

Viability Assessment

Greenhill Road, Middleton
September 2023



RogerHannah

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1. Introduction

1.1 Instructions

Roger Hannah has been instructed by J Walker Homes Ltd to provide a financial viability assessment in respect of the proposed residential development at Greenhill Road, Middleton, Rochdale.

The development proposals include the delivery of 24 no. two and three-bedroom homes, with all to be made available as affordable housing.

This report has been prepared to support the planning application and considers the financial impact of the potential planning obligations. We understand that the report will be submitted to Rochdale Borough Council as part of the planning application for this development.

1.2 RICS Compliance

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

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

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

1.3 Reporting

The report has been undertaken and reviewed by the following suitably qualified professionals:

Author:

A handwritten signature in black ink, appearing to read 'J Mistry'.

.....
Jessica Mistry MRICS
Senior Surveyor

Reviewer:

A handwritten signature in black ink, appearing to read 'S Smith'.

.....
Steve Smith MRICS
Director

1.4 Information Provided

We have been provided with and relied upon the following information:

- Site Layout Plan (Appendix 1)
- Abnormal development schedule (Appendix 2)

2. Executive Summary

Financial Appraisal

Site	Greenhill Road, Middleton, Rochdale.		
Scheme	The application seeks approval for the development of 24 dwellings (Class C3). This is a 100% affordable housing scheme which will be delivered in partnership with a registered provider ('RP').		
GDV	We have tested the scheme on both an affordable housing policy compliant basis, including an affordable housing contribution at 7.5% of GDV with no S106 contribution, and on the Applicant's proposal which seeks to deliver a 100% affordable housing scheme in partnership with a RP, utilising grant funding and no S106 contributions. Appraisal 1: the total GDV for the affordable housing policy compliant scheme equates to £6,550,000, which we have adopted within appraisal at Appendix 3. Appraisal 2: the total GDV for the 100% affordable scheme (including grant) equates to £5,240,000 which we have adopted within our appraisal at Appendix 4.		
Build Costs	For this assessment, we have had reference to our experience and current knowledge of base build costs, and BCIS benchmarking data. An all-in base build cost of £148 per sq ft, inclusive of standard external works has been adopted: Further details of the build cost adopted is set out in Section 7 of this report.		
Abnormal Works	A total abnormal cost of £896,425 (circa. £37,000 per unit) has been assessed by the applicant and included within the appraisals as Abnormal Development Costs. A breakdown of these costs is provided at Appendix 2.		
Developers Profit	18.5% on GDV for Market Sale 8% on GDV for Affordable Housing		
Other Costs	Other costs have been applied in respect of professional fees, contingency, finance, and marketing fees.		
Benchmark Land Value	We have adopted a Benchmark Land Value ('BLV') of £605,600 for the site.		
Appraisal Results		Appraisal 1 – Policy Compliant	Appraisal 2 – Proposed 100% Affordable
	Benchmark Land Value	£605,600	£605,600
	Residual Land Value	£116,488	£254,271
	Viability Concern	Yes	Yes

Conclusion

The viability test that has been used compares the residual land value generated by the development, against the BLV of the site. It clearly demonstrates that with a policy compliant level of affordable housing, viability is an issue as the residual land value at £116,488 is significantly below the benchmark land value of £605,600.

The Applicants' proposals to deliver 100% affordable housing outside of a S106 agreement also demonstrates a viability concern albeit with a reduced deficit. The residual land value with no S106 contributions is £254,271 compared to the benchmark land value of £605,600. Despite the shortfall in the viability of the proposed scheme, we understand that the Applicant is willing to take a commercial view and deliver the scheme on this basis.

Given the conclusions from this appraisal, we are therefore of the opinion that the planning policy requirements in respect of S106 contributions should be relaxed on viability grounds for the proposed development.

3. Site Information

3.1 Location

The scheme is located approximately 2.2 miles east of Middleton. Middleton is a town in the Metropolitan Borough of Rochdale in Greater Manchester.

In terms of transport networks, the M62 motorway can be accessed via the A664 and A627(M) to the north. The nearest railway station is Mills Hill Railway Station, which is located 0.7 miles to the north of the site, with direct services to Rochdale, Manchester Victoria, Bolton, Wigan and Leeds.

Included below is a map showing the site's location within the region.



Figure 1: Location Plan (Source – Google Maps)

3.2 The Site

The application site extends to approximately 1.40 Acres (0.57 Hectares) and comprises of brownfield industrial units, containers and storage land.

We are informed that the site was previously used by a local brewery to store goods and furniture from their public houses along with the maintenance of their vehicles prior to outsourcing. In addition, an area was used for polytunnels to bring on seedlings by a local supplier with a further area used for storage by a local painting contractor.

3.4 Planning Policy

In this section we set out the planning policy which is relevant in respect of viability.

The Core Strategy for Rochdale borough was adopted on 19 October 2016. It is the lead document in the Local Plan.

3.4.1 Affordable Housing

Policy C4 of the Core Strategy sets out the affordable housing policy for Rochdale. The Council's current affordable housing policy seeks a contribution of 7.5% of the market sale GDV of the overall scheme for all developments of 15 dwellings or more. We have included this contribution in our affordable housing policy compliant financial appraisal.

The proposed development is for a 100% affordable housing scheme, comprising a mix of 18x affordable rented units and 6x Rent to Buy units.

3.4.2 Community Infrastructure Levy

The Council have not formally adopted a CIL charging schedule. The development is therefore not liable for this charge.

3.4.3 S106 Contributions

To date, the council has not specified the anticipated contribution towards S106. This viability assessment has been produced to test the level of contributions that can be financially supported by the development.

4. Viability in Planning Guidance

4.1 National Planning Policy Framework

Paragraph 58 of the National Planning Policy Framework (NPPF), which was last updated in 2021, states the following:

“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 demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. 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 the viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force. All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available.”

The NPPF places emphasis on assessing viability at the plan-making stage, but also sets out that it may also be required at the decision-making stage. It refers to the methodology set out in the Planning Practice Guidance (PPG), which we consider below.

4.2 Planning Practice Guidance

The PPG in respect of viability, which was last updated in 2019, defines a viability assessment at Paragraph 010 as:

“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. This includes looking at the key elements of gross development value, costs, land value, landowner premium, and developer return.”

The preferred method is to assess viability at the plan-making stage through the use of a typology approach. Paragraph 004 states:

“Plan makers can first group sites by shared characteristics such as location, whether brownfield or greenfield, size of sites and current and proposed use or type of development . . . Average costs and values can then be used to make assumptions about how the viability of each type of site would be affected by all relevant policies. Plan makers may wish to consider different potential policy requirements and assess the viability impacts of these. Plan makers can then come to a view on what might be an appropriate benchmark land value and policy requirement for each typology.”

The guidance requires standardised inputs to be used when assessing viability in relation to Gross Development Value (GDV), costs (construction costs and planning policy related costs), developer’s return and Benchmark Land Value (BLV), each of which will be assessed within this report. The BLV is to be assessed as the Existing Use Value (EUV) plus a minimum premium for the landowner.

The PPG also states that viability may also need to be assessed at the application stage, with paragraph 007 stating:

“Such circumstances could include, for example where development is proposed on unallocated sites of a wholly different type to those used in viability assessment that informed the plan; where further information on infrastructure or site costs is required; where particular types of development are proposed which may significantly vary from standard models of development for sale (for example build to rent or housing for older people); or where a recession or similar significant economic changes have occurred since the plan was brought into force.”

Paragraph 008 goes on to say that:

“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 viability evidence underpinning the plan is up to date, and sites circumstances

including any changes since the plan was brought into force, and the transparency of assumptions behind evidence submitted as part of the viability assessment.”

The PPG also sets out a clear need for strategic sites to be individually tested, with paragraph 005 stating:

“It is important to consider the specific circumstances of strategic sites. Plan makers can undertake site specific viability assessment for sites that are critical to delivering the strategic policies of the plan. This could include, for example, large sites, sites that provide a significant proportion of planning supply, sites that enable or unlock other development sites or sites within priority regeneration areas.”

