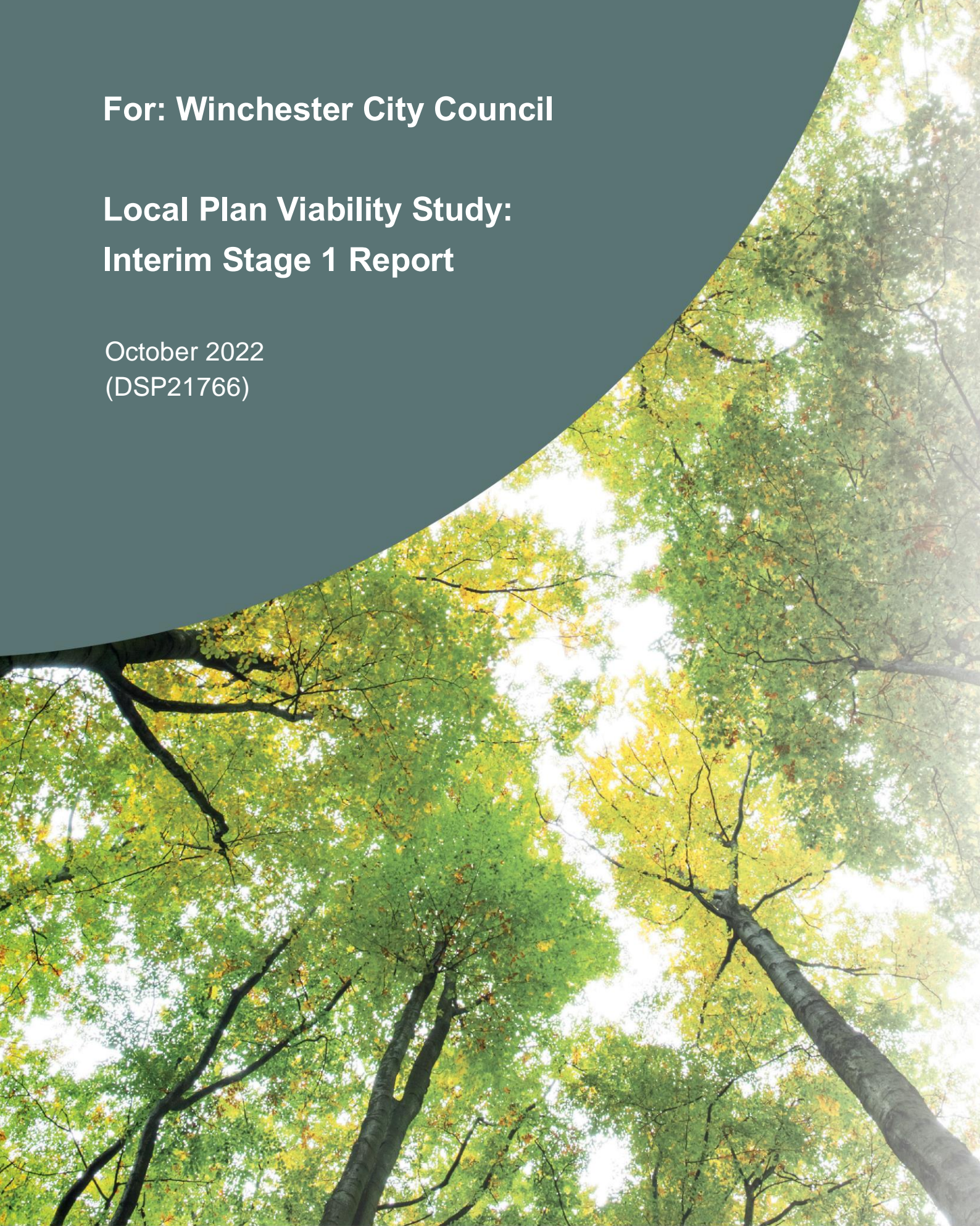


**For: Winchester City Council**

**Local Plan Viability Study:  
Interim Stage 1 Report**

October 2022  
(DSP21766)



**Dixon Searle Partnership**  
Ash House, Tanshire Park,  
Shackleford Road, Elstead, Surrey, GU8 6LB  
[www.dixonsearle.co.uk](http://www.dixonsearle.co.uk)





# Contents

Introduction & Context	1
Summary of work to date	3
Key appraisal assumptions outline – viability impacts	7
Headline findings – to current stage	12
Appendix I: Assumptions Summary	
Appendix II: First homes analysis	
Appendix III: Initial (phase 4) testing results	





# 1. Introduction & Context

1.1. Dixon Searle Partnership (DSP) has been commissioned by Winchester City Council (WCC) to undertake a Local Plan Viability Study. The Council is in the process of preparing a new Local Plan that will set the development strategy to 2038. An initial ‘Strategic issues and priorities’ consultation was conducted in early 2021 with the responses feeding into the development of the preferred development strategy.

1.2. DSP was appointed in October 2021 to provide robust evidence on viability in support of the new Local Plan through an iterative testing process seeking to inform and support the plan development. The work to date has progressed through various initial stages, as outlined in Section 2 below, and will continue to be built upon as part of the developing evidence base to inform and support the new Local Plan through the next Regulation 18 and forthcoming Regulation 19 consultations. This is an important part of the plan-making process as reflected by the National Planning Policy Framework (NPPF) and the accompanying Planning Practice Guidance (PPG). The study seeks to assess the impact on viability of the emerging policy scope as well as the potential viability of sites to be allocated through the plan.

