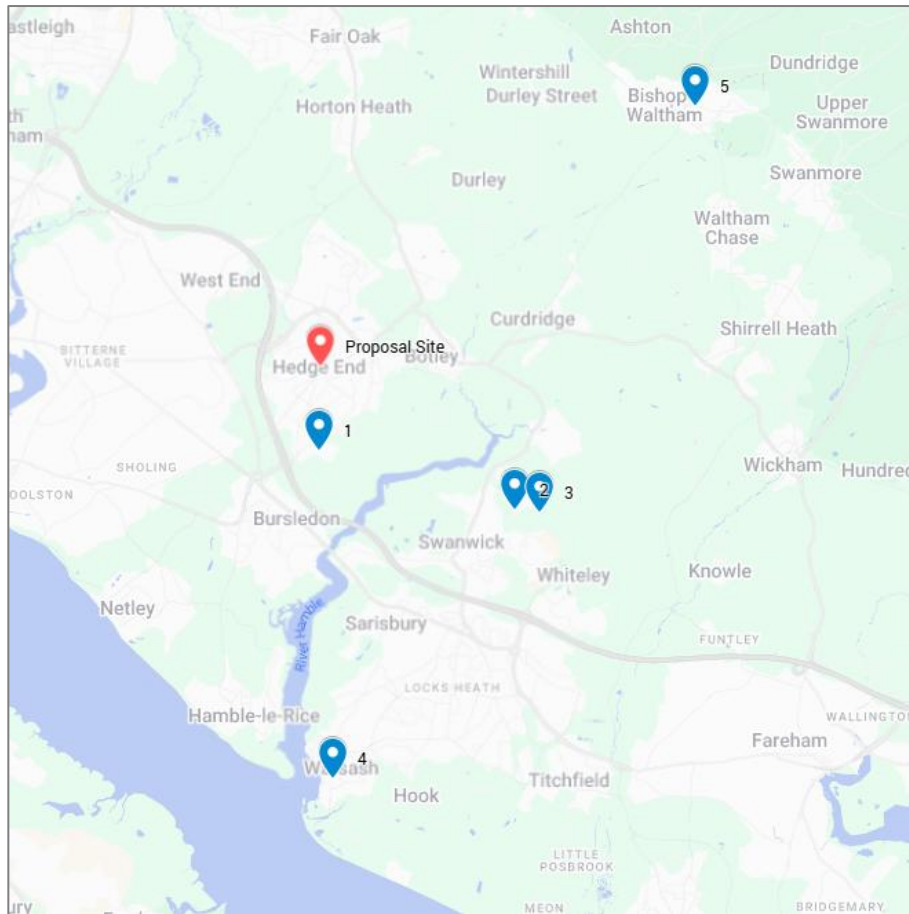
- 4.27 Based on the current listing evidence, the Applicant's assumed blended value of £390 psf is broadly aligned with asking values for houses.
- 4.28 Boorley Gardens and Boorley Green are considered to be the most comparable schemes due to their proximity to the site. Their close proximity indicates that they form part of the same market and are subject to similar demand dynamics. In addition, the schemes offer very similar characteristics in terms of unit sizes, unit mix, off-street parking provision, access to local amenities, and other relevant factors.

New Build and Second-Hand Listed Flatted Values

- 4.29 This section outlines listed values for new-build flatted units at comparable residential schemes in the Titchfield and Fareham area. As the immediate market offers a limited supply of recently constructed flatted units, the scope of comparison was extended to include modern, newly refurbished second-hand units. This approach ensures a more robust dataset and a realistic reflection of current market conditions.
- 4.30 Our search identified 5no. schemes as shown in Figure 4.4, and 18no. transactions, shown in Table 4.4.



Figure 4.4 – Location Map of Flatted Listings



Source: Google MyMaps, 2026.

Table 4.4 Achieved Flatted Values

Scheme	Unit Type	No. listing	Price Range	Size Range (sqft)	Avg. (£ / psf)
(1) Latitude	1-Bed Flat	2	£220,000	831	£265
	2-Bed Flat	1	£235,000	829	£283
(2) Lakedale at Whiteley Meadows	2-Bed Flat	4	£250,000 - £255,000	850	£309
(3) Woodlands Chase	2-Bed Flat	2	£289,995 - £295,000	764	£383
(4) Maritime Park	1-Bed Flat	2	£225,000 - £230,000	429 – 476	£504
	2-Bed Flat	2	£325,000	738	£440
(5) Old Granary	1-Bed Flat	2	£250,000 – £295,000	507 – 591	£496
	2-Bed Flat	3	£360,000 – £375,000	666 – 793	£521

Scheme	Unit Type	No. listing	Price Range	Size Range (sqft)	Avg. (£ / psf)
Total/ Average		18	£220,000 - £375,000	429 - 793	£400

Source: Rightmove, accessed 2025/26.

- 4.31 The data above provides a reasonable indication of prices achieved for new-build and refurbished second-hand flatted units across the extended search area surrounding the proposal site.
- 4.32 Across the 5no. identified schemes, 18no. flats were listed with prices ranging from £220,000 to £375,000 and unit sizes from 429 - 793 sqft. Average values range from £265 - £521 psf depending on scheme and unit size, with an overall average of £400 psf. The highest price psf values are seen in at the Old Granary development and lowest at the Latitude development in Bursledon.
- 4.33 We note the following in regards to the schemes not already identified in the sections above:

- Latitude by Bellway Homes** on Pylands Lane in Bursledon, comprises a collection of new homes including apartments and 2-, 3-, 4- and 5-bedroom houses. The development is located close to local shops, schools, services and open green spaces, with convenient access to Manor Farm Country Park and surrounding amenities. The scheme benefits from good transport connections via the nearby M27 and local bus links, with Bursledon and Hedge End rail stations providing regional rail services.



Unit sizes are smaller at the proposal site. Latitude is a comparable scheme as it is located c.0.6 miles from the proposal site making it highly comparable. The schemes also share similar characteristics in terms of amenities and access to transport.



- **Woodland Chase by Taylor Wimpey** includes 1- and 2-bedroom apartments and 2-, 3-, 4- and 5-bedroom houses. The development is located on the northern edge of Whiteley, c. 1.8 miles south of the proposal site. Whiteley provides a range of local amenities and access to surrounding countryside, as well as connections to Fareham, Southampton and rail services to London.

The unit mix at Woodlands Chase makes it highly comparable to the proposal site. Although it forms part of the extended search, the schemes share similar amenities and are therefore comparable. Unit sizes are very similar at both schemes.



- **Maritime Park by Metis Homes** forms part of a wider search to identify new-build flatted listings at comparable schemes. Maritime Park is a development of 3-, 4- and 5-bedroom houses, alongside 1- and 2-bedroom apartments, c.4 miles south of the proposal site.

The scheme combines urban and riverside living, located within a minute's walk of the River Hamble, and offers larger square footage than many nearby developments. The average size at flatted units at the proposal site is in line with those listed at Maritime Park.



- **The Old Granary**, on Bank Street in Bishops Waltham, is a small residential scheme comprising 6no. newly created apartments within a converted Grade II listed building. It is located close to local shops, cafés, pubs, services and community facilities in the centre of Bishops Waltham. The development benefits from good transport links via nearby road connections and local rail services.

The scheme is located c. 4.8 miles away from the proposal site. The Old Granary is a listed building and may achieve inflated values as a result. However, it remains useful for comparison as unit sizes are directly in line at both schemes.



- 4.34 Maritime Park by Metis Homes is considered the strongest comparable scheme for this assessment. The development is similar in scale and offers unit sizes that align closely with the subject proposals. Its close proximity ensures that it operates within the same local market context, with comparable amenity provision, including off-street parking.



Agent Consultation

- 4.35 We have consulted local agents to supplement the property data. This helps provide an understanding of the type of buyers who are currently active in the market, along with an insight into whether the value data is consistent with the local market trends. We summarise the main comments in the bullet points below:
- The Hedge End housing market remains active, with ongoing new and forthcoming developments such as the Hamblewood scheme delivering a mix of private and affordable homes and contributing to supply in the area.
 - Units will need to be priced appropriately to be competitive, given wider market conditions and the quantum of development occurring in the area.
 - Agents report sustained demand from a broad buyer profile including families, professionals and commuters attracted by Hedge End's strong transport links (M27 motorway and rail services) and local amenities.
 - Location is an important factor for buyers in the Hedge End area, with proximity to local amenities, outdoor recreational facilities and schools an important factor.

Residential Conclusion

- 4.36 Our review of the new-build transactional evidence and asking prices in Hedge End and the surrounding areas has indicated the Applicant's adopted market sales values to be reasonable.
- 4.37 We have therefore adopted the same open market GDV as the Applicant of £66,639,052 (£390 psf).

5 Cost & Value Analysis

- 5.1 This section provides an assessment of the costs and values adopted by the Applicant for the proposed scheme. As promoted in Paragraph 008 of the Viability PPG, we have referred back to the assumptions adopted in the viability assessment supporting the development plan. This was undertaken by Dixon Searle Partnership (DSP) in January 2018.
- 5.2 Given the time which has passed since the study was undertaken, we have also used industry-standard benchmarks, published guidance and our experience from similar schemes to evaluate the costs and values assumed by the Applicant. Where our assessment shows there to be differences in opinions, we have provided supporting evidence to justify any revised inputs.

Costs

Construction Costs

- 5.3 In order to derive their build costs for the scheme, the Applicant has relied upon Build Cost Information Service (BCIS) rates, an industry-standard tool for benchmarking build costs based on historic area-wide average tender prices. The Applicant has referred to the median costs for housing developments rebased to Hampshire, South England over a 5-year period.
- 5.4 The Applicant has included the following:
- Estate Housing: £1,593 psm / £148 psf
 - Flats: £1,865 psm / £173 psf
- 5.5 The Applicant's total adopted construction cost is £26,746,290, equating to £156 psf.
- 5.6 Following further email clarification with the Applicant on the 21st January 2026, we understand that for the flatted units, the Applicant has applied the construction costs to the NIA as opposed to the GIA. As such a total of 14,107 sqft of communal space has been accidentally omitted from the appraisal. The revised GIA for the scheme therefore equates to 184,984 sqft, and we have adopted this for the purpose of our appraisals.
- 5.7 In order to benchmark the Applicant's adopted build costs, we have looked at the relevant BCIS rates. We have considered the median costs for housing developments rebased to Hampshire, South England, over a 5-year period. Our search demonstrated that the Applicant's adopted costs are reasonable, and we have adopted the same values for the purpose of our appraisals.

Future Homes Standard (FLOS)

- 5.8 The Applicant has made allowances of £3,500 per unit for the costs associated with delivering the units in accordance with updated building regulations namely Future Homes Standard.

- 5.9 This includes the costs associated with enhancing the performance of the fabric of the building and excludes any abnormal costs associated with these items (EV charging etc.).
- 5.10 The Applicant has not clearly stated whether the Future Homes Standard allowance relates to the 2020 requirements or the most recent 2025 update. In addition, within the abnormal costs schedule, the Applicant has included further allowances to address compliance with the latest Building Regulations, including:
- Part B (Building Safety Act): £25,000
 - Part S (EV Infrastructure): £192,000
 - Part O (Overheating): £125,000
- 5.11 EV charging infrastructure (Part S) has been a standard requirement on residential developments since as part of the 2020 requirements and is therefore now implicitly reflected within the BCIS 5-year sample used to establish the base build cost. As such, we do not consider it appropriate to include a separate abnormal allowance for this item, as this would result in double counting. Accordingly, this cost has been excluded from our appraisal.
- 5.12 Excluding the Part S allowance, the remaining provision for Future Homes Standard and equates to £4,281 per unit. Based on our experience of undertaking Whole Plan Viability assessments, adopted allowances typically range between £5,000 and £6,500 per unit. We therefore consider the Applicant's allowance to be reasonable and sufficient to accommodate the recent 2025 Part L / Future Homes Standard updates, resulting in a total allowance of £822,000.

Externals

- 5.13 The Applicant has adopted an allowance of 15% of build costs for external works.
- 5.14 We have reviewed the Eastleigh Borough Council Viability Assessment which adopts an external work allowance of 10% of base build costs. From our prior experience conducting FVAs for similar schemes we consider this allowance reasonable, particularly given the level of additional / abnormal costs included within the Applicant's assessment. We have therefore adopted a revised 10% external allowance within our appraisals, which equates to a total of £2,674,629.