4.3 RICS Assessing viability in planning under the NPPF 2019

We have referred to the best practice recommendations within this Guidance Note, dated 2021, which provides clarifications in relation to the PPG standardised input approach. It sets out the need to use residual appraisals to assess viability in planning, using the following diagram to demonstrate this:

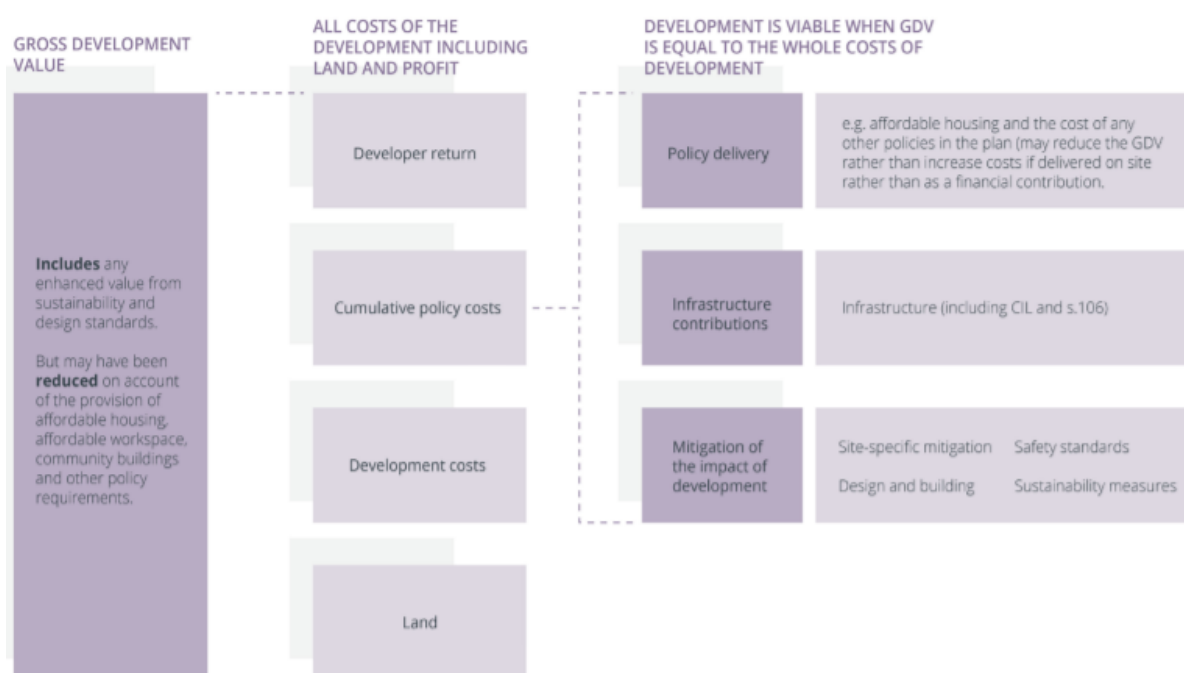


Figure 1: RICS Residual Valuation Framework (Source – RICS)

This Guidance Note is clear that the NPPF and PPG are the ‘authoritative requirement’, providing clarity on the application of this relevant guidance and the relevance to other RICS guidance, including the following:

- RICS Professional Statement, Financial viability in planning: conduct and reporting (2019)
- RICS Guidance Note, Valuation of development property (2019)
- RICS Guidance Note, Comparable evidence in real estate valuation (2019)
- RICS Professional Statement, RICS Valuation – Global Standards ‘Red Book’ (2020)

It also provides additional guidance on the Benchmark Land Value (BLV), which should be assessed through a five-stage process:

1. Assess the EUV – the Market Value of the property is in existing use, excluding hope value
2. Assess the Alternative Use Value (AUV) where appropriate
3. Assess the premium above EUV
4. Determine the residual value of the site, assuming policy compliance, to cross check against the EUV and assessment of the premium
5. Reference land transaction evidence to sense check the EUV and assessment of the premium

We can confirm that we have had reference to the contents of this guidance and followed the best practice recommendations set out within it.

4.4 RICS Financial viability in planning: conduct and reporting

This Professional Statement, dated 2019, sets out a number of mandatory requirements in Section 2 that apply when assessing viability in planning, which we summarise as follows:

- All inputs into an appraisal must be reasonably justified with as much good quality evidence as possible. Where a reviewer disagrees with a submitted assessment and/or elements in it, differences must be clearly set out with supporting and reasonable justification. Where possible, practitioners should always try to resolve differences of opinion.
- In respect of the benchmark land value RICS members must report the existing use value, premium, market evidence and all supporting considerations, assumptions and justifications adopted, as well as alternative use value (if appropriate).
- All viability assessment must include a sensitivity analysis
- A non-technical summary of the report should be provided, which includes key figures and conclusions, so that non-specialists can better understand them
- RICS members must advocate reasonable, transparent and appropriate engagement between the parties.

We can confirm that we have had regard to the mandatory reporting requirements within this Professional Statement.

5. Methodology

5.1 Site Specific Viability Assessment

In accordance with the scenarios set out in the PPG, we have undertaken a site-specific assessment of viability for the following reasons:

- The adopted Local Plan evidence base is considered out of date
- Additional information is now available in respect of infrastructure or sites costs, compared to the assumptions adopted at the plan-making stage

5.2 Adopted Methodology

As per the PPG and RICS guidance, we have adopted the residual method to assess site viability. This is based on the following calculation:

Gross Development Value – (Costs + Developer's Return) = Residual Value

We have also established the Benchmark Land Value (BLV) as appropriate for assessing viability. Should the residual value be below the BLV, which represents the minimum return a reasonable landowner can expect, the development is deemed to be unviable and changes to planning policy are likely to be required to ensure that the development is delivered. We have therefore also assessed what level of planning obligations can be delivered in order for the BLV to be achieved, therefore resulting in a viable development.

6. Gross Development Value

Method	The PPG states the following: <i>“Gross development value is an assessment of the value of development. For residential development this may be total sales and/or capitalised net rental income from developments . . . For viability assessment of specific site or development, market evidence (rather than average figures) from the actual site or from existing developments can be used”</i> The RICS Guidance Note also defines this as follows: <i>“The aggregate market value of the proposed development, assessed on the special assumption that the development is complete on the date of valuation in the market conditions prevailing at that date.”</i> We have therefore undertaken a review of sales values in the locality.										
Local Market Overview	The table below sets out the average sold price for the different property types in Middleton according to Zoopla in the last 12 months. <table border="1" data-bbox="363 851 857 1070"> <thead> <tr> <th>Property Type</th><th>Average Sold Price</th></tr> </thead> <tbody> <tr> <td>Detached</td><td>£328,802</td></tr> <tr> <td>Semi</td><td>£228,712</td></tr> <tr> <td>Terrace</td><td>£158,484</td></tr> <tr> <td>Flats</td><td>£94,356</td></tr> </tbody> </table>	Property Type	Average Sold Price	Detached	£328,802	Semi	£228,712	Terrace	£158,484	Flats	£94,356
Property Type	Average Sold Price										
Detached	£328,802										
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Terrace	£158,484										
Flats	£94,356										
Comparable Evidence	The market research we have undertaken is provided at Appendix 5. A summary of the comparable research is provided in the table below. A deduction of 2.5% is applied to the asking prices to account for anticipated incentives/purchaser negotiation.										

Site	Developer	Achieved Price £ psf	Asking Price £ psf
Radclyffe Green, Off Broadway, Chadderton OL9 9QY	Countryside PLC		Gross - £338 Net - £330
Mill Vale, Don Street, Middleton M24 2GG	Kellen Homes		Gross - £343 Net - £335
Townley Gardens, Fielding Street, Middleton M24 6BG	HJK Properties Ltd		Gross - £321 Net - £313
East Hollinsfield, Hollin Lane, Middleton M24 5LF	Taylor Wimpey	£290	Gross - £332 Net - £323
Milton Place, Royton OL2 6QX	Wiggett Homes		Gross - £301 Net - £293
Whittle Brook Park, Manchester Road, Heywood OL10 2QD	Anwyl Homes		Gross - £324 Net - £316
Fox Owl Rise, Wellyhole Street, Lees OL4 3BB	SPS	£254	
Willow Park, Borrowdale Road, Middleton M24 5GG	Keepmoat Homes	£268	
Osprey Place, Stainton Drive, Middleton M24 5PD	Hive Homes	£234	
Mulberry Lane, Middleton M24 5AP	Taylor Wimpey	£304	
Boarshaw Clough, Middleton M24 2NG	Paddle Homes	£259	
Hill Top Park, Hill Top Drive, Rochdale OL11 2SB	Gleeson Homes	£251	
Heyside Grove, Bullcote Lane, Royton OL2 6LU	Countryside PLC	£246	

From the above evidence, we do not consider the Radclyffe Green development by Countryside Plc and the Mill Vale development by Kellen Homes as comparable to the subject site.

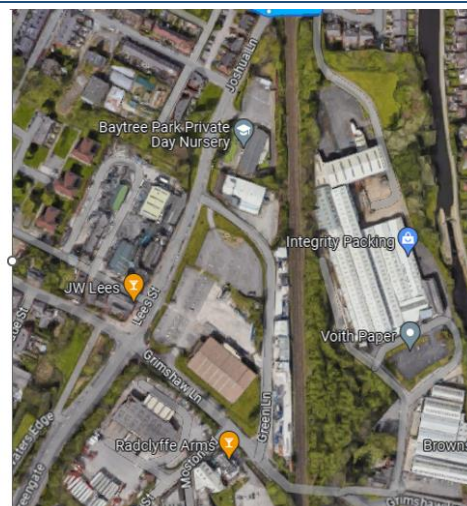
The development located at Radclyffe Green offers a good location which is situated in close proximity to the A663 in a suburban location with a new access route into the development.

The development at Mill Vale again offers a better location to the subject site which is situated on a large greenfield site located in close proximity to Middleton and Mills Hill railway station.

The proposed development site in comparison is situated immediately south of an existing row of second-hand terraced houses which overlooks onto the new development. Further residential terraced properties are located to the east and west of the site and to the south is an existing JW Lees brewery. The wider locality to the east and south is predominantly industrial/commercial, which we do not consider is attractive to a potential purchaser when compared to the Radclyffe Green and Mill Vale sites.

From the research gathered above, it can also be seen that achieved prices are much lower in comparison to asking prices.

The subject site and surrounding area is shown in the following satellite mapping photos, showing the brownfield and infill nature of the site, and the predominance of industrial uses in the location:



Proposed Open Market Sales Values

Following a detailed review of the market evidence and taking into consideration the location of the proposed development, the following open market values have been adopted. This equates to an average value of £317 per sq ft across the scheme.

