

**For: North Somerset Council**



**Viability Assessment**

**For North Somerset Local Plan 2039**

**Appendix IIa – Appraisal Summaries**

**November 2023**

**DSP22811**

500 Mixed Greenfield  
North Somerset Council

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40% Affordable Housing  
VL3 £4,000/sq. m.  
CIL Zone C £99.30/sq. m.

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**500 Mixed Greenfield  
North Somerset Council**

**Appraisal Summary for Phase 1 All Phases**

Currency in £

REVENUE	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales
<b>Sales Valuation</b>					
Market Housing	300	28,650.00	4,000.00	382,000	114,600,000
AH - SR	115	8,797.50	1,912.50	146,306	16,825,219
AH - FH	50	2,830.00	2,800.00	158,480	7,924,000
AH - SO	35	2,677.50	2,600.00	198,900	6,961,500
<b>Totals</b>	<b>500</b>	<b>42,955.00</b>			<b>146,310,719</b>

**NET REALISATION** **146,310,719**

**OUTLAY**

**ACQUISITION COSTS**

Fixed Price	20.00 ha	250,000.00 /ha	5,000,000	
Fixed Price (20 Ha @ 250,000.00 /Hect)			5,000,000	5,000,000
Stamp Duty			241,000	
Effective Stamp Duty Rate		4.82%		
Agent Fee		2%	75,000	
Legal Fee		1%	37,500	
				353,500

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost
Market Housing	29,040.00	1,284.00	37,287,360
AH - SR	9,177.00	1,284.00	11,783,268
AH - FH	3,255.00	1,284.00	4,179,420
AH - SO	2,793.00	1,284.00	3,586,212
<b>Totals</b>	<b>44,265.00 m<sup>2</sup></b>		<b>56,836,260</b>
Contingency dwellings		3%	1,875,597
Contingency		5%	1,035,633
Site Works & Infrastructure	500.00 un	12,500 /un	6,250,000
Site Works & Infrastructure	500.00 un	12,500 /un	6,250,000
Land servicing PS 2.2ha			1,210,000
Indexed CIL		1%	2,883,672
S106	500.00 un	3,000 /un	1,500,000
			77,841,161

**Other Construction**

Externals		10%	5,683,626
Climate change response		7%	3,978,538
Electric Vehicle Charging (Market)	300.00 un	1,303 /un	390,900
Electric Vehicle Charging (AH)	200.00 un	1,029 /un	205,800
M4(2) 100%	44,265.00 m <sup>2</sup>	16	686,107
M4(3) 5%	44,265.00 m <sup>2</sup>	8	343,054
BNG		3%	1,648,252
SPA	500.00 un	500 /un	250,000
			13,186,277

**Section 106 Costs**

Primary School			6,000,000	6,000,000
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**PROFESSIONAL FEES**

Professional Fees		8%	6,178,603	6,178,603
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**DISPOSAL FEES**

Marketing & Sales Agent Fees		3%	3,884,565	
Sales Legal Fee	500.00 un	750 /un	375,000	4,259,565

**MISCELLANEOUS FEES**

AH Profit		6%	1,427,203	
Market Profit		18%	20,055,000	
First Homes		12%	950,880	
				22,433,083

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)				
Total Finance Cost				2,282,057

**TOTAL COSTS**

**137,534,246**

**PROFIT**

**8,776,473**

**Performance Measures**

This appraisal report does not constitute a formal valuation.

**500 Mixed Greenfield  
North Somerset Council**

**Table of Profit Amount and Profit Amount**

		Sales: Rate /m <sup>2</sup>						
Construction: Rate /m <sup>2</sup>		-30.000%	-25.000%	-20.000%	-15.000%	-10.000%	-5.000%	0.000%
-10.000%	£3,041,718	£9,988,240	£16,847,473	£23,609,317	£30,279,385	£36,906,674	£43,533,963	
1,155.60 /m <sup>2</sup>	£3,041,718	£9,988,240	£16,847,473	£23,609,317	£30,279,385	£36,906,674	£43,533,963	
-5.000%	(£1,047,090)	£5,911,341	£12,831,550	£19,654,846	£26,386,070	£33,030,581	£39,657,870	
1,219.80 /m <sup>2</sup>	(£1,047,090)	£5,911,341	£12,831,550	£19,654,846	£26,386,070	£33,030,581	£39,657,870	
0.000%	(£5,149,814)	£1,822,533	£8,776,473	£15,660,611	£22,450,803	£29,152,162	£35,781,777	
1,284.00 /m <sup>2</sup>	(£5,149,814)	£1,822,533	£8,776,473	£15,660,611	£22,450,803	£29,152,162	£35,781,777	
+5.000%	(£9,278,090)	(£2,266,275)	£4,692,156	£11,627,814	£18,477,700	£25,236,657	£31,905,684	
1,348.20 /m <sup>2</sup>	(£9,278,090)	(£2,266,275)	£4,692,156	£11,627,814	£18,477,700	£25,236,657	£31,905,684	
+10.000%	(£13,434,540)	(£6,375,000)	£603,348	£7,561,779	£14,466,294	£21,283,531	£28,013,095	
1,412.40 /m <sup>2</sup>	(£13,434,540)	(£6,375,000)	£603,348	£7,561,779	£14,466,294	£21,283,531	£28,013,095	

**Sensitivity Analysis : Assumptions for Calculation**

**Sales: Rate /m<sup>2</sup>**

Heading	Phase	Rate	No. of Steps
Market Housing	1	£5,000.00	7 Down only
AH - FH	1	£3,500.00	7 Down only
AH - SO	1	£3,250.00	7 Down only

**Construction: Rate /m<sup>2</sup>**

Original Values are varied by Steps of 5.000%.

Heading	Phase	Rate	No. of Steps
Market Housing	1	£1,284.00	2.00 Up & Down
AH - SR	1	£1,284.00	2.00 Up & Down
AH - FH	1	£1,284.00	2.00 Up & Down
AH - SO	1	£1,284.00	2.00 Up & Down

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