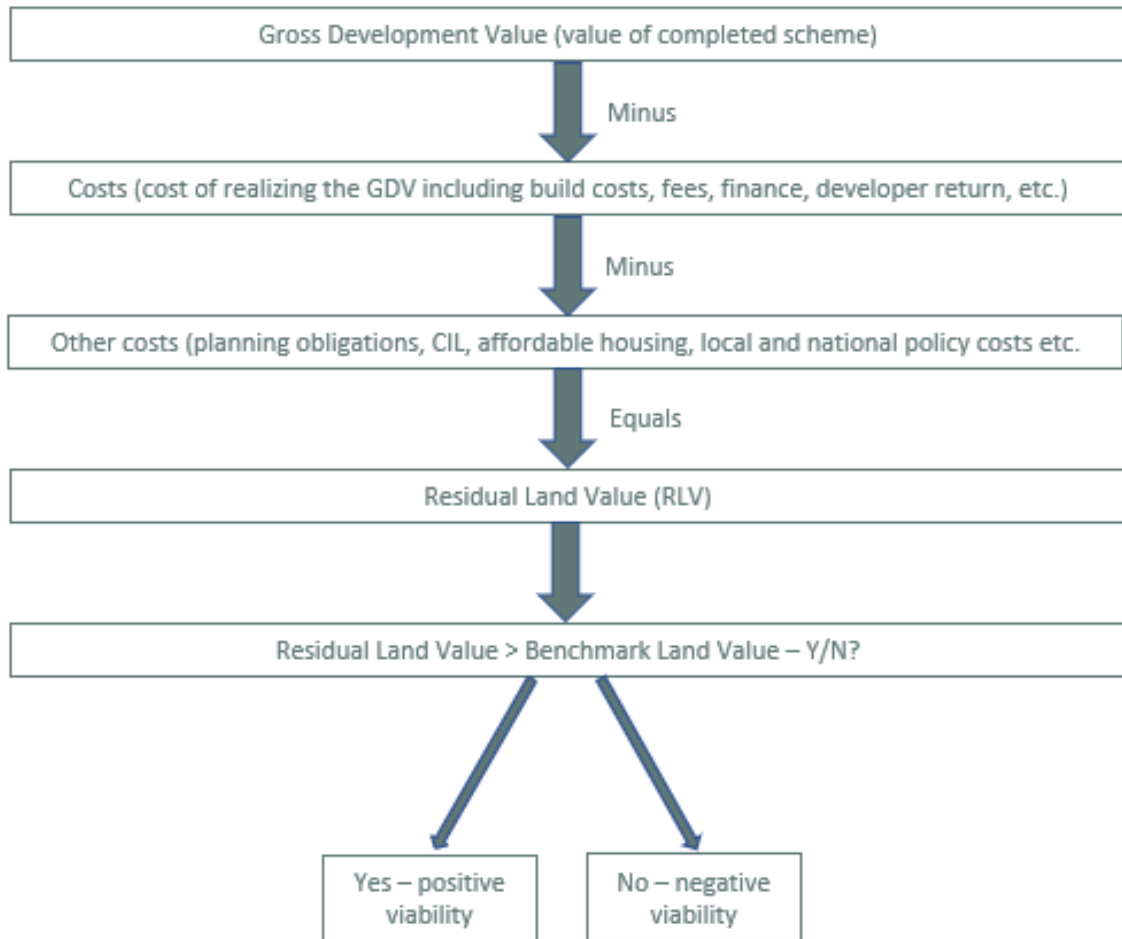
## Methodology

1.3. The study adopts a well-established methodology tested through numerous examinations and consistent with PPG principles, conducted through testing a mixture of site typologies (representative development scenarios agreed with the council) and where appropriate more specific consideration of site allocation proposals that are intended to be key in supporting the planned delivery overall. Ultimately, the development identified in the new Local Plan should not be subject to such a scale of obligations and policy burdens that its ability to be developed viably is unduly affected. The settled levels of obligations and developer contributions will need to be clearly set out and informed by evidence of both need and viability.

1.4. Viability in this context is assessing the “financial health” of development, by considering the strength of the relationship between development values and costs (completed sale value and cost expended to create that value) which varies by development type, location etc. This assessment uses ‘residual valuation’ principles to explore this value/cost relationship, how this varies and therefore how much scope exists to support planning policies in the varying circumstances that are relevant locally. Figure 1 below depicts the

‘residual valuation’ (Residual Land Value (RLV)) methodology approach used in the relevant context, underlying this assessment.