Abnormal Costs

- 5.15 The Applicant has included an allowance for a number of abnormal costs within their appraisals amounting to £5,175,257. These costs are summarised as follows:

Table 5.1 - Abnormal Costs

Abnormal	Cost
SUDS	£298,745
NHBC	£570,725
Air Source Heat Pump	£960,000
Nutrient Neutrality	£492,552
Electric Diversion	£85,000
Working in proximity of live oil pipeline	£66,700
S278 - Tan House Land	£211,170
S278 - KCA footpath	£121,215
S278 - Road Crossing	£260,200
S278 - New Vehicle Access	£58,540
S278 - Connection to Subway	£46,425
Normal Roadway new access gate	£23,000
Surface water connection	£18,200
Onsite Tree Works	£25,480
Trees/CAVAT (Needs Updating)	£203,205
Building Safety Levy	£259,500
Part B(Building Safety Act)	£25,000
Part S (EV Infrastructure)	£192,000
Part O (Overheating)	£125,000
DM29(M4(2)(3) (EBC Planning Policy)	£560,000
Lifts(to comply with DM29 in units above)	£138,600
Foundations	£559,000
Total	£5,300,257

Source: Alder King, 2025.

- 5.16 While Appendix 4 of the Applicant's report identifies abnormal costs totalling £5,300,257, we note that the appraisals include a total of £5,175,257, which equates to a reduction of £125,000. Given



the detailed breakdown of costs provided in Appendix 4, we have assumed the higher allowance to be correct and have adopted this for the purpose of our appraisals. However, should further information become available, we reserve the right to amend our position in this regard.

- 5.17 Following further clarification from the Applicant, we understand that the £494,522 allowance for Nutrient Neutrality has already been accounted for within the S106 obligations and should therefore be excluded from the abnormal costs.
- 5.18 In addition, based on our experience of undertaking FVA's for comparable schemes, costs relating to SUDS and NHBC are typically incorporated within the external works and professional fees allowances respectively, rather than identified as separate abnormal costs. As outlined above, we have applied a 10% allowance for external works and a 10% allowance for professional fees, totalling £2,674,629 and £3,392,421. We consider these allowances to be sufficient to accommodate the costs associated with SUDS and NHBC.
- 5.19 We note that the Applicant has also included a £259,500 allowance for costs associated with the Building Safety Levy. Given that the levy will not come into effect till October 2026 at the earliest, following a year's postponement, we do not consider it appropriate to include an allowance for costs that would not be applicable to the development at the present time¹⁴.
- 5.20 Based on the above, we have adopted a revised allowance of £3,679,235, which reflects a reduction of £1,621,022. Should further information become available, we reserve the right to amend our position in this regard.
- 5.21 In respect of abnormal costs, we refer to the Viability PPG, Paragraph 014, which sets out that:
- “Benchmark land value should: be based upon existing use value, allow for a premium to landowners (including equity resulting from those building their own homes), **reflect the implications of abnormal costs**; site-specific infrastructure costs; and professional site fees”*
- 5.22 In respect of the cost allowances for on-site tree works, diverting services, surface water connection, S278 and Part B/S/O costs, we note that whilst these costs may not be expected on every development, we would not consider them to be abnormal in the context of the Viability PPG. As such, we do not consider that these costs need to be taken into account when determining the BLV.
- 5.23 However, the cost allowances for abnormal foundation costs and proximity to live oil pipeline are considered to be abnormal costs in the context of the PPG, as they are entirely specific to the site and its circumstances. Another equivalent site of a similar nature, unencumbered by abnormal earth conditions and oil pipelines would not give rise to the need for these costs to be

¹⁴ Charles Russell Speechlys, 'Building Safety Lookahead: 2026 will see the reform of the BSR, introduction of the Building Safety Levy and more', 2025.

incurred. We consider the implications of these costs in the BLV context in Chapter 6 of our report.

Contingency

- 5.24 The Applicant has included a contingency allowance of 3% of all construction costs.
- 5.25 While the area wide viability assessment adopts a marginally higher allowance of 5%, given the greenfield nature of the site, we consider the Applicant's adopted allowance to be reasonable and have applied the same for the purpose of our appraisals.

Professional Fees

- 5.26 The Applicant's assessment includes an allowance of 10% for professional fees. This is consistent with the 10% adopted in the area wide viability assessment and we have therefore adopted the same for the purposes of our appraisals.

Disposal Costs

- 5.27 The Applicant has included the following disposal costs:
- Sales and marketing cost: 3%
 - Agent Legal Fee: £850 per unit for open market sales
 - RP Transfer Fee: 0.75% of affordable housing GDV.
- 5.28 The above allowances are in line with area wide viability assessment and our experience with similar FVA's, we have therefore adopted the same for the purposes of our appraisals.

Land Acquisition

- 5.29 For the purpose of their assessment, the Applicant has adopted the following acquisition fees:
- Land Agent: 1.00%
 - Land Legal: 0.75%
- 5.30 We consider the Land Agent and Legal Fee allowance of 1.75% to be reasonable as it is in line with the values adopted in the Eastleigh Borough Council Viability Assessment and have adopted this in our appraisal accordingly.
- 5.31 The Applicant has made allowances for stamp duty in their land acquisition costs. We have based our SDLT on the bandings shown in Figure 5.1.

Figure 5.1 – Commercial Stamp Duty Banding

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

Source: HMRC, 2026.

- 5.32 The Stamp Duty calculated in our appraisals relates to the BLV and not the residual land value.

Finance Costs

- 5.33 The Applicant has assumed a development finance debit rate of 7.25% and a credit rate of 1.0%.
- 5.34 The plan-wide assessment adopts a rate of 6.5% however as the study was undertaken in 2018 and there have since been significant changes in the market.
- 5.35 Throughout 2025, the Bank of England base rate has been successively reduced falling from 4.75% in January 2025 to 4.00% at the time the Applicant's FVA was prepared, the Bank of England base rate stood at 4.0%. As of January 2026, the base rate has fallen again to 3.75%, representing a reduction of 0.25% since the Applicant's FVA was undertaken.
- 5.36 Owing to recent and successive changes to the Bank of England base rate, and the general improvement in market sentiment, we consider the Applicants finance rate is reasonable. While this is marginally higher than the 6.5% rate adopted in the 2025 LPVA, it is consistent with our experience of finance rates currently being adopted for recent FVAs.

Phasing

- 5.37 The Applicant has adopted the following timescales:
- Pre-construction Period: 6-months
 - Construction Period: 48-months
 - Sales Period: 59-months (commencing in Month 12)
 - Total Development: 71-months
- 5.38 We have reviewed the Applicant's timescales and BCIS estimated phasing averages and adjusted these to reflect the sites specific circumstances. Based on these averages we have adopted the following:
- Pre-construction Period: 6-months

- Construction Period: 36-months
- Sales Period: 59-months (commencing in Month 12)
- Total Development: 71-months

5.39 For a private market scenario, we have assumed a sales rate of c.3no. units per month.

5.40 To test a policy-compliant scenario, we have assumed that the affordable units will be disposed of via a typical 'golden brick' payment structure across the construction period, i.e., in three tranches.

Developers Profit

5.41 The Applicant has assumed a target level of profit of 18% on Gross Development Value (GDV) for the private sale residential units and 6% on the affordable housing elements.

5.42 The level of profit developers will expect varies depending on the strength of the market, nature of the scheme and the risk involved. In the current market, we are typically seeing profit requirements between 17% - 20% of the GDV for market residential units. Paragraph 015 of the PPG considers a return of between 15 - 20% to be reasonable for private sale units and the Applicant's assumption, therefore, sits comfortably within the range.

5.43 We refer back to Paragraph 010 of the PPG which promotes the benefit of viability assessments in helping:

'Strike a balance between the aspirations of developers and landowners, in terms of returns against risk and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission'

5.44 In line with the above, and given the greenfield nature of the site, we consider a profit allowance of 18% to be reasonable for the market sale element of the scheme.

5.45 For the affordable units, the Applicant has adopted a profit allowance of 6%. This is in-line with industry assumptions and we adopted the same rate for the purpose of our appraisals.

CIL

5.46 There is currently no CIL charge in place within the Eastleigh Borough Council area. We have therefore not included CIL costs within our appraisals.

S106 Contributions

5.47 The Applicant has included the following S106 costs within their appraisals.

Figure 5.2 - S106 Contributions

<i>Description (Rate Used)</i>	<i>Determined/Base Amount</i>	<i>Index Linked Amount</i>	<i>RPI Base Month</i>	<i>RPI Calc Month</i>
<u>Totals By Contribution Type</u>				
Community Infrastructure (RPIx)	£222,360.00	£438,357.39	January 2008	Septemner 2025
Education Secondary ()	£980,760.00	£980,760.00	Septemner 2025	Septemner 2025
Highway contribution ()	£675,000.00	£675,000.00	Septemner 2025	Septemner 2025
New Forest Ranger (RPIx)	£7,885.44	£8,782.11	Nov 22	Septemner 2025
New Forest SANG (RPIx)	£377,902.08	£420,874.10	Nov 22	Septemner 2025
New Forest SANG monitoring (RPIx)	£1,752.96	£1,952.29	Nov 22	Septemner 2025
NF SANG Commercial Risk (RPIx)	£38,699.52	£43,100.11	Nov 22	Septemner 2025
NHS Healthcare ()	£136,154.00	£136,154.00	Septemner 2025	Septemner 2025
Nitrate credits ()	£489,960.00	£489,960.00	Septemner 2025	Septemner 2025
POS - On-site Shortfall (RPIx)	£121,017.58	£238,572.36	January 2008	Septemner 2025
POS - Wildlife Sites (RPIx)	£13,676.74	£26,962.14	January 2008	Septemner 2025
POS & Play Provision (Standard Charge) (RPIx)	£121,017.58	£238,572.36	January 2008	Septemner 2025
Public Art (Residential) (RPIx)	£57,600.00	£113,720.14	November 2007	Septemner 2025
S106 Monitoring fee ()	£6,000.00	£6,000.00	Septemner 2025	Septemner 2025
SRMP (All Year) April 2025 (RPIx)	£139,752.00	£141,058.12	April 25	Septemner 2025
Grand Total	£3,389,537.90	£3,959,825.12		

Source: Alder King, November 2025.

- 5.48 An allowance of £676,000 for Biodiversity Net Gain (BNG) was included by the Applicant as part of the S106 contributions, which the Applicant stated will be paid prior to residential completions commencing. The Applicant stated the Biodiversity Net Gain metric was submitted with the application and amounted to £656,772.48, with a £20,000 allowance for set up fees.
- 5.49 Contributions for BNG Monitoring Fee at £50,000 and HCC Countryside at £200,000 were also included by the Applicant.
- 5.50 The total S106 costs amount to £4,885,825.
- 5.51 Following email correspondence with the Council, we confirm the Applicants adopted S106 costs are in-line with their expectations and we have adopted this allowance for the purpose of our appraisals.

Revenue

Market Sale Housing

- 5.52 As concluded in Chapter Four, we have adopted the same GDV as the Applicant, which amounts to £66,639,052/ £390 psf.

Affordable Housing

- 5.53 The Applicant has adopted a total affordable GDV of £55,395,758 within their appraisals at £324 psf in a policy complaint scenario, providing 35% on-site affordable housing.
- 5.54 A policy compliant scenario comprises 67no. affordable units, with 53no. affordable rented units and 14no. shared ownership units, reflecting a tenure split of 79% / 21%.
- 5.55 The Applicant's report notes that this equates to 45% for affordable rent and 60% for shared ownership as a percentage of open market value, which is applied within the Applicant's 35% policy compliant appraisals. The Applicant notes that the affordable rent and shared ownership values results in a blended affordable housing value of 50.3% of OMV.
- 5.56 We have undertaken our own calculations to determine appropriate transfer values for these tenures, as set out below:
- For the affordable rented units, we have assumed the weekly rent limits relative to the Local Housing Allowance caps. We consider a management / maintenance allowance of 17.5% to be reasonable and have capitalised the net income by a yield of 5%. The outcome results in a transfer value equivalent to 53% Of Market Value (OMV).
 - For the shared ownership units, we have assumed an initial purchase of 40% with an equity rent of 2.5% on the unsold share. Our calculations have shown shared ownership units to be c. 70% of market value.
- 5.57 We have adopted the revised affordable housing transfer values for the purposes of our appraisals.