Ref	Type	Beds	No.	Sqm	Sq ft	Total Sq ft	Market Value	£ psf	Total GDV
A	Semi-detached	2b4p	4	70	753	3,014	£245,000	£325	£980,000
B	Semi-detached	3b5p	14	82	883	12,357	£280,000	£317	£3,920,000
B	End Terrace	3b5p	4	82	883	3,531	£275,000	£312	£1,100,000
B	Mid Terraced	3b5p	2	82	883	1,765	£275,000	£312	£550,000
Total			24			20,667		£317	£6,550,000

Affordable Commuted Sum

We have allowed for a sum equal to 7.5% of market sale GDV as a contribution towards affordable housing in the affordable housing policy compliant appraisal. This equates to a total contribution of £491,250.

Applicant's Proposal – Grant Funded Values

The Applicant is proposing a scheme of 100% grant funded affordable housing comprising a mix of 18x affordable rented units and 6x Rent to Buy units.

The values adopted for the grant funded affordable housing units on the subject site are set out in the table below. This presents a discount of 80% of market value in line with our understanding of maximum RP offers.

Ref	Type	Beds	No.	Sqm	Sq ft	Total Sq ft	Market Value	£ psf	Total GDV
A (AR)	Semi-detached	2b4p	4	70	753	3,014	£196,000	£260	£784,000
B (AR)	Semi-detached	3b5p	14	82	883	12,357	£224,000	£254	£3,136,000
B (RTB)	End Terrace	3b5p	4	82	883	3,531	£220,000	£249	£880,000
B (RTB)	Mid Terraced	3b5p	2	82	883	1,765	£220,000	£249	£440,000
Total			24			20,667		£254	£5,240,000

The above equates to a total GDV of £5,240,000 for the grant funded affordable units. The value adopted for the affordable housing reflects the inclusion of grant funding and is in line with offers that are expected to be received from registered providers who will have access to the appropriate Homes England grant funding.

7. Residual Appraisals

We have undertaken a residual appraisal of the proposed development on the following bases. The appraisal assumptions are detailed below:

- Appraisal 1: Policy compliant affordable housing scheme which assumes an affordable housing contribution at 7.5% of market sale GDV with no S106 contribution.
- Appraisal 2: Applicant's proposal which assumes a 100% market sale scheme and no S106 contributions.

Appraisal Inputs	
GDV	We have included the following Gross Development Value in each of the appraisals: • Appraisal 1 - £6,550,000 (affordable housing policy compliant) • Appraisal 2 - £5,240,000 (including grant)
Build Costs	For this assessment, we have had reference to our experience and current knowledge of base build costs, and BCIS benchmarking data. We have adopted an all-in base build cost of £148 per sq ft, inclusive of standard external works. The rate utilised makes allowances for the following: • Basic superstructure costs • Nominal strip footing foundations • Plot development costs/external works (including provision of utilities, driveways, formation of curtilage parking spaces and gardens, boundary treatments to properties) • The rate includes for builders' preliminary costs (site management, all welfare facilities, site office, construction utilities, etc.) • Standard estate roads and sewers It is important to note that the build cost is reflective of the size and nature of the scheme (below 50 units) which will be constructed by a smaller-scale developer who will not benefit from the economies of scale and in house expertise to that of a volume house builder.
Abnormal Works	A total cost of £896,425 (circa. £37,000 per unit) has been assessed by the applicant and included within the appraisals as abnormal works. A summary of these costs is provided at Appendix 2.
Professional Fees	In accordance with standard industry practice, a provision equating to 7.5% of the total build cost has been allowed which reflects the work that is required to deliver a scheme of the proposed size and nature.
Contingency	In line with our professional view and judgement on risk, a contingency sum equating to 3% has been allowed to the total build and abnormal cost.
Section 106 Costs	To date, the council has not specified the anticipated contribution towards S106. This viability assessment has been produced to test the level of contributions that can be financially supported by the development.

CIL	Not applicable
Finance Costs	We have assumed a debit rate of 8.5%. The Bank of England raised the base rate over three consecutive months from 1.25% in June 2022 to 1.75% in August 2022, 2.25% in September, 3% in October 2022, 3.5% in November, 4% in February 2023 and 4.50% in March 2023, 5% in June 2023 and 5.25% in August 2023. Therefore, a minimum interest figure of 8.5% is appropriate.
Disposal Costs	For the sales of the market units in the scheme, we have assumed a sales and marketing cost of 3% across the private housing. This provides a budget towards a show house, sales staff, website, advertisement, and other marketing initiatives. We have also allowed for sales legal fees at £700 per for all tenures. These are considered to be standard market assumptions.
Site Acquisition Costs	Stamp Duty at HMRC prevailing rates, 1% agent's fee and £10,000 for legal fees.
Profit Margin	Profit for market sale residential development typically ranges between 17.5-20% of Gross Development Value (GDV) as advocated in National Planning Guidance on Viability. The level of profit should be considered in the round of the assumptions made within an appraisal and should reflect the risk in bringing the development forward. We consider that a 18.5% profit on the market sale GDV is appropriate to reflect the risks associated with the site considering its infill nature, as well as the general risks around build cost inflation and cost forecasts, and the increased costs of living that are likely to put pressure on affordability and therefore house prices. The level of profit applied to affordable housing is typically lower as there is less risk with this tenure type. This is because prior to development, generally the developer will have a legal agreement with a Registered Provider to take on the units being delivered, thereby reducing the development risk. We have adopted an 8% profit on the value of the affordable products to reflect a contractor level margin.
Timescales	We have assumed the following timing assumptions • Site purchase – 1 month • Pre-construction –2 months to allow for planning permission and commencement on site. • Construction – 17 months • Sales – 10 months phased at 2.5 market sales per month (first sale after 10-months of construction). Affordable sales are modelled on the same basis, with units transferred upon completion of construction. • Total – 23 months

8. Benchmark Land Value

8.1 Method

In any typical viability assessment, a benchmark land value is used to assess whether or not a scheme is viable. Paragraph 013 of the PPG states that:

“A benchmark land value should be established on the basis of the Existing Use Value (EUV), 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 the land for development while allowing a sufficient contribution to fully comply with policy requirement.”

This is often referred to as the EUV+ approach, which we have adopted in this case.

The EUV is defined in Paragraph 015 of the PPG as:

“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.”

It is clear that the EUV is the value of the land in its current use and we had reference to comparable market evidence as appropriate.

In respect of the minimum premium, paragraph 016 of the PPG states that:

“the premium (or the ‘plus’ in EUV+) is the second component of benchmark land value. It is the amount above the existing use value (EUV) that goes the landowner. The premium should provide a reasonable incentive for a landowner to bring forward land for development while allowing a sufficient contribution to fully comply with policy requirements.”

The PPG goes on to state that:

“Benchmark land value should:

- *Be based upon existing use value*
- *Allow for a premium to landowners (including equity release from those building their own homes)*
- *Reflect the implications of abnormal costs, site-specific infrastructure costs; and professional site fees” (Paragraph 014)*

“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.” (Paragraph 013)

There are therefore a number of factors that need to be considered when assessing the BLV. There is a need to reflect abnormal costs and planning policy, but there is also a need to consider a reasonable minimum level of return in order to incentivise landowners to release their land for development. These factors can be at odds with each other and the PPG is clear that there is a need to “strike a balance” between the interests of Local Councils, developers and landowners in order to ensure that land is released for development.

It should also be noted that the PPG is clear that the actual price paid is not relevant for the purpose of viability assessment.

The latest RICS Guidance Note relating to viability in planning, dated 2021, provides additional guidance on the approach to Benchmark Land Value (BLV), which should be assessed through a five-stage process:

- I. Assess the EUV – the Market Value of the property in existing use, excluding hope value

2. Assess the Alternative Use Value (AUV) where appropriate
3. Assess the premium above EUV
4. Determine the residual value of the site, assuming policy compliance, to cross check against the EUV and assessment of the premium
5. Reference land transaction evidence to sense check the EUV and assessment of the premium

We have considered all the relevant guidance in our assessment of BLV.

8.2 Existing Use Value

As mentioned in Section 3 above, the application site extends to approximately 1.40 Acres (0.57 Hectares) and comprises of brownfield industrial/commercial and storage land.

The site was previously used by a local brewery to store goods and furniture from their public houses along with the maintenance of their vehicles prior to outsourcing. In addition, an area was used for polytunnels to bring on seedlings by a local supplier with a further area used for storage by a local painting contractor.

To determine the existing use value of the site, we have therefore undertaken comparable market research for storage / industrial compound land in the Greater Manchester area. The comparable evidence we have considered is presented in the table below

Address	Occupier	Rent £ pa	Commencement Date	Area Acres (sqyd)	£/acre
Land at Hendham Vale Ind Park Crumpsall	Available	Asking £21,000	tbc	0.27 (1306.8)	£77,777
Land at Castle Ind Est Failsworth	Available	Asking £25,000	tbc	0.33 (1597.2)	£75,757
Land at Hanover St N, Audenshaw	tbc	£20,000	tbc	0.493 (2386.12)	£40,567
Heywood Street, Bury, BL9 7DZ	Autoplex	£27,492	2021	0.42 (2032.8)	£65,457
Daniel Adamson Road Salford	Lewis James Aggregates	£42,000	Apr 2021	0.71 (3436.4)	£59,155
Land off Makerfield Way, Wigan	Newco	£67,000	2021	2.23 (10793.2)	£30,000
Land at Bridge Trading Estate Bury	Cemex	£14,000	Sept 2020	0.40 (2,274)	£34,993
Lascar, Tanpits Lane Bury	Bluebell Energy	£55,000	Jan 2019	2.39a (11,567)	£22,990
Land adjacent to Eton Business Park Radcliffe	Tottington Motor Company	£60,000	March 2019	1.21a (5,856)	£49,561

From the research gathered, rental values for storage land in this region ranges from £14,000 per annum and £67,000 per annum.