**Figure 1: Residual Land Value (RLV) Methodology**



## 2 Summary of assessment work to date

- 2.1. The scope of the project at the pre-Regulation 18 consultation stage sought to provide an iterative assessment process to help shape and develop a likely viable set of policies at the earliest opportunity. This has enabled a review of relative policy and development costs and their likely viability impacts, leading to enabling the Council to consider balancing priorities (including any “trade-offs”) and meeting development needs as far as possible; all as part of seeking to inform and support the wider strategic direction and ultimately a viability check of the policy aspirations of the emerging plan.
- 2.2. This iterative process was approached via a continual two-way dialogue between the Council and DSP in reaching the current draft set of policies and plan direction for the forthcoming (Reg 18) consultation. Although there were many aspects of discussion that cannot be fully reflected or set out here, the following aims to briefly summarise the extensive initial phases of the assessment, appropriately reflecting the intention of the NPPF and PPG in assessing viability at plan-making stage. In this case DSP has been involved at an earlier point than many of the similar assessments we have undertaken previously. This early commencement of the viability considerations is positive. The following paragraphs outline the early stage assessment activities that have informed the dialogue with WCC and lead to this Preliminary Overview reporting.
- 2.3. **Information review and research** – Following the project inception and updated WCC briefing, this included an extensive review and analysis of emerging policies and current/emerging evidence base reports (e.g. on housing needs, site supply etc.) as part of understanding the emerging plan context. Our research on the local property market and housing values alongside a review of development costs (including likely emerging policy costs) was also a key early-stage exercise.
- 2.4. **Stakeholder consultation** – Consistent with national policy and guidance, consultation with a wide range of locally active development industry stakeholders is undertaken. The first (completed) phase included consultation with housebuilders, developers, planning and property agents and other parties as well as a directed approach seeking particular information from affordable housing providers. The final element of this consultation process (to be undertaken in due course along with potential refreshing of the above), will invite the engagement of and request specific information from parties with an interest in

specific key site allocation proposals that are intended to be brought forward through the emerging Local Plan and that are to be more specifically appraised as part of this assessment (in addition to the typology based reviewing).

- 2.5. **Typology assumptions** – Preparation of initial ‘working version’ development appraisal scenarios (typologies) and assumptions (review framework/scope) including on dwelling and tenure mix including First Homes requirements, market sales and affordable housing values (revenue), base housebuilding costs, emerging policies likely to have direct cost implications for viability, together with other typical assumptions on land (benchmark land value – ‘BLV’) and acquisition costs, contingencies, finance, fees, and locally reflective planning obligations/CIL costs for the initial typology based reviewing. These initial assumptions formed the starting point for the subsequent iterative testing (appraisal) phases, further assumptions development and WCC officer discussions.
- 2.6. **Officers’ workshop** [December 2021] – Using preliminary information generated through the above stages, continuing the collaborative, two-way dialogue, we ran a workshop session for officers in order to outline the scope and approach and present an outline of the work conducted to date and in progress. This also helped DSP as regards familiarity with the local characteristics and context.
- 2.7. **Initial phase 1 findings** [January 2022] – These findings provided a baseline from which the emerging policy directions could be further considered and evolved. The update comprised the assumptions review, analysis of the likely local effect of the First Homes discount and price cap implications (local ‘workability’ of First Homes) and some high-level viability testing results (using sample development typologies) – representing the first step in terms of developing findings from the process, building this in an iterative way. Picking up on the above mentioned need to consider overall balance and, potentially, priorities within the available viability scope, it was at this stage that we began to consider with the Council options for the relative weighting of key policy priorities, with viability acknowledged as acting as an opposing tension to the extensive needs of new development and local communities.
- 2.8. **Ongoing WCC discussions (1)** – In the weeks following the above noted phase 1 findings provision, our activities included a mixture of continuing to develop assumptions and considering the viability impact of potential enhanced energy/sustainability standards (for example the potential adoption of the LETI metric in working towards zero carbon new

homes). DSP's consultants were involved in extensive dialogue with both WCC officers and the Council's advisers in that area - Elementa Consulting.

- 2.9. **Member briefing (1) / Initial phase 2 findings** [March/April 2022] - The evolving potential policy approach to sustainability/energy standards required a secondary phase of high-level viability testing to help understand the impact enhanced standards may have on the overall viability balance alongside affordable housing (given the very significant impact of the AH, owing to its cost of provision). A presentation for WCC members and officers was provided by DSP and Elementa Consulting as part of the consideration of relative costs and impacts. This enabled further review of overall aims and effects, with both officers and DSP developing a closer understanding of the preferred policy priorities, and in turn further reflection on the preferred approaches to achieving a suitable balance of objectives overall.
- 2.10. **Internal discussions (2)** – Whilst considering the outcomes and feedback from the above member briefing, further discussions were held around both energy standards and nutrient and phosphates neutrality in the context of the emerging viability overview – and particularly the scope to support affordable housing alongside the energy efficiency/carbon reduction aims and the necessary mitigation relating to the further emerging nutrient issues. Elementa Consulting was commissioned to assess the various 'options' for energy efficiency standards alongside costing information to be included in a further phase of the iterative viability testing once available.
- 2.11. **Member Briefing (2) / Initial Phase 3 Findings** [June/July 2022] – Following the further work conducted by Elementa Consulting, DSP carried out more typology based testing to help inform an understanding of the likely cumulative viability impact of each tested potential energy standard scenario i.e. when factored into the viability alongside other 'fixed' and 'flexible' policy cost impacts (see 3.7 onwards for more detail). A further briefing using this developed information picture assisted the members in understanding the emerging viability assessment findings when taking into account all the latest available information and estimates, and hence seek a steer on the preferred draft policy approach on energy standards to progress towards consultation with, whilst also reflecting wider policy priorities.
- 2.12. **Internal discussions (3)** – The above resulted in some further internal discussions and further refinement of our testing assumptions as more information became available in connection with the nutrient neutrality scenario (nitrates and phosphates mitigation –



particularly for the River Itchen catchment area covering much of the district where significant development is likely to occur) together with more detail on the wider emerging plan policies scope.