Cost & Value Summary

5.58 Table 5.2 sets out the key areas of difference between the Applicant's assumptions and our own.

Table 5.2 - Appraisal Input Summary

Item	Applicant	AspinallVerdi	Difference
Values			
Market Sale GDV	£66,639,052	£66,639,052	-
Market Sale (£ / psf)	£390	£390	-
Affordable Housing Transfer Value (%)	50% OMV	62% OMV	+12%
Costs			
Base Build Cost (£ / psf)	£156	£156	-
External Works	15.00%	10.00%	-5.00%
Contingency	3.00%	3.00%	-
Site Abnormals	£5,300,257	£3,679,235	-£1,621,022
Professional Fees	10.00%	10.00%	-
Residential Disposal Costs	3.00%	3.00%	-
Affordable Disposal Costs	£850 / unit	£850 / unit	-
Land Acquisition Cost	1.75%	1.75%	-
S106 Contributions	£4,209,825	£4,209,825	-
Finance Debit Rate	7.25%	7.25%	-
Finance Credit Rate	1.00%	1.00%	-
Private Residential Profit	18.00% on GDV	18.0% on GDV	-
Affordable Residential Profit	6.00% on GDV	6.00% on GDV	-

Source: Alder King, 2025 & AVL, 2026.



6 Benchmark Land Value

- 6.1 We set out below our comments in respect of land value.
- 6.2 Paragraph 59 of the NPPF states that *‘all viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance.’*¹⁵
- 6.3 The Benchmark Land Value (BLV, also referred to as the threshold land value) is promoted in the Planning Practice Guidance as the preferred method of defining land value. The PPG does not provide an explicit definition of land value but states in Paragraph 013, Reference ID: 10-013-20190509 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. Landowners and site purchasers should consider policy requirements when agreeing land transactions. This approach is often called ‘existing use value plus’ (EUV+).’

- 6.4 In regards to the factors which should be considered in establishing a BLV, Paragraph 014, Reference ID: 10-014-20190509 states:

‘Benchmark land value should:

- *‘be based upon **existing use value.**’*
- *‘allow for a **premium to landowners** (including equity resulting from those building their own homes).’*
- *‘reflect the **implications of abnormal costs**; site-specific infrastructure costs; and professional site fees.’ (our emphasis).’*

Applicant’s Assessment of BLV

- 6.5 The Applicant has calculated their BLV by adopting an EUV plus premium (EUV+) approach advocated by the PPG.
- 6.6 The site is made up of 17.2 acres / 6.9 hectares of greenfield land formerly using as grazing land. The site benefits from a residential development allocation (Policy BO3) for 120no. dwellings.

¹⁵ MHCLG, 2025. *National Planning Policy Framework*. (p. 16)



- 6.7 To determine the EUV of the grazing land, the Applicant has first reviewed land values in the latest Local Plan Viability Assessment undertaken by DSP in April 2018. This outlines that land values for greenfield land and previously development land ranges between £250,000 - £1,500,000 per ha.
- 6.8 The Applicant has then undertaken the comparable approach, assessing asking prices for similar conventional grazing land plots. The Applicant's evidence demonstrates a range of £19,326 - £217,391 per acre.
- 6.9 Considering both the land values outlined in the local plan viability assessment and those currently available on the market, the Applicant has applied a value of £15,000 per acre to the gross site area of 17.2 acres. This produces an EUV of £258,000.
- 6.10 To determine the premium, the Applicant has referred to the HCA 'Area Wide Viability Model' 2010 guidance which outlines an uplift of 10-20x for agricultural land. The Applicant has also referenced a similar FVA assessment undertaken by AspinallVerdi in Eastleigh which adopted a 15x multiplier for paddock land. However, the Applicant notes that while the land as part of the Hamblewood scheme is of a similar nature, it does not benefit from a residential development allocation.
- 6.11 Given the sites residential allocation, which demonstrates the Councils support for a change of use from agricultural to residential use, the Applicant argues that the upper end of the range outlined by HCA should be applied to the site. On this basis the Applicant has adopted a 20x multiplier, and when applied to the EUV of £258,000 this produces a total BLV of £5,160,000.

AVL Assessment of BLV

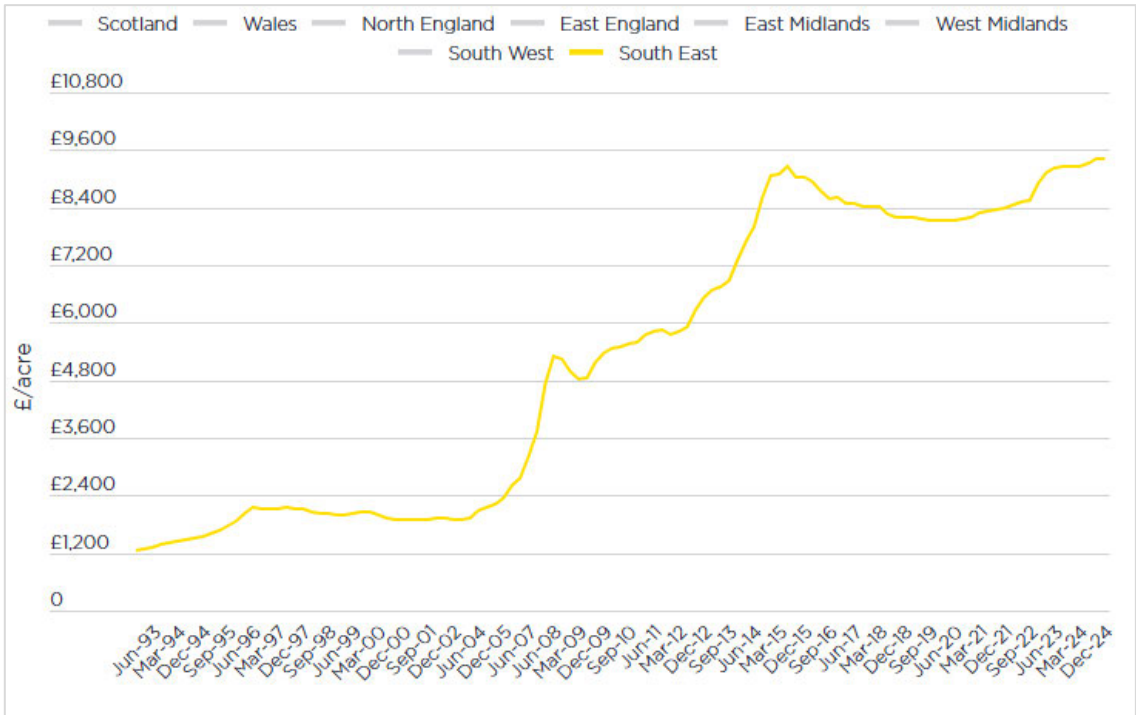
- 6.12 We consider the Applicant's EUV+ approach to be appropriate in this circumstance and adopted the same methodology for the purpose of our assessment.
- 6.13 In order to cross-check the Applicant's assumptions, we have undertaken our own assessment transactional evidence and land currently available on the market.

Land EUV

- 6.14 As noted above, the site currently comprises 17.2 acres / 6.9 hectares of greenfield land used as grazing land.
- 6.15 To determine the land value, the 2018 area-wide assessment provides residential land value assumptions for both greenfield and brownfield land for residential development. The assessment adopts a value of £250,000 per ha for greenfield land. Applying this to the site would therefore equate to a BLV of £1,725,000.

- 6.16 However, due to the amount of time which has passed since the 2018 plan-wide assessment, we have also conducted our own research to cross-reference the values stated therein.
- 6.17 Research by Knight Frank suggests that on average, an acre of farmland at the end of 2025 was worth £8,700. This reflects a decrease of 5% compared to values at the end of 2024.
- 6.18 We have also had sight of market research undertaken by Savills, which we set out in Figure 6.1.

Figure 6.1 - Rural Land Values by Region

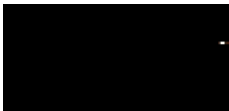


Source: Savills Research, 2025.

- 6.19 The above shows that average farmland values in the South East of England were estimated to be c. £9,500 per acre as of December 2024.
- 6.20 Transactional evidence for agricultural land is not widely available; however, we have identified the following evidence for pasture / arable land in the South East that is currently on the market.

Table 6.2 – Agricultural Land Transactions

Address	Size (Acres)	Sold / Asking Price	Price per acre	Comments
Staplehurst Grange Staplers Road, Isle of Wight, Hampshire, PO30 2LU	23.01	£225,000	£9,778	Parcel of pastureland. Site has private access. Currently for sale.



Address	Size (Acres)	Sold / Asking Price	Price per acre	Comments
Land At Hawkley Mill Lane, Liss, Hampshire, GU33 6NU	9.9	£175,000	£17,677	Parcel of pasture and woodland in rural setting. Sold.
Land at Gravelly Ground Elm Lane, Calbourne, Hampshire, PO30 4LA	14.99	£170,000	£11,341	Ring fenced parcel of pastureland. Currently for sale.
LOT 2 Awbridge, Nr Romsey, Hampshire	10.6	£100,000	£9,434	Grade 3 parcel of pasture and woodland with two access points. Sold STC

Source: UK Farmland, 2026.

- 6.21 The above evidence demonstrates land values for pasture / agricultural land ranging from c. £9,434 - £17,677 per acre, equating to an average of £12,057 per acre.
- 6.22 While the Applicant references a previous FVA Review undertaken by AspinallVerdi on the Hamblewood scheme, where £15,000 per acre was adopted, this FVA was undertaken in 2020. The market evidence outlined above demonstrates an average of £12,000 per acre and we consider this to more accurately reflect the values likely achievable for the site in today's market.
- 6.23 Applying this to the site area equates to a total EUV of £206,400.

Abnormal Costs

- 6.24 As discussed in Chapter 5, the Applicant sets out a number of abnormal costs associated with the scheme, amounting to £5,300,257. However, due to cost overlaps we adopted a revised abnormal cost allowance which can be summarised as follows:

Table 6.1 - Abnormal Costs

Abnormal	Cost
Air Source Heat Pump	£960,000
Electric Diversion	£85,000
Working in proximity of live oil pipeline	£66,700
S278 - Tan House Land	£211,170
S278 - KCA footpath	£121,215
S278 - Road Crossing	£260,200
S278 - New Vehicle Access	£58,540



Abnormal	Cost
S278 - Connection to Subway	£46,425
Normal Roadway new access gate	£23,000
Surface water connection	£18,200
Onsite Tree Works	£25,480
Trees/CAVAT (Needs Updating)	£203,205
Part B(Building Safety Act)	£25,000
Part O (Overheating)	£125,000
DM29(M4(2)(3) (EBC Planning Policy)	£560,000
Lifts(to comply with DM29 in units above)	£138,600
Foundations	£559,000
Total	£3,486,735

6.25 In respect of abnormal costs, we refer to the Viability PPG, Paragraph 014, which sets out that:

*“Benchmark land value should: be based upon existing use value, allow for a premium to landowners (including equity resulting from those building their own homes), **reflect the implications of abnormal costs**; site-specific infrastructure costs; and professional site fees”*

6.26 The above is also considered within the RICS ‘Assessing Viability In Planning (AVIP)’ Professional Standard (updated March 2023) within paragraphs 4.4.6 to 4.4.8. Here it is set out that the Abnormal costs related to the development and enabling infrastructure normally impact on the development land value and not the EUV.

6.27 In respect of the cost allowances for on-site tree works, diverting services, surface water connection, S278 and Part B/O costs, whilst these costs may not be expected on every development, we would not consider them to be abnormal in the context of the Viability PPG. As such, we do not consider that these costs need to be taken into account when determining the BLV.