Given the above evidence, we have applied a conservative rental value of £40,000 per annum for the subject site. To capitalise the rental income applied, we have adopted a yield of 10% to reflect the secondary location of the site in Middleton. This provides an existing use value of £5600,000 (£400,000 per acre x 1.4 acres = £560,000) for the site which we consider is reasonable.

8.3 Minimum Premium

The benchmark value of a site is a key consideration within a viability assessment. Fundamentally, a landowner will sell an asset which has development potential when they consider that the development potential of the site is being fairly reflected within the price being paid. Otherwise, the site will essentially remain in its existing use with no incentive for the landowner to bring the site forward for development. Should landowners view current planning requirements as too onerous, they have the ability to wait for a change in planning policy and to release land at the point at which a minimum level of acceptable return is reached in the future.

It is generally accepted practice within viability assessment for planning for a percentage uplift to be applied when there is an underlying industrial / commercial value associated with a site, which is typically in the order of 20%. To incentivise the landowner to sell, we have applied a modest premium of 10% of the EUV, which equates to £45,600, to arrive at a benchmark land value of £605,600.

8.4 Alternative Use Value

We have not considered any alternative uses of the site but reserve further commentary in this regard.

8.5 Policy Compliant Land Value

The appraisal attached at Appendix 3 is provided on the basis of an affordable housing policy compliant development. This generates a land value of £116,488, which is insufficient to provide the landowner with an incentive to dispose of the site.

9. Results & Sensitivity Analysis

Appraisal 1: Policy Compliant (Appendix 3)	The viability test that has been used compares the residual land value generated by the development, against the BLV of the site. It clearly demonstrates that with a policy compliant level of affordable housing, viability is an issue as the residual land value at £116,488 is significantly below the benchmark land value of £605,600.
Appraisal 2: 100% Affordable (Appendix 4)	The Applicants' proposals to deliver 100% affordable housing outside of a S106 agreement also demonstrates a viability concern albeit with a reduced deficit. The residual land value with no S106 contributions is £254,271 compared to the benchmark land value of £605,600. Despite the shortfall in the viability of the proposed scheme, we understand that the Applicant is willing to take a commercial view and deliver the scheme on this basis.
Sensitivity Analysis	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 viability of the application scheme. In this respect we have carried out a sensitivity analysis (see appendix 3) to show the impact of fluctuations to build costs and sales values on the scheme's viability. We consider the most likely scenario based on forecast data is that sales values will decrease whilst cost inflation will continue to increase. This would worsen the viability position and highlights to need to be robust with site specific viabilities.

10. Conclusions

We have summarised the appraisal results in comparison to the BLV and target profit on GDV in the table below:

	Appraisal 1 – Policy Compliant	Appraisal 2 – Proposed 100% Affordable & No S106
Benchmark Land Value	£605,600	£605,600
Residual Land Value	£116,488	£254,271
Viability Concern	Yes	Yes

The appraisals contained within this report represent a robust assessment of the viability of a residential development on the subject site (see Appendices 3 & 4) in line with the proposed plans.

This report has been produced utilising a recognised appraisal software package. Due regard has been given to guidance published by the RICS, and the NPPF/NPPG.

The viability test that has been used compares the residual land value generated by the development, against the BLV of the site. It clearly demonstrates that with a policy compliant level of affordable housing, viability is an issue as the residual land value at £116,488 is significantly below the benchmark land value of £605,600.

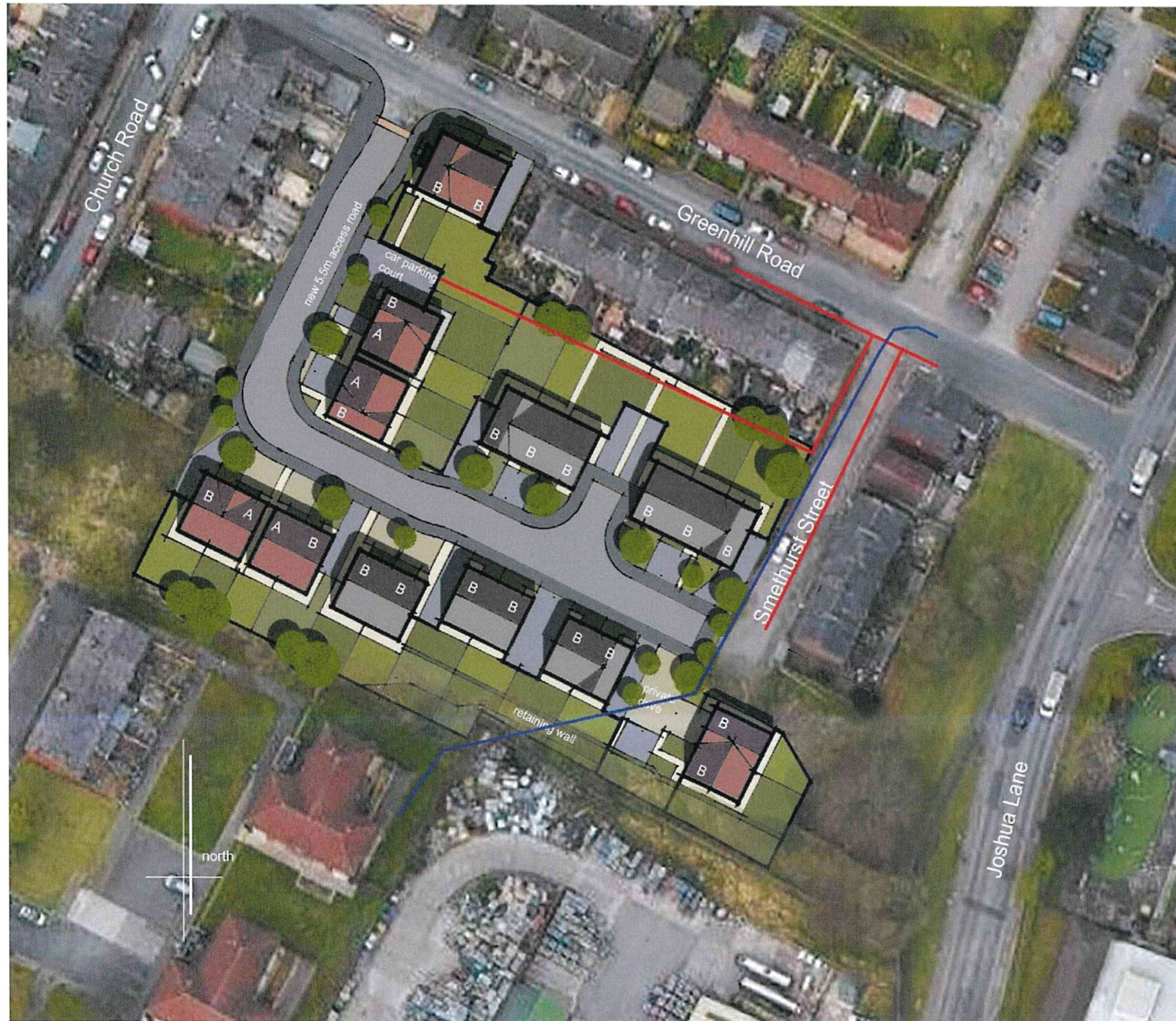
The Applicants' proposals to deliver 100% affordable housing outside of a S106 agreement also demonstrates a viability concern albeit with a reduced deficit. The residual land value with no S106 contributions is £254,271 compared to the benchmark land value of £605,600. Despite the shortfall in the viability of the proposed scheme, we understand that the Applicant is willing to take a commercial view and deliver the scheme on this basis.

Given the conclusions from this appraisal, we are therefore of the opinion that the planning policy requirements in respect of S106 contributions should be relaxed on viability grounds for the proposed development.