- 2.13. **Member Briefing (3) / Initial Phase 4 Findings** [August/September 2022] – A final phase of iterative testing (in terms of work to date) followed the above with the findings discussed in more detail as part of this Preliminary Overview reporting – with findings ready for the meetings cycle in the run up to the consultation period. This pulled together the earlier stages of considering and refining the various potential policy options enabling WCC to settle upon a clear set of findings and be moving forward to the Regulation 18 consultation based upon an approach considered likely to be appropriate in viability terms at this stage – i.e., which should support developments as able to come forward viably.
- 2.14. The above various initial findings stages focused on sample scheme typologies (reflecting both PDL and greenfield development of mixed housing (houses and flats)). The results of these initial testing phases sought to determine whether the emerging policies as drafted to date are likely to be viable when considered cumulatively and, if not, to inform any potential adjustments – i.e. compromises and policy priorities the Council would need to consider from a viability perspective as part of developing the new plan. The viability assessment does not deal with the need for housing, affordable housing, infrastructure and other key themes covered by the wider evidence base that is viewed in balance with our assessment. Overall, the Council needs to reflect a suitable balance between policy objectives addressing these matters and viability so that the development proposed can come forward sustainably.
- 2.15. In summary, the above timeline of testing, findings analysis and detailed discussions with officers and members summaries and reflects in outline the iterative and collaborative, two-way approach taken to the assessment and its informing of the policies development to this stage.



### 3 Key appraisal assumptions – viability impacts

- 3.1. The information review and, subsequently, the various stages of findings and discussions with the Council, informs and underpins the study through setting a suitable and robust set of assumptions for use as inputs to the viability appraisal testing.
- 3.2. This assessment is based on monetising the emerging policy set in order to understand the likely impact of emerging policies on viability (at varying levels in some cases) when considered cumulatively with the usual development costs and national policy influences. We need to consider how the strength of the relationship between development values and costs varies across the current stage set of sample development typologies (and key in due course the more specifically tested / strategic sites) that are relevant to the Plan. From the point of view of sustainable development and normal planning criteria, other policies will have indirect implications and as such do not need to be specifically reflected in the development appraisal assumptions.
- 3.3. Following our review, the emerging policies with a direct cost impact on viability (i.e. that need appraising and exploring, and potentially at varying levels) are set out in within the attached draft Appendix I Assumptions Summary and discussed in more detail below. Broadly, these assumptions can be grouped into three categories – (1) Development Revenue (value), (2) Fixed Development/Policy Costs and (3) Flexible Policy Costs. This basis provides a suitable way of testing and comparing the cumulative effect of development and policy costs / potential options. The approach means that we can reduce some of the variables so as to focus on the policy areas where the council has judgements and balancing choices to make, as discussed below.
- 3.4. **Development Revenue (value)** – informed by research into both new build and re-sale property values in the district, including via the stakeholder consultation process. For market dwellings, overall, we have found a reasonably broad range of values from £4,000 to £7,000/m<sup>2</sup>. We consider typical new build values overall are represented by a narrower range of assumptions, generally around £4,500 to £5,500/m<sup>2</sup> with the former more likely to be seen in smaller settlements/market towns and rural areas, and the latter more representative of some Winchester city wards. However, as examples of values more likely outside this range, St Paul and St Michael wards indicate supportable values of £5,750 to

£7,000/m<sup>2</sup> with, conversely, at the lower end, areas such as Denmead probably supporting values lower than £4,500/m<sup>2</sup>.

- 3.5. In addition, revenue assumptions also have to be applied to the affordable housing proportion. Assuming a mix of Affordable Rent (AR) and Affordable Home Ownership (AHO) as informed by the Council's Strategic Housing Market Assessment (SHMA), revenue has been based on a combination of Local Housing Allowance Rates (AR) and percentage of market value for AHO (made up of Shared Ownership and First Homes).
- 3.6. We note that, as with the development costs (overview below), in practice the values will be variable both by scheme/location and with time. For viability in planning purposes, we need to select appropriate assumptions and sensitivity test those, which our ongoing process for the council reflects.
- 3.7. **Fixed Development/Policy Costs** – these comprise development and policy costs that must be supported from the development value (and therefore included as base assumptions through all appraisals) in order for development to take place i.e., with little or no scope for the council to influence/adjust the cost effects to create headroom for other additional or enhanced policy requirements. These fixed costs include typical development costs such as build cost, external works, contingency, professional fees, developer's profit, land cost, marketing/sales fees, finance etc. but also include some fixed standards/policy requirements as follows:-
- **Provision of electric vehicle charging points** – now a base requirement as set out in Approved Document S of the Building Regulations.
  - **Biodiversity Net Gain (BNG)** – minimum 10% requirement as set out in the Environment Act 2021 with the proxy cost of this requirement varying by site type (PDL/greenfield).
  - **Solent Recreation Special Protection Area (SPA)** – in accordance with the Solent Recreation Mitigation Strategy, all residential development within 5.6km of the SPAs resulting in a net increase in dwellings must make a contribution towards mitigation projects.
  - **Nutrient Neutrality** – there are two key catchment areas within the district – the River Itchen Catchment Area and the East Hampshire Catchment Area (remainder of plan area). The River Itchen Catchment Area requires both nitrates and phosphates mitigation with the remainder of the plan area requiring nitrate mitigation only. The associated costs have a significant impact on viability, more so than is associated with



climate change response, with the greatest impact linked to nitrates and phosphates mitigation as required in the River Itchen Catchment Area. As an example, the cost impact as currently estimated by WCC (and in use within our assumptions) to achieve nitrate and phosphate neutrality is broadly comparable to the Council's current indexed CIL Rate (Zone 2).