6.28 However, the cost allowances for abnormal foundation costs and proximity to live oil pipeline are considered to be abnormal costs in the context of the PPG, as they are entirely specific to the site and its circumstances. Another equivalent site of a similar nature, unencumbered by abnormal earth conditions and the need to rely on third party land for drainage would not give rise to the need for these costs to be incurred. Abnormal costs which relate to the development



of a site should be deducted from the premium, as abnormal costs would affect the development potential of the land, instead of the existing use value itself, in line with Paragraph 4.4.7 of the RICS AVIP.

- 6.29 We refer back to the Applicant's BLV set out previously, which comprised a total EUV of £258,000 and total premium / multiplier of c. £4,902,000, to give a total initial BLV of £5,160,000.
- 6.30 Deducting the abnormal costs of £625,700 from the premium / multiplier element of our initial BLV results in a premium of £4,276,300, equating to a 16.5x multiplier.
- 6.31 Therein, whilst the purpose of the premium is to incentivise a reasonable landowner to release their site for development. In this case, the abnormal works which any prospective developer would need to incur in delivering a scheme on the site negatively impact the premium / multiplier to be added to the Existing Use Value.
- 6.32 Applying the multiplier of 16.5x to our adopted EUV of £206,400 results in a total adopted BLV of £3,405,600.

AVL Adopted BLV

- 6.33 Based on our review of current market evidence, we considered the Applicant's adopted value of £15,000 per acre to be above what is likely to be achievable on the site and have adopted a lower value of £12,000 per acre.
- 6.34 Whilst we agreed with the Applicant that a 20x multiplier should be applied to the site given its residential allocation, when considering the £625,700 of abnormal costs specific to the development of the proposal site, the premium / multiplier element of the BLV of the site is reduced to 16.5x. Applying this to our revised EUV, results in a total BLV of £3,405,600, reflecting an overall reduction of £1,754,400 compared to the Applicants adopted BLV of £5,160,000.
- 6.35 We summarise the BLV components below:

Table 6.2 - BLV Comparison

Component	Applicant	AVL	Difference
EUV	£258,000	£204,600	-£53,400
Premium	20x	16.5x	-3.5x
Total BLV	£5,106,000	£3,405,600	-£1,754,400

Source: AVL, 2026.



7 Summary & Conclusions

- 7.1 This chapter sets out the results of both the Applicant's and AspinallVerdi's viability assessments. We have used the Applicant's assumptions where we agree and substituted these with our own assumptions where we disagree. We conclude by setting out our recommendations.

Applicant's Results

- 7.2 The outcome generated by our appraisals differs from the Applicant's due to varying costs and values.
- 7.3 The Applicant's appraisals demonstrate that even in a private scenario, the scheme produces a viability deficit of -£1,316,279. As such, the Applicant concludes that the scheme cannot provide any affordable housing provision.

AspinallVerdi's Assessment

- 7.4 We have also tested the scheme's viability using ARGUS Developer software. Please refer to Appendix 5 for a copy of our development appraisals.
- 7.5 We first tested a policy-compliant scenario to determine whether the scheme could viably provide the contributions sought by the Council.
- 7.6 A policy-compliant scenario provides 67no. on-site affordable units, consisting of 53no. affordable rented and 14no. shared ownership units and £4,885,825 in S106 contributions.
- 7.7 The outcome of this appraisal is shown in Table 7.1.

Table 7.1 – AVL Appraisal – Scenario 1 (Policy Compliant)

Description	Value
Benchmark Land Value	£3,405,600
Surplus / Deficit	-£2,996,618

Source: AVL, 2026.

- 7.8 Despite favourable adjustments to the BLV and abnormal costs associated with the scheme; the increased deficit compared to the Applicant's is explained by the revised construction costs which accurately reflect the Gross to Net Area of the flatted units. We understand the Applicant will produce amended appraisals to reflect this and should any further information become available, we reserve the right to amend our position in this regard.



- 7.9 To allow for a like-for-like approach with the Applicant and to assist with the Council's decision making, we have also tested the viability of a scenario which includes 0% affordable housing (i.e. on site). The outcome of this appraisal is summarised below:

Table 7.2 - AVL Appraisal - Scenario 2 (0% AH)

Description	Value
Benchmark Land Value	£3,405,600
Surplus / Deficit	-£1,988,449

Source: AVL, 2026.

- 7.10 The table above demonstrates that even in an entirely private scenario, the scheme produces a reduced deficit of -£1,988,449.

Conclusion

- 7.11 The outcome generated by our appraisals differs from the Applicant's due to varying costs and values. In particular, we note that while we have made favourable adjustments to the BLV, to account for abnormal costs not typically expected as part of a development, we have had to increase the construction costs to accurately reflect the Gross to Net Area of the flatted units. As such, this has had a negative impact on viability through directly increasing the base build cost but also through the additional finance costs associate with this.
- 7.12 Our appraisals show that a policy-compliant scheme produces a deficit of -£2,996,618 against the BLV of £3,405,600. On this basis, the scheme cannot provide any on-site affordable housing.
- 7.13 As such, we would recommend that the Council implements a viability review mechanism within the Section 106 agreement. This will allow the Council to benefit from any favourable uplifts in viability.

Sensitivity Analysis

- 7.14 The RICS Practice Statement requires that all FVAs and subsequent reviews must provide a sensitivity analysis of the results and an accompanying explanation and interpretation in respective calculations on viability, having regard to risks and an appropriate return(s). This is to:
- *allow both the Applicant and decision-maker to consider how changes in inputs to a financial appraisal affect viability, and*
 - *understand the extent of these results, to arrive at an appropriate conclusion on the viability of the application scheme.*

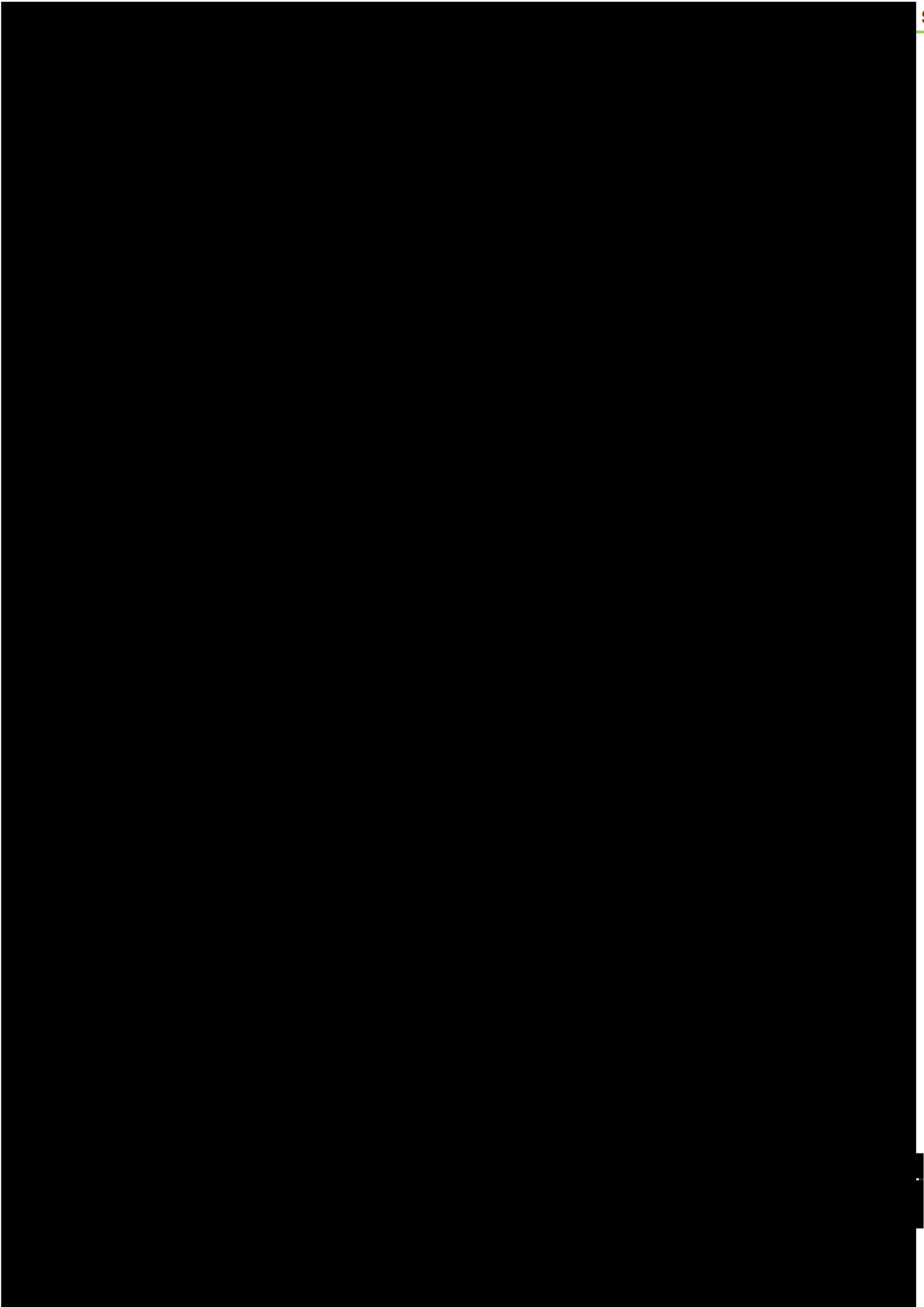
- 7.15 This also forms part of an exercise to 'stand back' and apply a viability judgment to the outcome of a report.
- 7.16 In this respect, we have carried out a sensitivity analysis to demonstrate the impact of variable build costs and sales values on the viability of the scheme. This is shown in Figure 7.1.

Figure 7.1 – Policy Compliant Sensitivity Analysis

Sales Values	Construction: Gross Cost					
		-5.0%	-2.5%	0.0%	2.5%	5.0%
	-5.0%	£3,657,048	£4,689,931	£5,722,838	£6,757,271	£7,791,704
	-2.5%	£2,295,249	£3,326,384	£4,358,793	£5,391,676	£6,424,962
	0.0%	£938,167	£1,965,545	£2,996,618	£4,027,835	£5,060,655
	2.5%	£413,565	£611,207	£1,637,221	£2,667,235	£3,698,307
	5.0%	£1,749,183	£737,367	£284,248	£1,310,261	£2,337,852

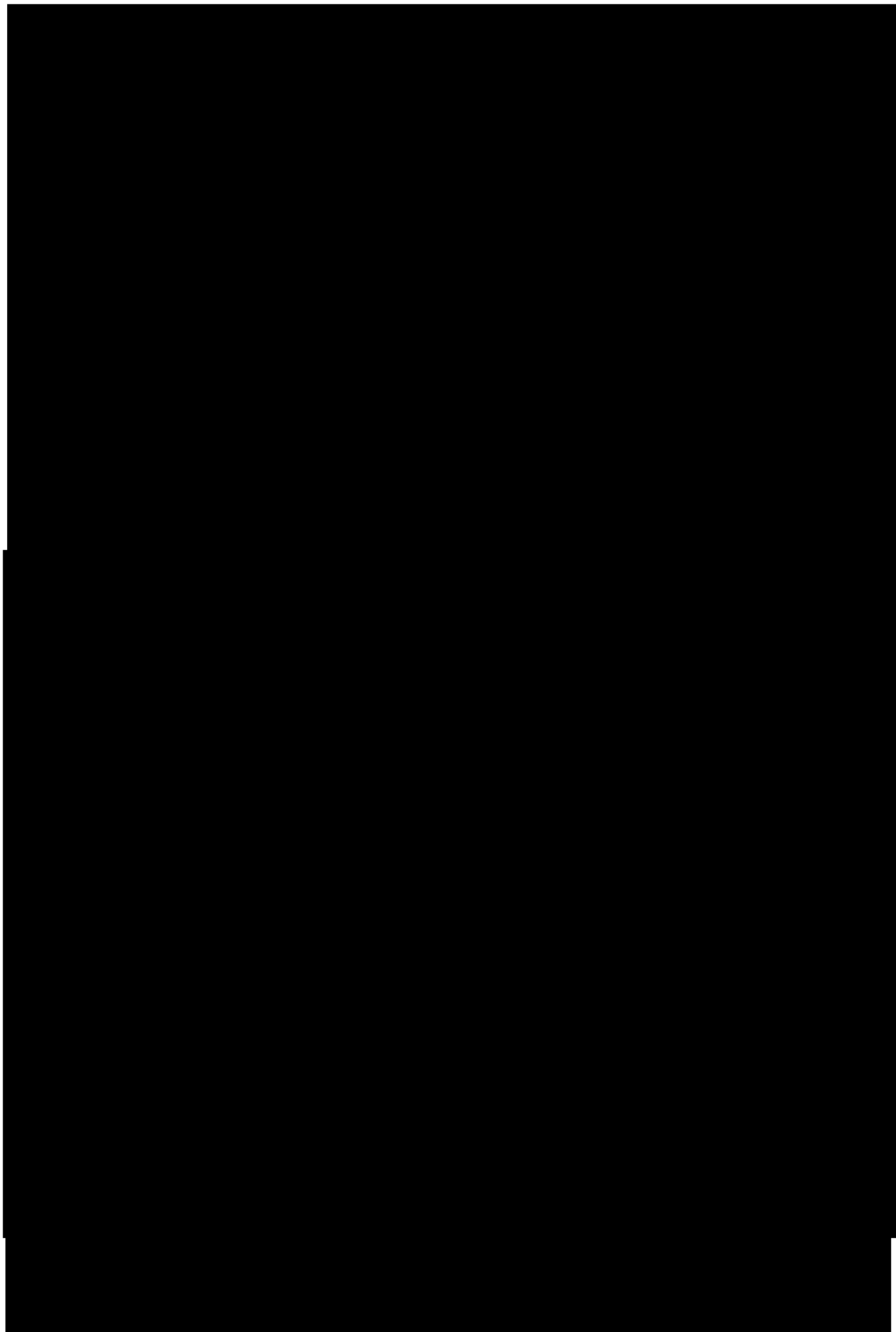
Source: AVL, 2026.