APPENDICES

Appendix I – Site Layout Plan

Proposed residential development at Greenhill Road Middleton

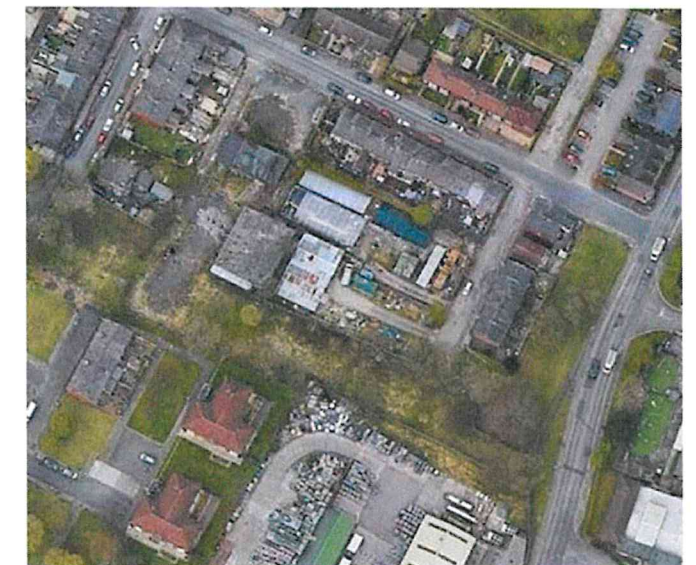


schedule of accommodation

ref	accommodation	area sqm	no	total sqft
A	2 bedroom 4 person house	70.0	4	280
B	3 bedroom 5 person house	82.0	20	1640
total no. dwellings			24	1920
car parking	2 bed	generally 200%		
	3 bed	200%		

proposed site layout scale 1:500

location plan



nicol thomas

Revision	Date	Details

nicol thomas
 architects project managers construction cost consultants principal designers
 Registered in England and Wales, Reg No: 2140039
 Quality Assured to BS EN ISO 9001:1994 Certificate Number GB 4723
 Heyside House Blackshaw Lane Heyside Royton Oldham OL2 6NS
 t:01706 290086 f:01706 290099 e:oldham@nicolthomas.com
 Also at Birmingham (Registered office)
 Do not scale from this drawing. All dimensions must be checked and verified before preparing production drawings or commencing works. This drawing and its design is the copyright of Nicol Thomas Ltd and may not be reproduced in any form whatsoever without their prior express written consent.

Client:	Walker Homes			
Job:	Greenhill Road Middleton			
Drawing title:	Feasibility Layout eight			
Drawing Number: (Job number)	M4996	sk	08	Revision:
Scale:	1:500 at A2			
Date:	March 2023			
Drawn by/ checked by:	GRF			

Appendix 2 – Abnormal Development Costs

Greenhill Road Middleton

Schedule of Abnormal Costs for the 24nr Houses.

1 Clearance / Treatment of Knotweed.	£	167,000.00
2 Precast concrete piles	£	78,000.00
3 Groundbeams to Properties	£	96,300.00
4 Gabion retainer for levels to accommodate existing 125mm gas main cover and boundary levels	£	57,000.00
5 Demolition, removal of old fuel tanks and Asbestos removal	£	56,000.00
6 On site filling and inert capping for contamination	£	179,765.00
7 Electric and BT Diversion	£	25,000.00
8 PV Installtions to properties	£	102,120.00
9 Car charging to properties	£	24,840.00
10 Fabric to propretties for Part L design changes	£	110,400.00
Total	£	896,425.00

Appendix 3 – Appraisal I - Policy Compliant Appraisal

APPRAISAL SUMMARY**ARGUS SOFTWARE****2309 Greenhill Road, Middleton v1_PC****Appraisal Summary for Phase 1**

Currency in £

REVENUE

Sales Valuation	Units	ft²	Sales Rate ft²	Unit Price	Gross Sales
OMS	24	20,667	316.93	272,917	6,550,000

NET REALISATION**6,550,000****OUTLAY****ACQUISITION COSTS**

Residualised Price			116,488		
				116,488	
Agent Fee		1.00%	1,165		
Legal Fee			10,000		
				11,165	

CONSTRUCTION COSTS

Construction	ft²	Build Rate ft²	Cost		
OMS	20,667	148.00	3,058,716		
Contingency		3.00%	118,654		
				3,177,370	

Other Construction Costs

Abnormal Development Costs			896,425		
AH Commuted Sum			491,250		
				1,387,675	

PROFESSIONAL FEES

Professional Fees		7.50%	296,636		
				296,636	

MARKETING & LETTING

Marketing		1.50%	45,881		
				45,881	

DISPOSAL FEES

Sales Agent Fee		1.50%	98,250		
Sales Legal Fee	24 un	700.00 /un	16,800		
				115,050	

TOTAL COSTS BEFORE FINANCE**5,150,265****FINANCE**

Debit Rate 8.500%, Credit Rate 0.000% (Nominal)					
Land			11,215		
Construction			100,362		
Other			76,408		
Total Finance Cost				187,985	

TOTAL COSTS**5,338,250****PROFIT****1,211,750****Performance Measures**

Profit on Cost%	22.70%
Profit on GDV%	18.50%
Profit on NDV%	18.50%
IRR% (without Interest)	48.81%

2309 Greenhill Road, Middleton v1_PC

Profit Erosion (finance rate 8.500)

2 yrs 5 mths

2309 Greenhill Road, Middleton v1_PC

Table of Gross Development Value and Land Cost

Construction: Rate /ft²					
Sales: Rate /ft²	-5.000%	-2.500%	0.000%	+2.500%	+5.000%
	140.60 /ft²	144.30 /ft²	148.00 /ft²	151.70 /ft²	155.40 /ft²
-5.000%	£6,222,500	£6,222,500	£6,222,500	£6,222,500	£6,222,500
301.08 /ft²	(£40,906)	£38,596	£119,597	£200,598	£281,600
-2.500%	£6,386,250	£6,386,250	£6,386,250	£6,386,250	£6,386,250
309.01 /ft²	(£157,088)	(£78,697)	(£168)	£80,617	£161,618
0.000%	£6,550,000	£6,550,000	£6,550,000	£6,550,000	£6,550,000
316.93 /ft²	(£270,552)	(£194,145)	(£116,488)	(£37,958)	£41,637
+2.500%	£6,713,750	£6,713,750	£6,713,750	£6,713,750	£6,713,750
324.85 /ft²	(£381,387)	(£306,560)	(£231,202)	(£154,197)	(£75,749)
+5.000%	£6,877,500	£6,877,500	£6,877,500	£6,877,500	£6,877,500
332.78 /ft²	(£492,222)	(£417,395)	(£342,569)	(£267,743)	(£191,253)

Sensitivity Analysis : Assumptions for Calculation

Construction: Rate /ft²

Original Values are varied by Steps of 2.500%.

Heading	Phase	Rate	No. of Steps
OMS	1	£148.00	2.00 Up & Down

Sales: Rate /ft²

Original Values are varied by Steps of 2.500%.

Heading	Phase	Rate	No. of Steps
OMS	1	£316.93	2.00 Up & Down

Appendix 4 – Appraisal 2 – 100% Affordable Housing Appraisal

APPRAISAL SUMMARY**ARGUS SOFTWARE****2309 Greenhill Road, Middleton v1_100% AH****Appraisal Summary for Phase 1**

Currency in £

REVENUE

Sales Valuation	Units	ft²	Sales Rate ft²	Unit Price	Gross Sales
OMS	24	20,667	253.54	218,333	5,240,000

NET REALISATION**5,240,000****OUTLAY****ACQUISITION COSTS**

Residualised Price			254,271		
				254,271	
Agent Fee		1.00%	2,543		
Legal Fee			10,000		
				12,543	

CONSTRUCTION COSTS

Construction	ft²	Build Rate ft²	Cost		
OMS	20,667	148.00	3,058,716		
Contingency		3.00%	118,654		
				3,177,370	

Other Construction Costs

Abnormal Development Costs			896,425		
				896,425	

PROFESSIONAL FEES

Professional Fees		7.50%	296,636		
				296,636	

DISPOSAL FEES

Sales Legal Fee	24 un	650.00 /un	15,600		
				15,600	

TOTAL COSTS BEFORE FINANCE**4,652,845****FINANCE**

Debit Rate 8.500%, Credit Rate 0.000% (Nominal)					
Land			1,102		
Construction			90,670		
Other			76,184		
Total Finance Cost				167,955	

TOTAL COSTS**4,820,800****PROFIT****419,200****Performance Measures**

Profit on Cost%	8.70%
Profit on GDV%	8.00%
Profit on NDV%	8.00%
IRR% (without Interest)	20.49%
Profit Erosion (finance rate 8.500)	12 mths

Appendix 5 – Market Research

Market Research

Average Price & Volume of Sales

Source: Land Registry

2023	Detached	Sales	Semi-det	Sales	Terraced	Sales	Flat/mais	Sales	Overall average	Total sales
M24 2	£229,150	3	£207,556	34	£175,716	19	£81,500	2	£193,896	58
Total	£229,150	3	£207,556	34	£175,716	19	£81,500	2	£193,896	58

2022	Detached	Sales	Semi-det	Sales	Terraced	Sales	Flat/mais	Sales	Overall average	Total sales
M24 2	£294,143	7	£213,645	84	£146,022	81	£87,318	11	£179,200	183
Total	£294,143	7	£213,645	84	£146,022	81	£87,318	11	£179,200	183

2021	Detached	Sales	Semi-det	Sales	Terraced	Sales	Flat/mais	Sales	Overall average	Total sales
M24 2	£222,429	14	£177,038	88	£138,896	88	£104,079	12	£159,234	202
Total	£222,429	14	£177,038	88	£138,896	88	£104,079	12	£159,234	202

2020	Detached	Sales	Semi-det	Sales	Terraced	Sales	Flat/mais	Sales	Overall average	Total sales
M24 2	£217,200	5	£157,681	66	£120,192	66	£102,189	9	£139,351	146
Total	£217,200	5	£157,681	66	£120,192	66	£102,189	9	£139,351	146

2019	Detached	Sales	Semi-det	Sales	Terraced	Sales	Flat/mais	Sales	Overall average	Total sales
M24 2	£204,547	20	£146,655	85	£107,577	88	£93,925	14	£132,070	207
Total	£204,547	20	£146,655	85	£107,577	88	£93,925	14	£132,070	207