**3.8. Flexible Policy Costs** – assumptions in these areas reflect costs related to policies/development standards/infrastructure provision where the level of need to be met and hence viability impact can be influenced by the council and there is potential for adjustment or “flex” in LP requirements in order to balance overall viability (as above). The cost level and therefore viability impact of these varies individually but it is the cumulative impact of the tested levels alongside the fixed costs (2 above) that must be borne in mind when considering what adjustments could be made, where needed, to maintain the prospects for development to be able to come forward viably.

- **Affordable Housing (AH)** – this is the most costly element to provide (in terms of both overall proportion (%) and its tenure mix) and therefore has the most significant viability impact – in comparison with other policy requirements and base (fixed) standards/development mitigation costs. To give a broad overview of the reason for this, overall (i.e. based on mixed tenure provision) the AH is likely to support only around half of the market sales level revenue and costs essentially the same to build. As part of the early-stage testing phases, we have considered a range of AH proportions from 20% to 40% noting the council's current adopted approach of a 40% AH target district-wide. The AH tenure mix assumes that development will provide 64% Affordable Rent (based on LHA Rates), 36% Shared Ownership (based on 65% of market value) including 25% First Homes (based on a 30% discount, subject to the value cap of £250,000 after discount)
- **Community Infrastructure Levy (CIL)** – this has been tested at current indexed charging rates. This has a much lower impact on overall viability so that any variation (reduction) to the CIL level(s) would not be sufficient in isolation to support greater AH provision than the parameters indicated by the viability exercise. It is also important to note that scheme-specific s.106 requirements/contributions may well apply alongside the CIL in any case.

- **Housing Standards (M4(2) and M4(3))** – the Government has now committed to raising the minimum standard for all new homes to be built to M4(2) Accessible and adaptable dwellings - consultation response published in July 2022. There are some exceptions and M4(3) remains an ‘optional standard’ through LPA policy according to need and viability.
- **Climate Change Response** – beyond the base level of 31% carbon reduction required in new homes through Building Regulations, the testing to date has considered the potential influence on viability of implementing a range of enhanced standards - from the full Future Homes Standard (currently due to come into effect in 2025) to the London Energy Transformation Institute (LETI) standard together and looking at variations between the two. The climate change response evidence is provided through separate work being provided by Elementa Consulting for WCC, with liaison having taken place for consistency of review and assessment approach.

3.9. To generate results to help inform this stage of assessment and next steps as part of an iterative approach overall, we have carried out modelling on a sample of key development site typology – 50 Mixed (houses/flats), greenfield or PDL. This initial sample typology has been selected based on our analysis of the emerging supply and the range of potential sites that may come forward over the plan period. In addition, based on preliminary assumptions using the above as a basis in combination with a typical larger / strategic site approach, we have to this stage undertaken some initial review of the Sir John Moore Barracks site on the northern side of Winchester City. That site is currently the subject of the only proposed allocation of larger / strategic scale and therefore it is likely to remain the subject of more detailed specific testing informed by further information as that becomes available. To the rear of Appendix I (Table 1c) we include an outline of initial testing assumptions for this site, with preliminary high level findings indications also included in the following section, 4, below.

3.10. The testing conducted (and resulting indications provided to the council) to date has focused on exploring the viability impact of the above cumulatively but also how that impact might alter, positively or otherwise, with adjustments to the potential range of flexible policy costs. A key aspect of the context being considered is the characteristics of the selected site typologies and nature of development coming forward under the emerging LP, to see how the viability assessment findings “overlay” the wider supply context. As another layer to this context in terms of fixed costs impacts particularly, the majority of



these sites overall appear set to come forward within the River Itchen Catchment Area – the area with the greatest level of cost involved in providing nitrates and phosphates mitigation (achieving nutrient neutrality).

3.11. PDL sites are often more costly to develop and as a key assumption there will usually be a higher existing use value of the site (land cost) that has to be accounted for in the appraisal testing. That is considered through comparing the sensitivity tested residual land value (RLV) results with assessed benchmark land values (BLVs) which will usually be significantly higher for PDL scenarios. Typically, and as is being seen in the work for the council to date, these effects are seen to have a significant influence on overall viability and (because it is the key area offering the most significant viability balancing scope, owing to its cost impact as above) a corresponding impact on the available viability scope to support the AH policy requirements is indicated.

3.12. For the purposes of this analysis, we are assuming a range of BLVs from £250,000 to £500,000/ha for greenfield land (larger/bulk releases of agricultural land to smaller/edge of settlement grazing /paddocks or similar) and £1.2m/ha to £4.5m/ha for PDL. We will be keeping this picture under review as we progress the next phase of assessment and consider any other additional, relevant information as it becomes available.