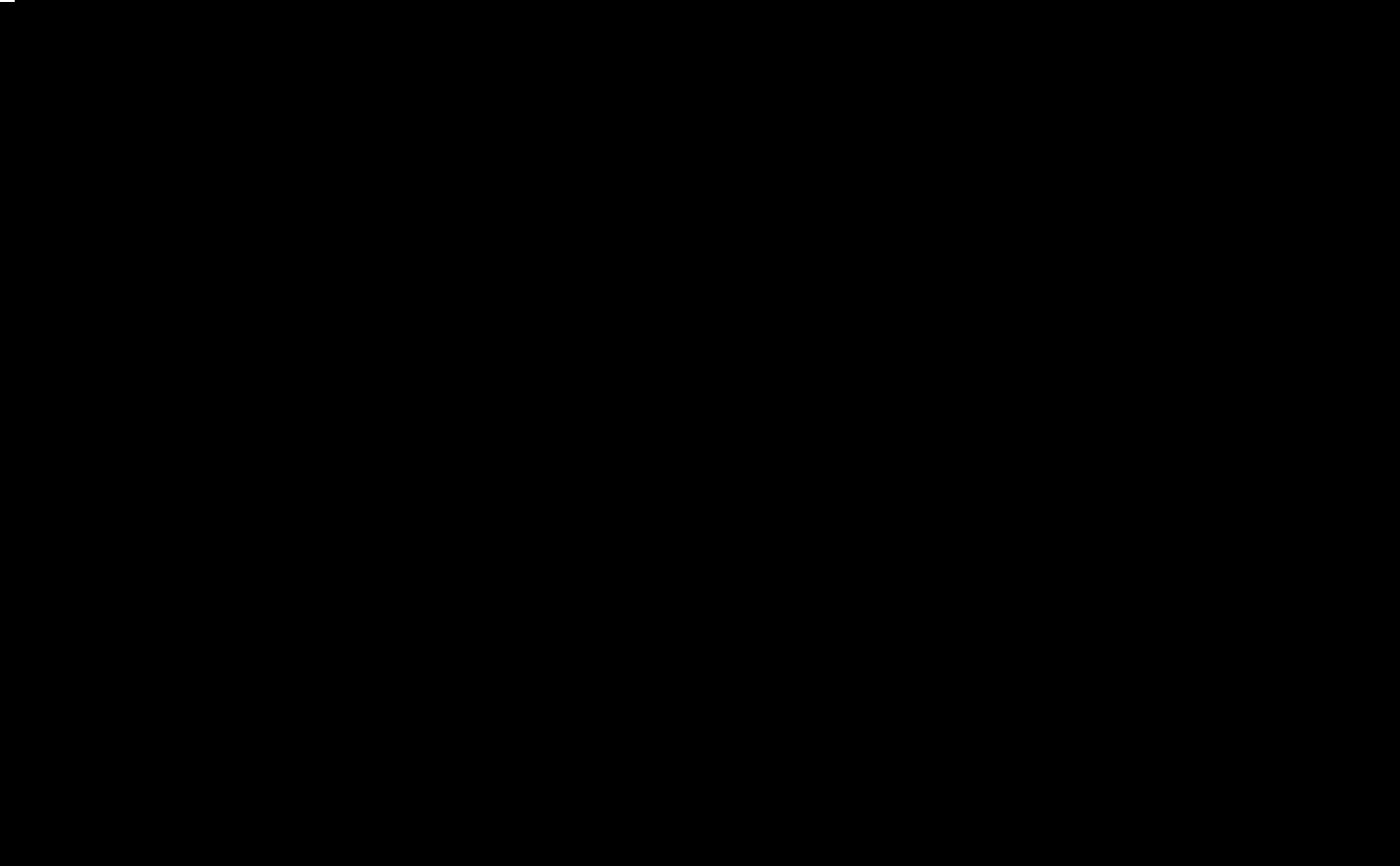
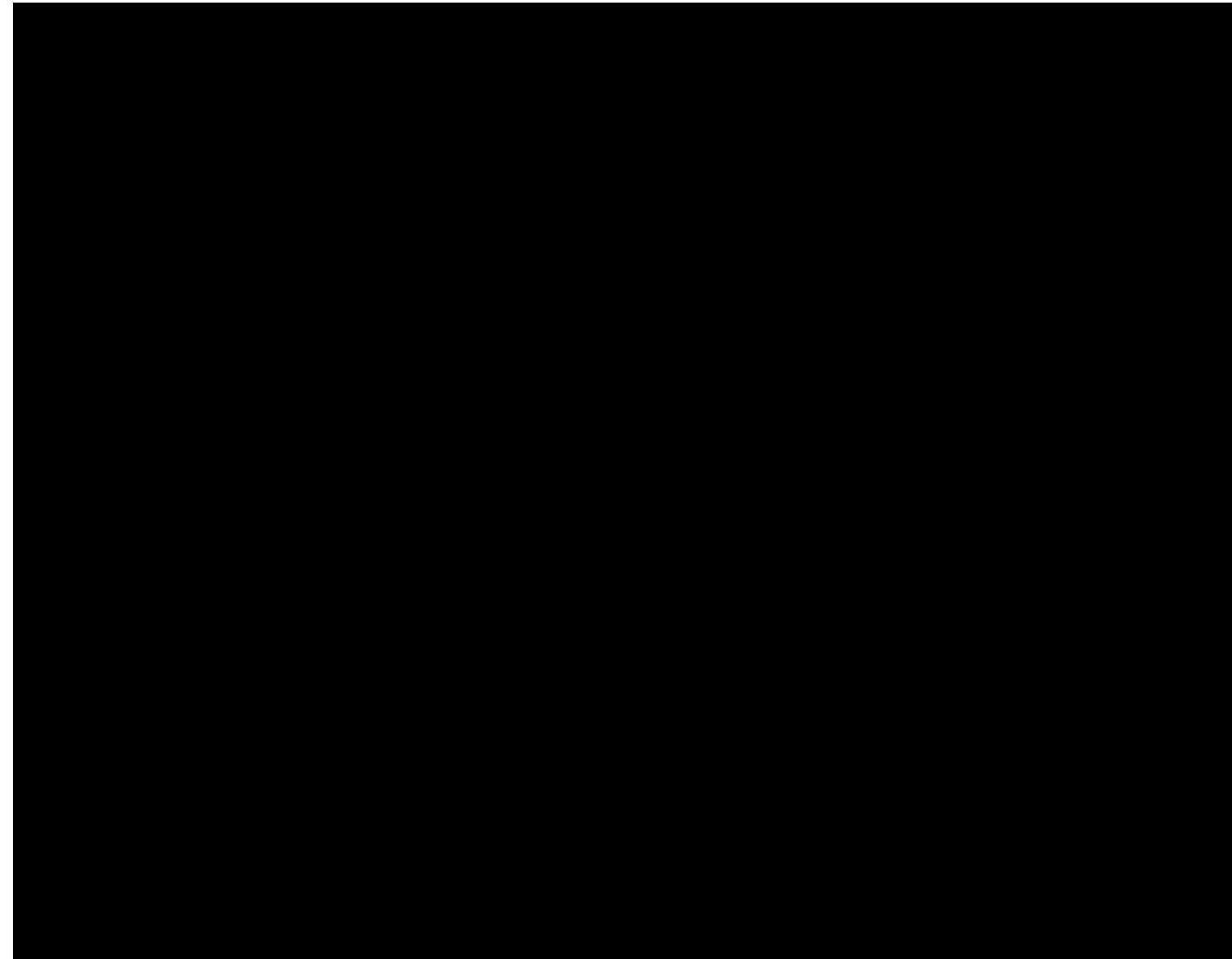
- 7.17 The profit levels have remained consistent at 18.0% on GDV for the market sale units and 6.0% for the affordable units. The cell highlighted blue shows the base scenario (i.e. without adjustments).
- 7.18 Our sensitivity analyses have demonstrated how the viability can change subject to adjustments to appraisal inputs, notably the sales values and construction costs. For a policy compliant scheme to produce a surplus against the benchmark land value, sales value increase of c. 10.0% and a decrease in construction costs by the same amount would be required.



[REDACTED]

[REDACTED]



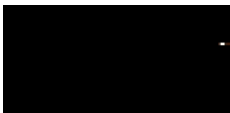


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[REDACTED]

Appendix 2 – Comparable Data



Plot	Asking Price	Type	No. Beds	SQM	SQFT	£ / psf	Comments
373 Kingsdale	£390,000	S	3	95	1022	£382	Woodlands Chase
24 Owlton	£395,000	T	3	114	1225	£322	Woodlands Chase
27 Altbury	£390,000	T	3	119	1276	£306	Woodlands Chase
20 Altbury	£404,999	S	3	119	1276	£317	Woodlands Chase
26 Altbury	£399,000	T	3	119	1276	£313	Woodlands Chase
31 Aynesdale	£425,000	D	3	98	1277	£333	Woodlands Chase
289 Arndale	£424,995	D	3	97	1278	£333	Woodlands Chase
33 Aynesdale	£409,995	S	3	98	1058	£388	Woodlands Chase
25 Gilldale	£289,999	F	2	71	764	£379	Woodlands Chase
28 Gilldale	£295,000	F	2	71	764	£386	Woodlands Chase
363 Huxford	£450,000	D	4	147	1582	£284	Woodlands Chase
297 Huxford	£470,000	D	4	147	1582	£297	Woodlands Chase
298 Huxford	£470,000	D	4	147	1582	£297	Woodlands Chase
30 Tewksdale	£489,999	D	4	140	1507	£325	Woodlands Chase
Silverdale	£395,000	S	3	103	1108	£356	Lakedale at Whiteley Meadows
Solway	£370,000	S	3	103	1108	£334	Lakedale at Whiteley Meadows
Ashdown	£375,000	T	3	95	1022	£367	Lakedale at Whiteley Meadows
Ashdown	£370,000	T	3	95	1022	£362	Lakedale at Whiteley Meadows
1002 Galloway	£345,000	S	3	89	958	£360	Lakedale at Whiteley Meadows
1006 Galloway	£350,000	S	3	89	958	£365	Lakedale at Whiteley Meadows
Galloway	£365,000	S	3	89	958	£381	Lakedale at Whiteley Meadows
Wykeham	£380,000	S	3	91	979	£388	Lakedale at Whiteley Meadows
Wykeham	£375,000	S	3	91	979	£383	Lakedale at Whiteley Meadows
966 Danbury	£325,000	S	2	74	796	£408	Lakedale at Whiteley Meadows
Danbury	£350,000	S	2	74	796	£440	Lakedale at Whiteley Meadows
Danbury	£352,000	S	2	74	796	£442	Lakedale at Whiteley Meadows
N/A	£355,000	S	2	74	796	£446	Lakedale at Whiteley Meadows
Charnwood	£425,000	D	3	102	1098	£387	Lakedale at Whiteley Meadows
N/A	£255,000	F	2	79	850	£300	Lakedale at Whiteley Meadows
N/A	£250,000	F	2	79	850	£294	Lakedale at Whiteley Meadows
649 Islington	£449,995	D	3		1100	£409	Boorley Green
94 Mason	£459,995	D	3		1043	£441	Boorley Green
78 Mason	£454,995	D	3		1043	£436	Boorley Green