2018	Detached	Sales	Semi-det	Sales	Terraced	Sales	Flat/mais	Sales	Overall average	Total sales
M24 2	£184,708	19	£133,669	85	£102,371	87	£80,167	9	£122,495	200
Total	£184,708	19	£133,669	85	£102,371	87	£80,167	9	£122,495	200

New Build Availability

Countryside - Radclyffe Green, Off Broadway, Chadderton OL9 9QY

House Name	Bedrooms	Type	Storeys	Asking Price	Size (ft²)	Gross Asking Price (ft²)	Net Asking Price (ft²)
Coledale	3	Semi	2	£334,996	1010	£332	£323
Coledale	3	Semi	2	£334,996	1010	£332	£323
Winster	4	Detached	2.5	£434,995	1334	£326	£318
Winster	4	Detached	2.5	£439,995	1334	£330	£322
Witham	3	Detached	2	£374,995	993	£378	£368
Average Asking Value (ft²)						£338	£330

Kellen Homes - Mill Vale, Don Street, Middleton M24 2GG

House Name	Bedrooms	Type	Storeys	Asking Price	Size (ft²)	Gross Asking Price (ft²)	Net Asking Price (ft²)
Acacia	3	Semi	2	£327,995	958	£342	£334
Cedar	3	Semi	2	£326,995	958	£341	£333
Cedar	3	Semi	2	£326,995	958	£341	£333
Cedar	3	Semi	2	£326,995	958	£341	£333
Teak	3	Detached	2	£347,995	994	£350	£341
Average Asking Value (ft²)						£343	£335

HJK Properties Ltd - Townley Gardens, Fielding Street, Middleton M24 6BG

House Name	Bedrooms	Type	Storeys	Asking Price	Size (ft²)	Gross Asking Price (ft²)	Net Asking Price (ft²)
Heaton	2	Terraced	2	£210,000	646	£325	£317
Townley	2	Terraced	2	£236,000	742	£318	£310
Average Asking Value (ft²)						£321	£313

Taylor Wimpey - East Hollinsfield, Hollin Lane, Middleton M24 5LF

House Name	Bedrooms	Type	Storeys	Asking Price	Size (ft²)	Gross Asking Price (ft²)	Net Asking Price (ft²)
Aldenham	3	Detached	2	£329,995	967	£341	£333
Aldenham	3	Detached	2	£335,995	967	£347	£339
Dadford	3	Terraced	2	£259,995	753	£345	£337
Dadford	3	Terraced	2	£259,995	753	£345	£337
Flatford	3	Semi	2	£269,995	866	£312	£304
Flatford	3	Semi	2	£269,995	866	£312	£304
Gosford	3	Semi	2	£289,995	866	£335	£326
Gosford	3	Semi	2	£289,995	866	£335	£326
Lydford	4	Detached	2	£375,995	1099	£342	£334
Milldale	3	Semi	2	£274,995	869	£316	£309
Milldale	3	Semi	2	£274,995	869	£316	£309
Average Asking Value (ft²)						£332	£323

Wiggett Homes - Milton Place, Royton OL2 6QX

House Name	Bedrooms	Type	Storeys	Asking Price	Size (ft²)	Gross Asking Price (ft²)	Net Asking Price (ft²)
Calderdale	3	Terraced	2	£275,000	968	£284	£277
Sedgley	2	Terraced	2	£235,000	753	£312	£304
Thornley	3	Terraced	2	£285,000	926	£308	£300
Warbuton	3	Semi	2	£290,000	958	£303	£295
Average Asking Value (ft²)						£301	£293

Anwyl Homes - Whittle Brook Park, Manchester Road, Heywood OL10 2QD

House Name	Bedrooms	Type	Storeys	Asking Price	Size (ft²)	Gross Asking Price (ft²)	Net Asking Price (ft²)
Altham	3	Semi	2	£312,000	925	£337	£329
Altham	3	Semi	2	£312,000	925	£337	£329
Altham	3	Semi	2	£312,000	925	£337	£329
Dalton	3	Detached	2	£375,000	1112	£337	£329
Edgworth	3	Semi	2.5	£359,995	1210	£298	£290
Edgworth	3	Semi	2.5	£359,995	1210	£298	£290
Edgworth	3	Semi	2.5	£359,995	1210	£298	£290
Higham	4	Detached	2	£419,995	1244	£338	£329
Newburgh	4	Detached	2	£474,995	1447	£328	£320
Newburgh	4	Detached	2	£474,995	1447	£328	£320
Tatham	4	Detached	2	£499,995	1510	£331	£323
Average Asking Value (ft²)						£324	£316

New Build Sold

1. SPS - Fox Owl Rise, Wellyhole Street, Lees OL4 3BB

Plot No.	House Name	Bedrooms	Type	Storeys	Sale Date	Sale Price	Size (ft²)	Gross Sale Price (ft²)
16	Type A	3	Terraced	2	Feb-23	£224,000	850	£263
17	Type A	3	Terraced	2	Feb-23	£224,000	850	£263
18	Type E	3	Terraced	2	Jan-23	£224,000	867	£258
19	Type E	3	Terraced	2	Jan-23	£224,000	867	£258
10	Type A	3	Terraced	2	Jan-23	£220,000	850	£259
26	Type A	3	Terraced	2	Nov-22	£224,000	850	£263
28	Type A	3	Terraced	2	Nov-22	£224,000	850	£263
27	Type A	3	Terraced	2	Nov-22	£224,000	850	£263
50	Type A	3	Semi Detached	2	Aug-22	£224,000	850	£263
22	Type E	3	Terraced	2	Jan-23	£250,000	916	£273
24	Type E	4	Terraced	2.5	Feb-23	£265,000	1180	£225
53	Type B	4	Semi Detached	2.5	Aug-22	£265,000	1290	£205
1	Type A	3	Terraced	2	Jan-23	£224,000	850	£264
2	Type A	3	Terraced	2	Jan-23	£224,000	850	£264
Average Sale Price (ft²)								£254

2. Keepmoat Homes - Willow Park, Borrowdale Road, Middleton M24 5GG

Plot No.	House Name	Bedrooms	Type	Storeys	Sale Date	Sale Price	Size (ft²)	Gross Sale Price (ft²)
129	Eston	2	Terraced	2	Jun-22	£191,995	649	£296
95	Laskill	3	Semi Detached	2	Oct-22	£234,995	832	£282
94	Laskill	3	Semi Detached	2	Oct-22	£234,995	832	£282
127	Laskill	3	Terraced	2	May-22	£222,995	832	£268
108	Kellington	3	Semi Detached	2	Jul-22	£232,995	851	£274
124	Kellington	3	Semi Detached	2	Jun-22	£229,995	851	£270
118	Sinderby	3	Detached	2	Sep-22	£270,995	867	£313
120	Clifton	4	Semi Detached	2	Oct-22	£285,995	1028	£278
119	Clifton	4	Semi Detached	2	Oct-22	£279,995	1028	£272
110	Kepwick	3	Semi Detached	2.5	Oct-22	£254,995	1054	£242
109	Kepwick	3	Semi Detached	2.5	Oct-22	£254,995	1054	£242
125	Kepwick	3	Semi Detached	2.5	Jun-22	£233,995	1054	£222
Average Sale Price (ft²)								£268

3. Hive Homes - Osprey Place, Stainton Drive, Middleton M24 5PD

Plot No.	House Name	Bedrooms	Type	Storeys	Sale Date	Sale Price	Size (ft²)	Gross Sale Price (ft²)
24	3B Semi	3	Semi Detached	2	Sep-22	£202,950	837	£242
28	3B Semi	3	Semi Detached	2	Sep-22	£203,950	837	£244
40	3B Mews	3	Terraced	2	May-22	£180,950	762	£237
42	3B Mews	3	Terraced	2	May-22	£179,950	762	£236
37	3B Semi	3	Semi Detached	2	May-22	£190,950	837	£228
39	3B Semi	3	Semi Detached	2	May-22	£190,950	837	£228
36	3B Semi	3	Semi Detached	2	May-22	£191,500	837	£229
38	3B Semi	3	Semi Detached	2	May-22	£190,950	837	£228
Average Sale Price (ft²)								£234

4. Taylor Wimpey - Mulberry Lane, Middleton M24 5AP

Plot No.	House Name	Bedrooms	Type	Storeys	Sale Date	Sale Price	Size (ft²)	Gross Sale Price (ft²)
88	Dadford	3	Semi Detached	2	Aug-22	£258,995	853	£304
96	Dadford	3	Semi_Detached	2	Apr-22	£258,995	853	£304
Average Sale Price (ft²)								£304

5. Taylor Wimpey - West Hollinsfield, Hollin Lane, Middleton M24 5LF

Plot No.	House Name	Bedrooms	Type	Storeys	Sale Date	Sale Price	Size (ft²)	Gross Sale Price (ft²)
14	Aldenham	3	Detached	2	Jun-22	£294,995	967	£305
10	Aldenham	3	Detached	2	May-22	£289,995	967	£300
15	Lydford	4	Detached	2	Jul-22	£330,995	1099	£301
13	Downham	4	Detached	2	Jun-22	£346,995	1244	£279
11	Downham	4	Detached	2	May-22	£338,995	1244	£273
Average Sale Price (ft²)								£290