## 4. Interim headline findings

- 4.1. The following interim headline findings are based on the various stages of testing, as above, with the key set of indications from the latest phase of testing (phase 4 of the preliminary work as per 2.13 and section 3 above) are set out in draft Appendix IIa accompanying this preliminary report.
- 4.2. It is important to keep in mind that the results at all stages of the study discussed above should be considered in the context of the cumulative impact of policy costs on development. There needs to be an element of judgement so that reliance is not placed on results that are at the margins of viability.
- 4.3. The above assumptions formed the framework for conducting the comprehensive initial, iterative testing (discussed above) which focused on varying levels and combinations of AH provision and sustainable construction levels/measures (climate change response) whilst also reflecting the likely influence (on current assumptions) of the two catchment areas for nutrient neutrality. Each of the initial reviewing and findings stages were discussed with the council and testing scope refined as the project progressed (see Section 2).
- 4.4. Reflecting this iterative process, we understand the council's main strategic priorities focus on the provision of affordable housing and an enhanced climate change response (i.e. over base national level) assuming on the latter the use of the LETI standard alongside other fixed requirements.
- 4.5. The output and analysis of the testing conducted to date indicates that in order to strike an appropriate viability balance, a differential approach to AH policy should be considered varied by both site type (PDL/greenfield) and catchment area as follows. This is based on our indications that a baseline (starting point expectation) of a continued 40% AH could be met in some circumstances but would need to be varied and potentially as follows. From that, the key messages here have been, and remain through work in progress to date, a likely need for a c. 10% differential (AH reduction) for PDL relative to GF development, and a 5% differential (reduction) to balance the full effect of the likely maximum nutrient neutrality scenario (Itchen catchment area, within which most development is likely to come forward):-



**Figure 2: Affordable Housing – emerging policy position**

Catchment Area	Greenfield	PDL
Itchen Catchment Area	35% AH	25% AH
Rest of Plan Area	40% AH	30% AH

4.6. To be clear, the above findings are based on assuming the LETI standard alongside other policy requirements/standards/costs e.g., adopted CIL charging (rates as indexed), housing standards, BNG etc. Although we understand the council’s current policy position has a target of 40% AH district-wide, the findings to date point a likely challenging viability scenario and particularly on PDL sites with the necessary updated view of development requirements taken into account, and particularly so in the Itchen Catchment Area. The Council will also wish to consider these findings in relation to the provision to date of affordable housing across various site and scheme types under the current policy in the adopted Local Plan.

4.7. As reflected by this, the emerging indications based on greenfield sites have been more positive and there is an opportunity in the remaining plan area (i.e. outside the Itchen Catchment) for the current 40% AH target to continue to be viably supported. However, the additional significant costs required to mitigate the effects nitrates and phosphates have the unavoidable effect of pulling down viability in all affected scenarios.

4.8. As part of the next stage of the assessment, we will also be conducting some high-level preliminary testing of the Sir John Moore Barracks site, Winchester, subject also (as far as possible at this stage) to our consultation exercise and available information – including on abnormal costs - on those proposals. However, at this stage, we consider the above findings are likely to be applicable on this site too.

4.9. These headline findings should be considered preliminary at this stage (i.e., subject to further work) pending the next stage of the assessment following the Regulation 18 consultation. The next stage of the assessment will continue to inform and support the emerging LP direction at this still relatively early stage and positively reflecting this early engagement on viability in plan making.

- 4.10. In progressing from this stage, the viability assessment will aim to also consider the potential effect of any further updated assumptions that become available in time for use. We note this given our dialogue with WCC and understanding that currently there is an expectation that the nutrient neutrality related (nitrates and phosphates mitigation) costs should reduce in time.
- 4.11. Overall, considerable experience of this process continues to inform an appropriate and robust assessment undertaken in line with relevant guidance (the PPG being the key source). Once finalised the above factors and findings as further developed and considered alongside the council's other building evidence base will inform final policy selection at a later stage in the plan making process and enable an appropriate and viable balance between competing priorities leading to supporting the new Local Plan overall.

**Local Plan Viability Assessment – Interim Stage 1 Report v3**  
**(October 2022)**



**Winchester City Council  
Local Plan Viability Study  
Interim Stage 1 Report**

**APPENDIX I (*technical work to date*)**

**(DSP21766)**

**October 2022**



Winchester City Council - Appendix I: Local Plan Viability Assessment - Table 1a: Residential Assumptions - Site Typologies and Value Levels / Revenue Assumptions

Scheme Size Appraised	Type	Site type	Density	Net Land Area (ha)	Gross Land Area (ha)	Notes:
1	House	PDL	35	0.03	0.03	The above scenarios tested at 0%, 20%, 30%, 40%, 50% AH financial contributions on sites of 6-9 and 20%, 30%, 40% and 50% on-site AH on sites of 10+ units. The appraisals have been completed in each case to the point at which a negative results is returned - we consider there to be no merit in extending testing beyond the points where there is a negative residual land value. Affordable Housing tenure split assumed at 64% Affordable Rented and 36% Affordable Home Ownership - includes 25% First Homes. 10% Low Cost / Affordable Home Ownership (AHO) of total overall requirements. The above assumes fully applied policy position - actual percentage will necessarily vary due to policy requirement.  Land Area Adjustment - 15% added (30% added on largest sites)  See Residential Assumptions Sheet 3 for the Strategic Site Allocation - all details TBC
5	Houses	PDL/Greenfield	35	0.14	0.16	
6	Houses	PDL/Greenfield	35	0.17	0.20	
10	Houses	PDL/Greenfield	35	0.29	0.33	
15	Flats	PDL	125	0.12	0.14	
15	Houses	PDL/Greenfield	40	0.38	0.43	
30	Houses	PDL	55	0.55	0.63	
30	Houses	Greenfield	40	0.75	0.86	
30	Flats (Sheltered)	PDL	125	0.24	0.28	
50	Mixed	PDL	55	0.91	1.05	
50	Mixed	Greenfield	40	1.25	1.44	
50	Flats	PDL	125	0.40	0.46	
60	Flats (Extra Care)	PDL	125	0.48	0.55	
100	Mixed	PDL	55	1.82	2.36	
100	Mixed	Greenfield	40	2.50	3.25	
500	Mixed	Greenfield	40	12.50	16.25	

Unit sizes and dwelling mix assumptions

Property Type	Assumed Unit Sizes*		Dwelling Mix (%)**		
	Affordable	Market	Market Units	Affordable Units - Affordable Rent	Affordable Units - Affordable Home Ownership
1-bed flat	50	50	5-10%	35-40%	25-30%
2-bed flat	61	61	25-30%	30%	40%
2-bed house	79	79			
3-bed house	93	93	40-45%	25-30%	25-30%
4-bed house	106	130	20-25%	5%	5%

\*based on Nationally Described Space Standards.