621 Maplethorpe

0 #DIV/0! **Boorley Green**

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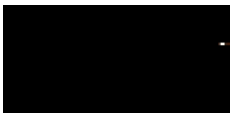
Address				Postcode	Type	Date Sold	Price	No. Beds	SQM	SQFT	£ / psf	Comments
43	ALDER AVENUE	HEDGE END	SOUTHAMPTON	SO30 0AS	S	30/09/2024	£360,000	2	86	926	£389	Hamblewood
60	ALDER AVENUE	HEDGE END	SOUTHAMPTON	SO30 0AS	S	25/03/2024	£320,000	2	83	893	£358	Hamblewood
61	ALDER AVENUE	HEDGE END	SOUTHAMPTON	SO30 0AS	D	27/03/2024	£435,000	3	97	1044	£417	Hamblewood
63	ALDER AVENUE	HEDGE END	SOUTHAMPTON	SO30 0AS	D	27/03/2024	£435,000	3	117	1259	£345	Hamblewood
73	ALDER AVENUE	HEDGE END	SOUTHAMPTON	SO30 0AS	S	29/07/2024	£425,000	3	115	1238	£343	Hamblewood
75	ALDER AVENUE	HEDGE END	SOUTHAMPTON	SO30 0AS	D	11/11/2024	£445,000	3	101	1087	£409	Hamblewood
141	KINGSMAN DRIVE	BOTLEY	SOUTHAMPTON	SO32 2SB	S	24/02/2023	£395,000	3	117	1259	£314	Boorley Park
143	KINGSMAN DRIVE	BOTLEY	SOUTHAMPTON	SO32 2SB	S	24/02/2023	£395,000	3	117	1259	£314	Boorley Park
145	KINGSMAN DRIVE	BOTLEY	SOUTHAMPTON	SO32 2SB	S	09/06/2023	£392,800	3	117	1259	£312	Boorley Park
147	KINGSMAN DRIVE	BOTLEY	SOUTHAMPTON	SO32 2SB	S	15/03/2023	£395,000	3	117	1259	£314	Boorley Park
149	KINGSMAN DRIVE	BOTLEY	SOUTHAMPTON	SO32 2SB	S	24/02/2023	£395,000	3	117	1259	£314	Boorley Park
151	KINGSMAN DRIVE	BOTLEY	SOUTHAMPTON	SO32 2SB	S	08/03/2023	£390,000	3	117	1259	£310	Boorley Park
153	KINGSMAN DRIVE	BOTLEY	SOUTHAMPTON	SO32 2SB	S	24/03/2023	£390,500	3	117	1259	£310	Boorley Park
155	KINGSMAN DRIVE	BOTLEY	SOUTHAMPTON	SO32 2SB	S	31/03/2023	£395,000	3	117	1259	£314	Boorley Park
157	KINGSMAN DRIVE	BOTLEY	SOUTHAMPTON	SO32 2SB	D	21/09/2023	£460,000	4	119	1281	£359	Boorley Park
159	KINGSMAN DRIVE	BOTLEY	SOUTHAMPTON	SO32 2SB	D	31/03/2023	£550,000	4	130	1399	£393	Boorley Park
161	KINGSMAN DRIVE	BOTLEY	SOUTHAMPTON	SO32 2SB	D	31/05/2023	£555,000	4	146	1572	£353	Boorley Park
163	KINGSMAN DRIVE	BOTLEY	SOUTHAMPTON	SO32 2SB	D	31/05/2024	£560,000	4	146	1572	£356	Boorley Park
15	BIRKDALE ROAD	BOTLEY	SOUTHAMPTON	SO32 2SF	S	30/06/2023	£375,000	3	92	990	£379	Boorley Park
16	BIRKDALE ROAD	BOTLEY	SOUTHAMPTON	SO32 2SF	S	28/03/2024	£335,000	3	78	840	£399	Boorley Park
17	BIRKDALE ROAD	BOTLEY	SOUTHAMPTON	SO32 2SF	D	30/06/2023	£400,000	3	92	990	£404	Boorley Park
18	BIRKDALE ROAD	BOTLEY	SOUTHAMPTON	SO32 2SF	D	28/06/2023	£400,000	3	92	990	£404	Boorley Park
19	BIRKDALE ROAD	BOTLEY	SOUTHAMPTON	SO32 2SF	D	30/06/2023	£405,000	3	92	990	£409	Boorley Park
20	BIRKDALE ROAD	BOTLEY	SOUTHAMPTON	SO32 2SF	D	30/06/2023	£400,000	3	92	990	£404	Boorley Park
1	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	30/03/2024	£550,000	4	150	1615	£341	Boorley Park
33	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	30/11/2023	£640,000	4	158	1701	£376	Boorley Park
34	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	21/12/2023	£575,000	4	153	1647	£349	Boorley Park
35	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	20/12/2023	£610,000	4	183	1970	£310	Boorley Park
36	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	31/01/2024	£440,000	3	133	1432	£307	Boorley Park
37	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	31/01/2024	£625,000	4	177	1905	£328	Boorley Park
38	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	28/06/2024	£540,000	4	130	1399	£386	Boorley Park
40	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	30/01/2025	£560,000	4	151	1625	£345	Boorley Park
41	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	18/12/2024	£578,000	4	139	1496	£386	Boorley Park
42	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	30/09/2024	£650,000	4	157	1690	£385	Boorley Park
44	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	30/10/2024	£585,000	4	168	1808	£324	Boorley Park
46	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	31/10/2024	£465,000	4	135	1453	£320	Boorley Park
47	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	24/05/2024	£475,000	4	135	1453	£327	Boorley Park
48	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	29/04/2024	£575,000	4	164	1765	£326	Boorley Park
49	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	30/05/2024	£575,000	4	162	1744	£330	Boorley Park
52	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	31/05/2024	£540,000	4	132	1421	£380	Boorley Park
53	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	31/05/2024	£550,000	4	132	1421	£387	Boorley Park
54	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	29/02/2024	£425,000	3	104	1119	£380	Boorley Park
55	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	29/02/2024	£440,000	3	108	1163	£378	Boorley Park
56	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	31/01/2024	£490,000	4	118	1270	£386	Boorley Park
57	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	28/03/2024	£540,000	4	130	1399	£386	Boorley Park
59	TURNBERRY CLOS	BOTLEY	SOUTHAMPTON	SO32 2SG	D	29/02/2023	£514,000	4	148	1593	£323	Boorley Park

61	TURNBERRY CLOS BOTLEY	SOUTHAMPTON	SO32 2SG	D	31/05/2024	£585,000	4	188	2024	£289	Boorley Park
3	GLENEAGLES ROA BOTLEY	SOUTHAMPTON	SO32 2SJ	D	06/12/2024	£451,250	4	119	1281	£352	Boorley Park
26	GLENEAGLES ROA BOTLEY	SOUTHAMPTON	SO32 2SJ	T	17/04/2023	£313,000	2	79	850	£368	Boorley Park
27	GLENEAGLES ROA BOTLEY	SOUTHAMPTON	SO32 2SJ	T	06/06/2023	£320,000	2	89	958	£334	Boorley Park
28	GLENEAGLES ROA BOTLEY	SOUTHAMPTON	SO32 2SJ	S	04/04/2023	£430,000	3	103	1109	£388	Boorley Park
1	ST DAVIDS CUL DE BOTLEY	SOUTHAMPTON	SO32 2SN	D	28/04/2023	£410,000	3	104	1119	£366	Boorley Park
2	ST DAVIDS CUL DE BOTLEY	SOUTHAMPTON	SO32 2SN	D	23/06/2023	£550,000	4	130	1399	£393	Boorley Park
15	ST DAVIDS CUL DE BOTLEY	SOUTHAMPTON	SO32 2SN	S	23/06/2023	£325,000	2	78	840	£387	Boorley Park
16	ST DAVIDS CUL DE BOTLEY	SOUTHAMPTON	SO32 2SN	S	26/05/2023	£375,000	3	92	990	£379	Boorley Park
17	ST DAVIDS CUL DE BOTLEY	SOUTHAMPTON	SO32 2SN	T	26/05/2023	£325,000	2	78	840	£387	Boorley Park
18	ST DAVIDS CUL DE BOTLEY	SOUTHAMPTON	SO32 2SN	T	23/06/2023	£320,000	2	78	840	£381	Boorley Park
19	ST DAVIDS CUL DE BOTLEY	SOUTHAMPTON	SO32 2SN	T	26/05/2023	£335,000	2	78	840	£399	Boorley Park
2	PEMBERS FARM A' FAIR OAK	EASTLEIGH	SO50 7QL	D	08/12/2023	£540,000	4	124	1335	£405	Pembers Hill P
3A	PEMBERS FARM A' FAIR OAK	EASTLEIGH	SO50 7QL	D	21/06/2024	£325,000	3	90	969	£335	Pembers Hill P
4	PEMBERS FARM A' FAIR OAK	EASTLEIGH	SO50 7QL	D	29/09/2023	£445,000	3	108	1163	£383	Pembers Hill P
56	PEMBERS FARM A' FAIR OAK	EASTLEIGH	SO50 7QL	T	26/04/2024	£384,950	3	144	1550	£248	Pembers Hill P
57	PEMBERS FARM A' FAIR OAK	EASTLEIGH	SO50 7QL	T	28/03/2024	£380,000	3	137	1475	£258	Pembers Hill P
58	PEMBERS FARM A' FAIR OAK	EASTLEIGH	SO50 7QL	T	09/04/2024	£395,000	3	137	1475	£268	Pembers Hill P
59	PEMBERS FARM A' FAIR OAK	EASTLEIGH	SO50 7QL	T	24/05/2024	£395,000	4	123	1324	£298	Pembers Hill P
60	PEMBERS FARM A' FAIR OAK	EASTLEIGH	SO50 7QL	T	30/04/2024	£380,000	3	138	1485	£256	Pembers Hill P
61	PEMBERS FARM A' FAIR OAK	EASTLEIGH	SO50 7QL	D	02/05/2024	£550,000	4	137	1475	£373	Pembers Hill P
62	PEMBERS FARM A' FAIR OAK	EASTLEIGH	SO50 7QL	D	29/09/2023	£590,000	4	142	1528	£386	Pembers Hill P
63	PEMBERS FARM A' FAIR OAK	EASTLEIGH	SO50 7QL	D	10/05/2024	£480,000	3	138	1485	£323	Pembers Hill P
64	PEMBERS FARM A' FAIR OAK	EASTLEIGH	SO50 7QL	D	15/12/2023	£497,000	4	144	1550	£321	Pembers Hill P
65	PEMBERS FARM A' FAIR OAK	EASTLEIGH	SO50 7QL	D	22/12/2023	£568,000	4	142	1528	£372	Pembers Hill P
66	PEMBERS FARM A' FAIR OAK	EASTLEIGH	SO50 7QL	D	23/04/2024	£400,000	3	94	1012	£395	Pembers Hill P
68	PEMBERS FARM A' FAIR OAK	EASTLEIGH	SO50 7QL	D	03/06/2024	£525,000	4	137	1475	£356	Pembers Hill P
69	PEMBERS FARM A' FAIR OAK	EASTLEIGH	SO50 7QL	D	30/07/2024	£525,000	4	137	1475	£356	Pembers Hill P
3	KEEPERS DRIVE FAIR OAK	EASTLEIGH	SO50 7QR	D	18/04/2023	£545,000	4	122	1313	£415	Pembers Hill P
7	KEEPERS DRIVE FAIR OAK	EASTLEIGH	SO50 7QR	D	03/04/2023	£515,000	4	114	1227	£420	Pembers Hill P
10	KEEPERS DRIVE FAIR OAK	EASTLEIGH	SO50 7QR	S	28/07/2023	£520,000	4	122	1313	£396	Pembers Hill P
11	KEEPERS DRIVE FAIR OAK	EASTLEIGH	SO50 7QR	S	26/06/2023	£523,000	4	124	1335	£392	Pembers Hill P
12	KEEPERS DRIVE FAIR OAK	EASTLEIGH	SO50 7QR	D	23/02/2023	£420,000	4	111	1195	£352	Pembers Hill P
13	KEEPERS DRIVE FAIR OAK	EASTLEIGH	SO50 7QR	S	31/03/2023	£350,000	3	78	840	£417	Pembers Hill P
14	KEEPERS DRIVE FAIR OAK	EASTLEIGH	SO50 7QR	D	29/06/2023	£295,000	3	70	753	£392	Pembers Hill P
15	KEEPERS DRIVE FAIR OAK	EASTLEIGH	SO50 7QR	S	31/03/2023	£365,500	3	78	840	£435	Pembers Hill P
16	KEEPERS DRIVE FAIR OAK	EASTLEIGH	SO50 7QR	S	31/03/2023	£365,000	3	78	840	£435	Pembers Hill P
17	KEEPERS DRIVE FAIR OAK	EASTLEIGH	SO50 7QR	S	06/11/2023	£310,000	3	78	840	£369	Pembers Hill P
8	BELMERE DRIVE FAIR OAK	EASTLEIGH	SO50 7QS	D	16/05/2024	£505,000	4	124	1335	£378	Pembers Hill P
9	BELMERE DRIVE FAIR OAK	EASTLEIGH	SO50 7QS	D	23/02/2023	£580,000	4	124	1335	£435	Pembers Hill P
11	BELMERE DRIVE FAIR OAK	EASTLEIGH	SO50 7QS	S	26/04/2023	£330,000	3	78	840	£393	Pembers Hill P
17	BELMERE DRIVE FAIR OAK	EASTLEIGH	SO50 7QS	D	22/02/2023	£420,400	4	109	1173	£358	Pembers Hill P
16	MITCHELL HOUSE SOUTHAMPTON	EASTLEIGH	SO50 9SD	F	15/12/2023	£150,000	2	40	431	£348	Mitchell House
39	MITCHELL HOUSE SOUTHAMPTON	EASTLEIGH	SO50 9SD	F	15/12/2023	£135,000	1	33	355	£380	Mitchell House
58	MITCHELL HOUSE SOUTHAMPTON	EASTLEIGH	SO50 9SD	F	15/12/2023	£150,000	2	40	431	£348	Mitchell House
64	MITCHELL HOUSE SOUTHAMPTON	EASTLEIGH	SO50 9SD	F	15/12/2023	£135,000	1	34	366	£369	Mitchell House
11	BLACKCAP WALK BOTLEY	SOUTHAMPTON	SO32 2DZ	F	18/12/2023	£234,995	2	62	667	£352	Boorley Garden