6. Paddle Homes - Boarshaw Clough, Middleton M24 2NG

Plot No.	House Name	Bedrooms	Type	Storeys	Sale Date	Sale Price	Size (ft²)	Gross Sale Price (ft²)
29	Type B	3	Semi Detached	2	Jun-22	£275,000	936	£294
84	Type B	3	Semi Detached	2	May-22	£250,000	936	£267
55	Type A	3	Semi Detached	2.5	Oct-22	£250,000	1033	£242
86	Type A	3	Semi Detached	2.5	Sep-22	£300,000	1033	£290
80	Type A	3	Semi Detached	2.5	Jul-22	£250,000	1033	£242
49	Type A	3	Semi Detached	2.5	Jul-22	£250,000	1033	£242
100	Type A	3	Semi Detached	2.5	Jun-22	£250,000	1033	£242
Average Sale Price (ft²)								£259

7. Gleeson Homes - Hill Top Park, Hill Top Drive, Rochdale OL11 2SB

Plot No.	House Name	Bedrooms	Type	Storeys	Sale Date	Sale Price	Size (ft²)	Gross Sale Price (ft²)
178	Kilkenny	3	Semi Detached	2	Sep-22	£184,995	772	£240
65	Galway	3	Detached	2	Aug-22	£199,995	759	£263
179	Lisburn	3	Semi Detached	2	Sep-22	£199,995	759	£263
68	Fergus	3	Semi Detached	2	Jun-22	£204,995	788	£260
82	Cork	2	Semi Detached	2	May-22	£151,995	646	£235
84	Cork	2	Semi Detached	2	May-22	£151,995	646	£235
81	Cork	2	Semi Detached	2	May-22	£147,995	646	£229
86	Kerry	2	Semi Detached	2	Jun-22	£166,995	671	£249
85	Kerry	2	Semi Detached	2	Jun-22	£151,995	671	£227
144	Galway	3	Semi Detached	2	Sep-22	£204,995	764	£268
147	Tyrone	3	Semi Detached	2	Aug-22	£186,995	764	£245
91	Tyrone	3	Semi Detached	2	Jun-22	£209,995	764	£275
154	Galway	3	Semi Detached	2	Jun-22	£179,995	764	£236
90	Tyrone	3	Semi Detached	2	Jun-22	£204,995	764	£268
150	Galway	3	Semi Detached	2	Jun-22	£199,995	764	£262
83	Tyrone	3	Semi Detached	2	May-22	£184,995	764	£242
146	Wicklow	3	Semi Detached	2	Aug-22	£189,995	775	£245
145	Fergus	3	Semi Detached	2	Sep-22	£201,995	818	£247
70	Fergus	3	Detached	2	Sep-22	£217,995	818	£266
92	Fergus	3	Semi Detached	2	Jun-22	£204,995	818	£251
87	Fergus	3	Semi Detached	2	Jun-22	£204,995	818	£251
155	Kildare	3	Detached	2	Jun-22	£204,995	818	£251
Average Sale Price (ft²)								£251

8. Countryside - Heyside Grove, Bullcote Lane, Royton OL2 6LU

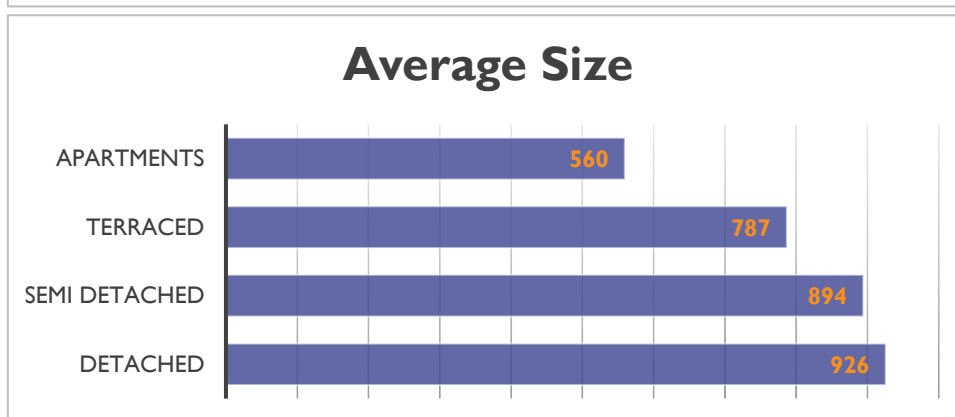
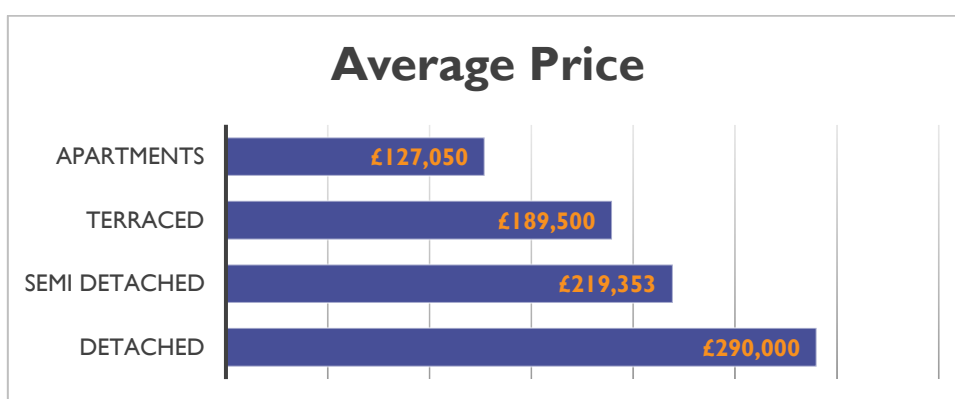
Plot No.	House Name	Bedrooms	Type	Storeys	Sale Date	Sale Price	Size (ft ²)	Gross Sale Price (ft ²)
45	Bourne	3	Semi Detached	2	Jun-22	£224,395	925	£243
44	Bourne	3	Semi Detached	2	Jun-22	£224,395	925	£243
39	Bourne	3	Semi Detached	2	Jun-22	£224,395	925	£243
38	Bourne	3	Semi Detached	2	Jun-22	£224,395	925	£243
37	Midford	3	Terraced	2	Jun-22	£246,995	976	£253
21	Midford	3	Semi Detached	2	Jun-22	£246,995	976	£253
20	Midford	3	Semi Detached	2	Jun-22	£249,995	976	£256
24	Midford	3	Terraced	2	May-22	£247,995	976	£254
27	Midford	3	Terraced	2	May-22	£247,995	976	£254
22	Southwick	4	Semi Detached	2	Jun-22	£264,995	1121	£236
23	Southwick	4	Semi Detached	2	Jun-22	£264,995	1121	£236
Average Sale Price (ft ²)								£246

Second Hand Sales

Search criteria: within 1 miles of postcode M24 2BB. Sales Completed within past 6 months.

Source: HM Land Registry

Type	Average Price	Average Size	Average £/ft ²
Detached	£290,000	926	£313
Semi Detached	£219,353	894	£245
Terraced	£189,500	787	£241
Apartments	£127,050	560	£227
Average	£206,476	792	£257



Detached

Address	Date Sold	Sold Price	Beds	Size ft ²	£/ft ²
43, Ridgewood Avenue, Chadderton OL9 9UX	May-23	£290,000	3	926	£313
10, Ferndown Avenue, Chadderton OL9 9UR	Apr-23	£260,000	3	732	£355
85, Mainway, Middleton, Manchester M24 1LL	Apr-23	£549,000	4	1711	£321
15, Parkside Farm, Coptic Road, Chadderton OL9 0GL	Mar-23	£420,000		2013	£209
8b, Whiteley Drive, Middleton, Manchester M24 2UJ	Mar-23	£345,000		1249	£276
1, Packwood Chase, Chadderton OL9 0PG	Mar-23	£425,000		1324	£321
11, Skipton Avenue, Chadderton OL9 0QA	Feb-23	£307,500	3	786	£391
16, Leighton Avenue, Middleton, Manchester M24 1PJ	Feb-23	£375,000		1206	£311
995, Middleton Road, Chadderton OL9 0NQ	Feb-23	£300,000	3	990	£303
14, Lowlands Close, Middleton, Manchester M24 1JL	Jan-23	£270,000	3	1109	£244
30, St Dominics Way, Middleton, Manchester M24 1FY	Jan-23	£210,000	2	775	£271
3, Henrietta Court, Chadderton OL9 9FS	Jan-23	£365,000		1206	£303
18, Arkle Drive, Chadderton OL9 0ND	Jan-23	£440,000	4	1582	£278
Average		£290,000		926	£313