\*\*based on latest SHMA (February 2020)

Note: Retirement/sheltered units assumed at 55sq.m (1-Bed Flats) and 75 sq.m. (2-Bed Flats) with 75% net to gross ratio, extra-care units assumed at 58.5 (1-Bed Flats) and 76.8 (2-Bed Flats) with 65% net to gross ratio.

Value Levels - Winchester CC

Market Value (MV) - Private units	VL1	VL2	VL3	VL4	VL5	VL6	VL7	VL8	VL9	VL10	VL11+
	£4,000	£4,250	£4,500	£4,750	£5,000	£5,250	£5,500	£5,750	£6,000	£6,500	£7,000
	Typical New Build Values										
1-bed flat	£200,000	£212,500	£225,000	£237,500	£250,000	£262,500	£275,000	£287,500	£300,000	£325,000	£350,000
2-bed flat	£244,000	£259,250	£274,500	£289,750	£305,000	£320,250	£335,500	£350,750	£366,000	£396,500	£427,000
2-bed house	£316,000	£335,750	£355,500	£375,250	£395,000	£414,750	£434,500	£454,250	£474,000	£513,500	£553,000
3-bed house	£372,000	£395,250	£418,500	£441,750	£465,000	£488,250	£511,500	£534,750	£558,000	£604,500	£651,000
4-bed house	£520,000	£552,500	£585,000	£617,500	£650,000	£682,500	£715,000	£747,500	£780,000	£845,000	£910,000
MV (£/sq. m.)	£4,000	£4,250	£4,500	£4,750	£5,000	£5,250	£5,500	£5,750	£6,000	£6,500	£7,000

Note: Sheltered Housing tested at TBC/sq. m.

Value Levels - Locations by ward area

Ward Area	Value Level Range
Alresford and Itchen Valley	VL4 - VL8
Badger Farm and Oliver's Battery	VL5 - VL8
Bishop's Waltham	VL3 - VL5
Central Meon Valley	VL2 - VL4
Colden Common & Twyford	VL1 - VL4
Denmead	VL1 - VL2
Southwick and Wickham	VL3 - VL7
St Barnabas (WC)	VL3 - VL7
St Bartholomew (WC)	VL3 - VL8
St Luke (WC)	VL2 - VL6
St Paul (WC)	VL8 - VL11
St Michael (WC)	VL7 - VL11
The Worthys	VL3 - VL6
Upper Meon Valley	VL4 - VL7
Whiteley and Shedfield	VL2 - VL5
Wonston and Micheldever	VL4 - VL7

\*data residing within the South Downs National Park Authority area have been excluded from the above analysis

Affordable Housing Revenue Assumptions

Unit	Market Size	Affordable Rent		Shared Ownership % of Market Value
		LHA Rates (£/week)	AH Transfer Price (LHA Cap)	
1BF	50	£166.85	£137,557	65%
2BF	70	£197.92	£163,174	
2BH	79	£197.92	£163,174	
3BH	100	£253.15	£208,710	
4BH	130	£368.22	£303,573	

Note: Affordable Rents are based on LHA Rates for Winchester BRMA.

**Winchester City Council - Appendix I: Local Plan Viability Assessment - Residential Assumptions**  
**- Table 1b: Development Cost Assumptions**