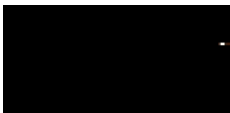
15	BLACKCAP WALK	BOTLEY	SOUTHAMPTON	SO32 2DZ	F	20/12/2023	£225,000	2	76	818	£275	Boorley Gardei
2	EGRET CLOSE	WHITELEY	WINCHESTER	PO15 7QP	S	29/11/2024	£390,500	3	89	958	£408	Woodland Cha
3	EGRET CLOSE	WHITELEY	WINCHESTER	PO15 7QP	S	19/12/2024	£395,000	3	89	958	£412	Woodland Cha
6	EGRET CLOSE	WHITELEY	WINCHESTER	PO15 7QP	S	29/11/2024	£315,000	2	63	678	£465	Woodland Cha
7	EGRET CLOSE	WHITELEY	WINCHESTER	PO15 7QP	T	03/12/2024	£303,000	2	63	678	£447	Woodland Cha
9	EGRET CLOSE	WHITELEY	WINCHESTER	PO15 7QP	T	11/12/2024	£290,000	2	63	678	£428	Woodland Cha
10	EGRET CLOSE	WHITELEY	WINCHESTER	PO15 7QP	T	02/12/2024	£302,500	2	63	678	£446	Woodland Cha
1	CHAFFINCH WAY	WHITELEY	FAREHAM	PO15 7RH	T	31/05/2024	£385,000	3	100	1076	£358	Woodland Cha
3	CHAFFINCH WAY	WHITELEY	FAREHAM	PO15 7RH	T	28/06/2024	£351,500	3	100	1076	£327	Woodland Cha
5	CHAFFINCH WAY	WHITELEY	FAREHAM	PO15 7RH	T	24/06/2024	£370,000	3	100	1076	£344	Woodland Cha
6	CHAFFINCH WAY	WHITELEY	FAREHAM	PO15 7RH	S	31/10/2024	£370,500	4	108	1163	£319	Woodland Cha
7	CHAFFINCH WAY	WHITELEY	FAREHAM	PO15 7RH	T	31/05/2024	£385,000	3	100	1076	£358	Woodland Cha
8	CHAFFINCH WAY	WHITELEY	FAREHAM	PO15 7RH	S	30/09/2024	£370,000	4	108	1163	£318	Woodland Cha
9	CHAFFINCH WAY	WHITELEY	FAREHAM	PO15 7RH	S	28/06/2024	£350,000	3	96	1033	£339	Woodland Cha
11	CHAFFINCH WAY	WHITELEY	FAREHAM	PO15 7RH	T	28/02/2025	£337,250	3	96	1033	£326	Woodland Cha
15	CHAFFINCH WAY	WHITELEY	FAREHAM	PO15 7RH	T	30/08/2024	£332,500	3	96	1033	£322	Woodland Cha
19	CHAFFINCH WAY	WHITELEY	FAREHAM	PO15 7RH	S	31/07/2024	£390,000	4	108	1163	£335	Woodland Cha
21	CHAFFINCH WAY	WHITELEY	FAREHAM	PO15 7RH	S	28/06/2024	£390,000	4	108	1163	£335	Woodland Cha
23	CHAFFINCH WAY	WHITELEY	FAREHAM	PO15 7RH	T	05/09/2024	£342,000	3	95	1023	£334	Woodland Cha
7	WAXWING HOUSE	WHITELEY	FAREHAM	PO15 7RT	F	08/09/2023	£199,500	1	79	850	£235	Lakedale at W
1	WAXWING HOUSE	WHITELEY	FAREHAM	PO15 7RT	F	07/09/2023	£200,000	2	79	850	£235	Lakedale at W
4	WAXWING HOUSE	WHITELEY	FAREHAM	PO15 7RT	F	09/09/2023	£210,000	1	79	850	£247	Lakedale at W
8	WAXWING HOUSE	WHITELEY	FAREHAM	PO15 7RT	F	03/09/2023	£242,250	2	79	850	£285	Lakedale at W
3	WAXWING HOUSE	WHITELEY	FAREHAM	PO15 7RT	F	04/09/2023	£242,250	2	60	646	£375	Lakedale at W
2	WAXWING HOUSE	WHITELEY	FAREHAM	PO15 7RT	F	02/09/2023	£245,000	2	79	850	£288	Lakedale at W
5	WAXWING HOUSE	WHITELEY	FAREHAM	PO15 7RT	F	05/09/2023	£249,000	2	79	850	£293	Lakedale at W
6	WAXWING HOUSE	WHITELEY	FAREHAM	PO15 7RT	F	01/09/2023	£255,000	2	75	807	£316	Lakedale at W
9	WAXWING HOUSE	WHITELEY	FAREHAM	PO15 7RT	F	06/09/2023	£255,000	2	79	850	£300	Lakedale at W
90	BLUEBELL WAY	WHITELEY	WINCHESTER	PO15 7FF	T	18/12/2023	£330,000	4	100	1076	£307	Lakedale at W
72	BLUEBELL WAY	WHITELEY	WINCHESTER	PO15 7FF	T	06/03/2023	£345,000	4	100	1076	£321	Lakedale at W
78	BLUEBELL WAY	WHITELEY	WINCHESTER	PO15 7FF	T	28/02/2023	£345,000	4	100	1076	£321	Lakedale at W
68	BLUEBELL WAY	WHITELEY	WINCHESTER	PO15 7FF	T	16/03/2023	£350,000	4	100	1076	£325	Lakedale at W
92	BLUEBELL WAY	WHITELEY	WINCHESTER	PO15 7FF	T	04/12/2023	£350,000	4	100	1076	£325	Lakedale at W
74	BLUEBELL WAY	WHITELEY	WINCHESTER	PO15 7FF	T	12/05/2023	£355,000	4	100	1076	£330	Lakedale at W
8	GREENFINCH ROAD	WHITELEY	FAREHAM	PO15 7RG	T	31/10/2024	£356,250	4	108	1163	£306	Lakedale at W
14	GREENFINCH ROAD	WHITELEY	FAREHAM	PO15 7RG	T	28/06/2024	£356,250	4	108	1163	£306	Lakedale at W
88	BLUEBELL WAY	WHITELEY	WINCHESTER	PO15 7FF	T	03/03/2023	£360,000	4	100	1076	£334	Lakedale at W
20	GREENFINCH ROAD	WHITELEY	FAREHAM	PO15 7RG	T	26/06/2024	£360,000	4	108	1163	£310	Lakedale at W
6	GREENFINCH ROAD	WHITELEY	FAREHAM	PO15 7RG	T	31/10/2024	£361,000	4	108	1163	£311	Lakedale at W
8	CUCKOO ROAD	WHITELEY	FAREHAM	PO15 7RP	S	15/12/2023	£330,000	3	95	1023	£323	Lakedale at W
6	CUCKOO ROAD	WHITELEY	FAREHAM	PO15 7RP	S	30/11/2023	£349,995	3	95	1023	£342	Lakedale at W
2	GREENFINCH ROAD	WHITELEY	FAREHAM	PO15 7RG	S	25/06/2024	£360,000	3	103	1109	£325	Lakedale at W
4	GREENFINCH ROAD	WHITELEY	FAREHAM	PO15 7RG	S	09/08/2024	£372,000	3	103	1109	£336	Lakedale at W
37	GLASSFIELD ROAD	WHITELEY	WINCHESTER	PO15 7PL	S	29/11/2024	£378,000	3	89	958	£395	Lakedale at W
33	GLASSFIELD ROAD	WHITELEY	WINCHESTER	PO15 7PL	S	29/11/2024	£382,500	3	89	958	£399	Lakedale at W
26	GLASSFIELD ROAD	WHITELEY	WINCHESTER	PO15 7PL	S	13/12/2023	£389,995	3	91	980	£398	Lakedale at W
35	GLASSFIELD ROAD	WHITELEY	WINCHESTER	PO15 7PL	S	17/12/2024	£389,995	3	89	958	£407	Lakedale at W
20	GLASSFIELD ROAD	WHITELEY	WINCHESTER	PO15 7PL	S	18/12/2023	£394,995	3	91	980	£403	Lakedale at W