Semi Detached

Address	Date Sold	Sold Price	Beds	Size ft ²	£/ft ²
1, Neilson Close, Middleton, Manchester M24 2BQ	May-23	£250,000	4	1012	£247
18, Springwood Avenue, Chadderton, Oldham OL9 9RR	May-23	£225,000	3	721	£312
549, Oldham Road, Middleton, Manchester M24 2DH	Apr-23	£188,000	3	850	£221
53, Roundthorn Road, Middleton, Manchester M24 1FT	Apr-23	£255,000	4	990	£258
22, Elm Street, Middleton, Manchester M24 2EG	Apr-23	£212,000	3	1055	£201
108, Foxdenton Lane, Middleton, Manchester M24 1QW	Apr-23	£245,000	3	1141	£215
53, Penrhyn Avenue, Middleton, Manchester M24 1FP	Mar-23	£250,000	3	1001	£250
13, Chilton Drive, Middleton, Manchester M24 2LQ	Mar-23	£235,000	3	1044	£225
14, Waters Edge, Middleton, Manchester M24 2US	Feb-23	£310,000		1292	£240
30, Highfield Street, Middleton, Manchester M24 2JR	Feb-23	£158,000	2	753	£210
18, Compton Way, Middleton, Manchester M24 2BG	Feb-23	£205,000	3	797	£257
3, Roundthorn Road, Middleton, Manchester M24 1ET	Feb-23	£220,000	4	797	£276
5, Sandy Lane, Middleton, Manchester M24 2EU	Jan-23	£155,000	3	570	£272
79, Hardfield Road, Middleton, Manchester M24 1JA	Jan-23	£225,000	3	926	£243
64, Cypress Street, Middleton, Manchester M24 2HF	Jan-23	£176,000	3	689	£255
83, Partridge Way, Chadderton, Oldham OL9 0NT	Jan-23	£230,000	3	850	£270
10, Sedgley Close, Middleton, Manchester M24 2SP	Jan-23	£190,000	3	710	£267
Average		£219,353		894	£245

Terraced

Address	Date Sold	Sold Price	Beds	Size ft ²	£/ft ²
108, Andover Avenue, Middleton, Manchester M24 1JV	May-23	£158,000	3	646	£245
13, Albert Street, Middleton, Manchester M24 1BJ	May-23	£138,500	3	646	£214
65, Naunton Road, Middleton, Manchester M24 1FX	Apr-23	£260,000	3	926	£281
75, Farmway, Middleton, Manchester M24 1DL	Apr-23	£200,000	4	926	£216
38, Greenhill Road, Middleton, Manchester M24 2BD	Apr-23	£284,000	4	958	£296
2, Pilkington Street, Middleton, Manchester M24 2JJ	Apr-23	£153,000	3	732	£209
21, Parkside Farm, Coptic Road, Chadderton, Oldham OL9 0GL	Feb-23	£240,000	3	893	£269
30, Oxford Drive, Middleton, Manchester M24 2TN	Feb-23	£146,000	3	592	£247
552, Oldham Road, Middleton, Manchester M24 2EB	Jan-23	£152,000	3	678	£224
982, Middleton Road, Chadderton, Oldham OL9 9SA	Jan-23	£197,500	3	926	£213
62, Redwood, Chadderton, Oldham OL9 9TG	Jan-23	£114,000	1	398	£286
23, Leighton Avenue, Middleton, Manchester M24 1PJ	Jan-23	£231,000	4	1119	£206
Average		£189,500		787	£241

Apartments

Address	Date Sold	Sold Price	Beds	Size ft ²	£/ft ²
7, Hollin Well Close, Middleton, Manchester M24 5NH	May-23	£125,000	2	560	£223
2f, Blueberry Avenue, Manchester M40 0GF	May-23	£100,000	2	474	£211
29, Whitecroft Meadow, Middleton, Manchester M24 1LU	May-23	£130,000	3	624	£208
39, Whitecroft Meadow, Middleton, Manchester M24 1LU	Apr-23	£132,000	2	560	£236
53, Whernside Avenue, Manchester M40 9PN	Apr-23	£225,000	3	743	£303
Flat 18, Ninian Court, Sadler Street, Middleton, Manchester M24 5TR	Apr-23	£105,000	1	484	£217
35, Whitecroft Meadow, Middleton, Manchester M24 1LU	Mar-23	£121,000	2	592	£204
Flat 11, Emmanuel Court, Granby Street, Chadderton, Oldham OL9 8EJ	Mar-23	£95,000	2	474	£201
5, Peach Bank House, Tetlow Street, Middleton, Manchester M24 1BG	Feb-23	£102,500	2	474	£216
Flat 7, Cajetan House, Moss Lane, Middleton, Manchester M24 1WY	Jan-23	£135,000	2	614	£220
Average		£127,050		560	£227

Second Hand Available

Search criteria: Houses for sale within 1 mile of postcode M24 2BB

Source: www.rightmove.co.uk

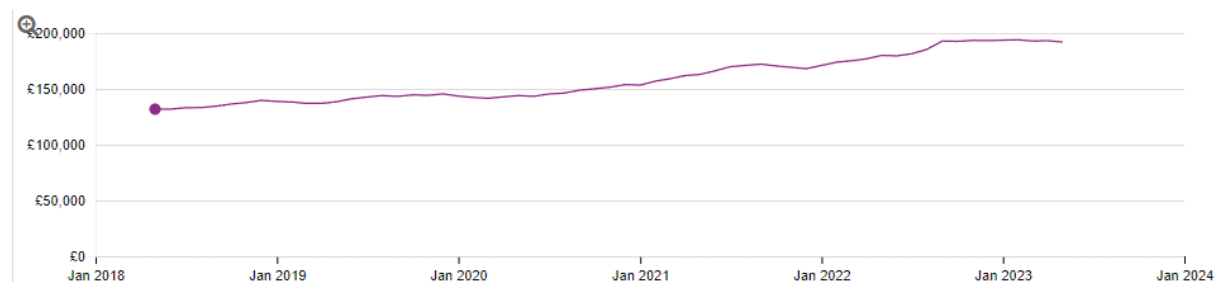
Address	Type	Bedrooms	Price
2 Oakwood, Chadderton, Firwood Park, OL9 9TT	Detached	4	£400,000
11 Lindenwood, Oldham	Detached	4	£385,000
Birchwood, Chadderton, Oldham, Greater Manchester, OL9	Detached	5	£380,000
Lindenwood, Chadderton	Detached	4	£365,000
Woodlea, Chadderton, Oldham	Detached	3	£349,500
Roachwood Close, Chadderton, Oldham	Detached	3	£344,950
Birchwood, Chadderton	Detached	3	£335,000
Birchwood, Chadderton	Detached	4	£330,000
Partridge Way, Chadderton, Oldham	Detached	4	£325,000
Dauids Farm Close, Middleton, Manchester, M24	Detached	3	£299,950
Woodlea, Chadderton, Oldham, OL9	Semi	3	£295,000
Partridge Way, Chadderton	Detached	3	£239,950
Willow Avenue, Middleton, Manchester, M24	Semi	3	£235,000
Monmouth Street, Middleton M24	Semi	3	£210,000
Neilson Close, Middleton, Manchester, M24	Terraced	3	£190,000
Ash Street, Middleton, Manchester, M24	Terraced	3	£175,000
Brow Avenue, Alkrington, Middleton	Terraced	3	£170,000
Wade Street, Middleton, Manchester, M24	Terraced	3	£169,995
Redwood, Chadderton	Semi	2	£169,950
Aspinall Street, Middleton, Manchester, M24	Semi	3	£165,000
Grimshaw Lane, Middleton, Manchester, M24	Terraced	3	£150,000
Baytree Lane, Manchester	Terraced	2	£150,000
Grimshaw Lane, Middleton, Manchester	Terraced	2	£149,995
Butterworth Street, Middleton, M24 2LN	Terraced	2	£140,000
Mills Hill Road, Middleton, Manchester, M24	Terraced	2	£135,000

Property Price Heat Map

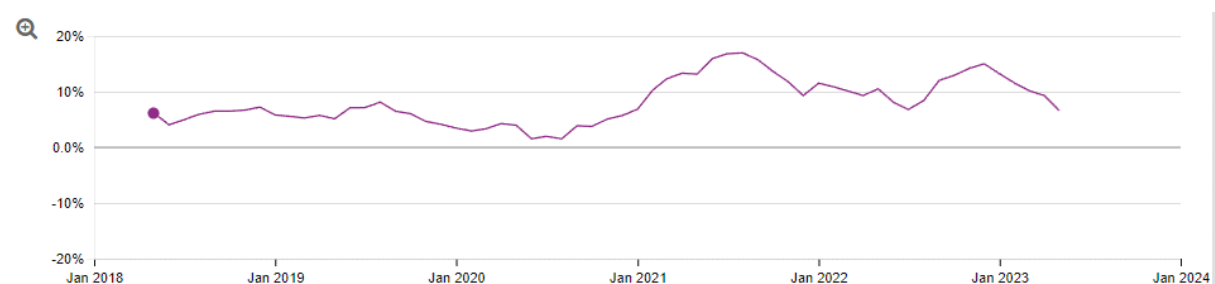


Average price by type of property in Rochdale

Source: HM Land Registry



Percentage change (yearly) in Rochdale



Price Trends – M24 2BB

Market Characteristics	Rochdale	National
Market Size Indicator: no. of transactions	14,204	4,771,237
Market Size Indicator: total no. of properties	96,270	26,576,810
Market liquidity Indicator: transactions / properties	14.75%	17.95%
Market Growth Indicator: new homes built	1,099	430,860
Market Growth Indicator: new builds / transactions	7.74%	9.03%

Growth Rate	Rochdale	National
5 year house price growth	6.20%	4.50%
Last 12 months house price growth	6.60%	16.00%

Average House Prices

Source: HM Land Registry

Postcode Area – M24 2BB

Property Type	May-18	May-23	Change
Detached	£262,429	£371,200	41%
Semi	£149,492	£196,889	32%
Terraced	£96,867	£153,100	58%
Flat	£73,000	£115,500	58%
All	£142,206	£173,031	22%



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