22	GLASSFIELD ROAD	WHITELEY	WINCHESTER	PO15 7PL	S	15/12/2023	£415,000	3	91	980	£424	Lakedale at W
40	GLASSFIELD ROAD	WHITELEY	WINCHESTER	PO15 7PL	S	03/08/2023	£325,000	2	63	678	£479	Lakedale at W
42	GLASSFIELD ROAD	WHITELEY	WINCHESTER	PO15 7PL	S	14/08/2023	£323,000	2	63	678	£476	Lakedale at W
45	GLASSFIELD ROAD	WHITELEY	WINCHESTER	PO15 7PL	T	26/05/2023	£415,000	3	89	958	£433	Lakedale at W
47	GLASSFIELD ROAD	WHITELEY	WINCHESTER	PO15 7PL	T	26/05/2023	£415,000	3	89	958	£433	Lakedale at W
49	GLASSFIELD ROAD	WHITELEY	WINCHESTER	PO15 7PL	T	12/01/2024	£410,000	3	95	1023	£401	Lakedale at W
29	FIELDFARE ROAD	WHITELEY	WINCHESTER	PO15 7PP	S	27/03/2025	£375,250	4	108	1163	£323	Lakedale at W
12	GREENFINCH ROAD	WHITELEY	FAREHAM	PO15 7RG	T	10/12/2024	£361,000	4	108	1163	£311	Lakedale at W
6	FIELDFARE ROAD	WHITELEY	WINCHESTER	PO15 7PP	S	16/06/2023	£325,000	2	74	797	£408	Lakedale at W
8	FIELDFARE ROAD	WHITELEY	WINCHESTER	PO15 7PP	S	28/02/2023	£346,995	2	74	797	£436	Lakedale at W
14	FIELDFARE ROAD	WHITELEY	WINCHESTER	PO15 7PP	S	06/11/2023	£349,995	2	74	797	£439	Lakedale at W
16	FIELDFARE ROAD	WHITELEY	WINCHESTER	PO15 7PP	S	26/05/2023	£328,000	2	74	797	£412	Lakedale at W
37	FIELDFARE ROAD	WHITELEY	WINCHESTER	PO15 7PP	S	20/12/2024	£375,250	4	108	1163	£323	Lakedale at W
39	FIELDFARE ROAD	WHITELEY	WINCHESTER	PO15 7PP	S	17/12/2024	£375,250	4	108	1163	£323	Lakedale at W
22	FIELDFARE ROAD	WHITELEY	WINCHESTER	PO15 7PP	S	22/12/2023	£326,495	2	74	797	£410	Lakedale at W
24	FIELDFARE ROAD	WHITELEY	WINCHESTER	PO15 7PP	S	09/10/2023	£343,472	2	74	797	£431	Lakedale at W
20	FIELDFARE ROAD	WHITELEY	WINCHESTER	PO15 7PP	S	27/10/2023	£385,000	4	108	1163	£331	Lakedale at W
35	FIELDFARE ROAD	WHITELEY	WINCHESTER	PO15 7PP	S	13/12/2024	£392,250	4	108	1163	£337	Lakedale at W
29	CURLEW ROAD	WHITELEY	WINCHESTER	PO15 7QD	S	20/12/2024	£395,000	4	108	1163	£340	Lakedale at W
27	CURLEW ROAD	WHITELEY	WINCHESTER	PO15 7QD	S	20/12/2024	£397,500	4	108	1163	£342	Lakedale at W
18	FIELDFARE ROAD	WHITELEY	WINCHESTER	PO15 7PP	S	27/10/2023	£399,995	4	108	1163	£344	Lakedale at W
31	FIELDFARE ROAD	WHITELEY	WINCHESTER	PO15 7PP	S	24/02/2025	£400,000	4	108	1163	£344	Lakedale at W
69	GLASSFIELD ROAD	WHITELEY	WINCHESTER	PO15 7PL	S	05/01/2023	£425,000	4	101	1087	£391	Lakedale at W
28	GLASSFIELD ROAD	WHITELEY	WINCHESTER	PO15 7PL	S	23/06/2023	£417,000	3	91	980	£426	Lakedale at W
30	GLASSFIELD ROAD	WHITELEY	WINCHESTER	PO15 7PL	S	28/04/2023	£417,000	3	91	980	£426	Lakedale at W
94	BLUEBELL WAY	WHITELEY	WINCHESTER	PO15 7FF	T	30/06/2023	£362,000	4	100	1076	£336	Lakedale at W
96	BLUEBELL WAY	WHITELEY	WINCHESTER	PO15 7FF	T	06/06/2023	£364,995	4	100	1076	£339	Lakedale at W
10	GREENFINCH ROAD	WHITELEY	FAREHAM	PO15 7RG	T	18/12/2024	£365,000	4	108	1163	£314	Lakedale at W
16	GREENFINCH ROAD	WHITELEY	FAREHAM	PO15 7RG	T	16/12/2024	£365,750	4	108	1163	£315	Lakedale at W
18	GREENFINCH ROAD	WHITELEY	FAREHAM	PO15 7RG	T	27/06/2024	£370,000	4	108	1163	£318	Lakedale at W
71	GLASSFIELD ROAD	WHITELEY	WINCHESTER	PO15 7PL	T	26/05/2023	£400,000	4	101	1087	£368	Lakedale at W
178	BLUEBELL WAY	WHITELEY	WINCHESTER	PO15 7PF	T	04/10/2024	£434,950	4	122	1313	£331	Lakedale at W
162	BLUEBELL WAY	WHITELEY	WINCHESTER	PO15 7PF	T	14/03/2025	£439,950	4	122	1313	£335	Lakedale at W
32	GLASSFIELD ROAD	WHITELEY	WINCHESTER	PO15 7PL	S	04/08/2023	£417,100	3	91	980	£426	Lakedale at W
36	GLASSFIELD ROAD	WHITELEY	WINCHESTER	PO15 7PL	S	27/01/2023	£435,000	3	91	980	£444	Lakedale at W
10	CUCKOO ROAD	WHITELEY	FAREHAM	PO15 7RP	T	30/06/2023	£354,995	3	95	1023	£347	Lakedale at W
12	CUCKOO ROAD	WHITELEY	FAREHAM	PO15 7RP	T	31/01/2023	£374,995	3	97	1044	£359	Lakedale at W
14	CUCKOO ROAD	WHITELEY	FAREHAM	PO15 7RP	T	22/12/2023	£335,000	3	97	1044	£321	Lakedale at W
16	CUCKOO ROAD	WHITELEY	FAREHAM	PO15 7RP	T	30/11/2023	£339,995	3	95	1023	£332	Lakedale at W

Appendix 3 – Value Schedules



Appendix 4 – BCIS Costs



£/M2 STUDY

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

Last updated: 27-Dec-2025 07:31

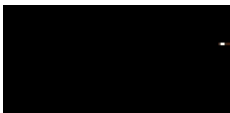
Rebased to Hampshire (104; sample 337)

MAXIMUM AGE OF RESULTS: 5 YEARS

Building function (Maximum age of projects)	£/m ² gross internal floor area						Sample	
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest		
New build								
810. Housing, mixed developments (5)	1,878	1,093	1,621	1,825	2,054	4,205	302	
810.1 Estate housing								
Generally (5)	1,842	982	1,538	1,815	2,032	3,689	193	
Single storey (5)	2,148	1,423	1,811	2,012	2,311	3,689	30	
2-storey (5)	1,791	982	1,512	1,796	2,005	2,831	159	
3-storey (5)	1,580	1,221	-	1,592	-	1,913	4	
810.12 Estate housing semi detached								
Generally (5)	1,964	1,172	1,764	1,890	2,109	3,689	53	
Single storey (5)	2,104	1,423	1,823	2,026	2,089	3,689	16	
2-storey (5)	1,903	1,172	1,555	1,832	2,138	2,831	36	
3-storey (5)	1,913	-	-	-	-	-	1	
810.13 Estate housing terraced								
Generally (5)	1,635	982	1,443	1,523	1,888	2,266	11	
2-storey (5)	1,676	982	1,471	1,589	1,935	2,266	10	
3-storey (5)	1,221	-	-	-	-	-	1	

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample	
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest		
816. Flats (apartments)								
Generally (5)	2,192	1,128	1,737	2,077	2,554	4,050	152	
1-2 storey (5)	2,119	1,128	1,697	2,082	2,535	3,724	29	
3-5 storey (5)	2,149	1,137	1,733	2,006	2,399	4,050	107	
6 storey or above (5)	2,616	1,597	2,454	2,692	2,900	3,219	16	

Appendix 5 – AspinallVerdi Appraisals



2601 Policy Compliant 35%

Development Appraisal
AspinallVerdi
28 January 2026

APPRAISAL SUMMARY**ASPINALLVERDI****2601 Policy Compliant 35%****Appraisal Summary for Phase 1**

Currency in £

REVENUE

Sales Valuation	Units	Unit Price	Gross Sales
Market Units	125	353,122	44,140,210
Affordable Rent Units	53	185,392	9,825,760
Shared Ownership Units	14	279,941	3,919,177
Totals	192		57,885,147

NET REALISATION**57,885,147****OUTLAY****ACQUISITION COSTS**

Fixed Price	3,405,600		
Fixed Price		3,405,600	3,405,600
Stamp Duty		159,780	
Effective Stamp Duty Rate	4.69%		
Agent Fee	1.00%	34,056	
Legal Fee	0.75%	25,542	
			219,378

CONSTRUCTION COSTS

Construction	ft²	Build Rate ft²	Cost
Construction Cost	183,760	157.61	28,961,999
Contingency		3.00%	1,090,783
			30,052,782

Other Construction Costs

FLOS		822,000	
External Works	10.00%	2,896,200	
Abnormal Costs		3,679,235	
			7,397,435

Section 106 Costs

Section 106 Costs		4,885,825	
			4,885,825

PROFESSIONAL FEES

Professional Fees	10.00%	3,635,943	
			3,635,943

MARKETING & LETTING

Private Units Disposal Cost		3.00%	1,324,206
RP Transfer Fee		0.75%	103,087
Agent Legal Fee	125 un	850.00 /un	106,250
			1,533,543

Additional Costs

Private Profit		18.00%	7,945,238
Affordable Profit		6.00%	824,696
			8,769,934

TOTAL COSTS BEFORE FINANCE**59,900,441****FINANCE**

Debit Rate 7.250%, Credit Rate 1.000% (Nominal)

APPRAISAL SUMMARY**ASPINALLVERDI****2601 Policy Compliant 35%**

Land	624,503	
Construction	118,336	
Other	238,485	
Total Finance Cost		981,324

TOTAL COSTS**60,881,765****PROFIT****(2,996,618)****Performance Measures**

Profit on Cost%	-4.92%
Profit on GDV%	-5.18%
Profit on NDV%	-5.18%
IRR% (without Interest)	-14.00%
Profit Erosion (finance rate 7.250)	N/A

2601 100% Private

Development Appraisal
AspinallVerdi
28 January 2026

APPRAISAL SUMMARY**ASPINALLVERDI****2601 100% Private****Appraisal Summary for Phase 1****Currency in £****REVENUE**

Sales Valuation	Units	Unit Price	Gross Sales
Market Sale	192	347,078	66,639,054

NET REALISATION**66,639,054****OUTLAY****ACQUISITION COSTS**

Fixed Price		3,405,600		
Fixed Price			3,405,600	3,405,600
Stamp Duty			159,780	
Effective Stamp Duty Rate		4.69%		
Agent Fee		1.00%	34,056	
Legal Fee		0.75%	25,542	
				219,378

CONSTRUCTION COSTS

Construction	ft²	Build Rate ft²	Cost	
Construction Cost	183,760	157.61	28,961,999	
Contingency		3.00%	1,090,783	
				30,052,782

Other Construction Costs

FLOS			822,000	
External Works		10.00%	2,896,200	
Abnormal Costs			3,679,235	
				7,397,435

Section 106 Costs

Section 106 Costs			4,885,825	
				4,885,825

PROFESSIONAL FEES

Professional Fees		10.00%	3,635,943	
				3,635,943

MARKETING & LETTING

Private Units Disposal Cost		3.00%	1,999,172	
Agent Legal Fee	192 un	850.00 /un	163,200	
				2,162,372

Additional Costs

Private Profit		18.00%	11,995,030	
				11,995,030

TOTAL COSTS BEFORE FINANCE**63,754,365****FINANCE**

Debit Rate 7.250%, Credit Rate 1.000% (Nominal)				
Land			1,008,808	
Construction			1,822,007	
Other			2,042,323	
Total Finance Cost				4,873,139

APPRAISAL SUMMARY	ASPINALLVERDI
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2601 100% Private

TOTAL COSTS

68,627,503

PROFIT

(1,988,449)

Performance Measures

Profit on Cost%	-2.90%
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Profit on GDV%	-2.98%
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Profit on NDV%	-2.98%
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IRR% (without Interest)	4.31%
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Profit Erosion (finance rate 7.250)	N/A
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London | Leeds | Liverpool
Newcastle | Birmingham | Manchester

Property | Infrastructure | Planning
Development | Regeneration

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