Appraisal Cost Description	Cost Assumption	Indicative Guide £/sq. m. (rounded) <i>(assuming 85sq.m. dwelling)</i>	Notes
Build cost - Mixed Developments (generally - houses/flats)	£1,465/sq. m.	£1,465/sq. m.	Based on BCIS 'median' rebased to a Winchester location factor (5yr data sample), excludes external works
Build cost - Houses only (generally)	£1,432/sq. m.	£1,432/sq. m.	
Build cost - Flats only (generally)	£1,608/sq. m.	£1,608/sq. m.	
Build cost - Supported Housing (generally)	£1,755/sq. m.	£1,755/sq. m.	
External Works	10% (Flats)	£143 - £263	Applied to base build costs
	15% (Houses)		Reduced rate at 7.5% for Sheltered/Extra Care Schemes
Site Works (on gross land area)	£500,000/ha		Non-strategic scale typology test. Further bespoke assumptions assumed for specific site allocations TBC
Contingency (% of build cost)	5%	£72 - £88	variable depending on scale of development
Professional Fees (% of build cost)	8-10%	£115 - £140	
Adopted CIL Rate / CIL Testing Scope	Tested at £0 - £500/sq. m at £25/sq/ m intervals	£0 (Zone 1) £168.10 (Zone 2) £112.06 (Zone 3)	Adopted rates of £0 (Zone 1), £120 (Zone 2) and £80 (Zone 3) have been indexed: uplifted by TPI in accordance with Regulation 40 to £168.10 (Zone 2) and £112.06 (Zone 3) and as confirmed by WCC.
Residual s.106 /non-CIL costs (£ per unit) - small scale PDL / Greenfield sites	£3,000/dwelling	£35	Assuming the LETI standard. Cost assumptions provided by Elementa & Currie & Brown (Aug-21). Note: blended rate for mixed schemes (houses and flats), weighted by dwelling mix proportions.
Sustainable design/climate change/carbon reduction (% of build cost)	5.00%	£72 - £88	
Electric Vehicle Charging Points (£/unit) <sup>1</sup>	£865/unit (houses)	£15 <i>(blended for mixed typology)</i>	Houses only typologies - assumes 1x EVCP per dwelling
	£1,961 (flats)		Flats typologies - assumes 1x EVCP per dwelling
Water efficiency standards	100pppd		Mixed (Houses/Flats) typologies - cost weighted by dwelling mix, assumes 1x EVCP per dwelling
Biodiversity Net Gain (BNG) (% of build cost)	3.84% (Greenfield) 0.8% (PDL)	£11 - £68	Assumed nominal cost (forming part of overall cost allowance) based on DSP research and analysis.
Nitrates (nutrient neutrality) / Phosphates	Variable by catchment area		<b>Assuming 10% minimum requirements</b> , variable by site type. Costs based on Impact Assessment (Scenario C). <b>Itchen Catchment</b> - £12,000/dwelling total for nitrates and phosphates. <b>East Hampshire Catchment</b> - £5,100/dwelling (nitrates only)
Solent Recreation Mitigation (SPA) (£/unit)	£652/dwelling	£8	Assume SPA mitigation costs only as fully applied base position - majority of planned development identified to come forward within that zone of influence. Average £ contributions per net additional dwelling (as set out in the latest Interim Statement Solent Recreation Mitigation, Updated February 2022), as confirmed by the Council.
Housing Standards - M4(2) Accessible and adaptable dwellings compliance	£15.5/sq. m.	£15.5/sq. m.	100% provision on all units = M4(2) on major development (10+ units) High-level costs based on the analysis as described in the 'Raising accessibility standards in new homes' consultation document <sup>2</sup>
Housing Standards - M4(3) Wheelchair user dwellings compliance	£155/sq. m.	£6/sq. m.	4% provision on AH units (only) = M4(3a) on major development (10+ units)
Marketing & Sales Costs (% of GDV)	3%	£143 <i>(assuming VL4 £4,750/sq. m.)</i>	
Legal Fees on sale (£ per unit)	£750	£9	
Developer's Return for Risk & Profit			Variable by scenario
Open Market Housing Profit (% of GDV)	Range of 15-20%		
Affordable Housing Profit (% of GDV)	6%		
<b>Finance &amp; Acquisition Costs</b>			
Agents Fees (% of site value)	1.50%		HMRC Scale
Legal Fees (% of site value)	0.75%		
Stamp Duty Land Tax (% of site value)	0% to 5%		
Finance Rate - Build (%)	6.50%		
Finance Rate - Land (%)	6.50%		

<sup>1</sup> Costs adopted from the DfT Residential Charging Infrastructure Provision Impact Assessment (September 2021) and requirements as set out in the Surrey County Council's Vehicular and Cycle Parking Guidance (January 2018)

<sup>2</sup> <https://www.gov.uk/government/consultations/raising-accessibility-standards-for-new-homes/raising-accessibility-standards-for-new-homes-html-version#raising-accessibility-standards-of-new-homes>

**Winchester City Council - Appendix I - Local Plan Viability Assessment - Strategic Site Allocation - Residential Assumptions (Sheet 3 of 3) - all details TBC**

<b>Site Name:</b>	Sir John Moore Barracks
<b>Site Type:</b>	PDL
<b>Indicative capacity: (approx. no. of dwellings)</b>	900
<b>Affordable Housing %:</b>	Range testing at 25%, 30% and 40% ( <i>initial testing scope</i> )
<b>Assumed Gross Site Area (ha):</b>	86
<b>Site works/infrastructure:</b>	Assume £30,000/dwelling at this stage pending detailed costing information (in addition to BCIS plus external works). Note: these costs relate to site works e.g. prep, servicing etc. At this stage detailed infrastructure requirements for these sites are unknown. On this basis we have adopted a typical cost allowance for strategic sites at this scale based on the range set out in the Harman Report (2012), uplifted by the Tender Price Index (TPI).
<b>Contingency Allowance:</b>	10%
<b>Indicative Residential Market Value (£/sq.m.):</b>	VL4 £4,750
<b>Housing Trajectory - timescales/phasing:</b>	120/dwellings pa (market) - 160/dwellings pa (total) 5.6yrs (68 months) for whole development plus 6 months lead-in and 12 months offset from construction = 79 months (construction & sales)
<b>Indexed CIL (Zone 2)</b>	Tested at £0 CIL and £168.1/sq. m.
<b>DSP Additional Assumptions / Comments / Site Specific Costs</b> <i>Main cost assumptions - Sheet 2</i>	
<ul style="list-style-type: none"> <li>• Potential Primary School provision plus land servicing at £550,000/ha plus potential financial contribution towards secondary school - TBC details unknown at this stage</li> <li>• Park and Ride facility for 850 spaces - TBC costs unknown at this stage</li> <li>• Re-purpose / re-use of existing buildings - TBC details unknown at this stage</li> <li>• Other non-residential scheme elements plus land servicing - TBC details unknown at this stage</li> <li>• Additional specific infrastructure requirements - TBC details unknown at this stage, pending masterplanning process</li> </ul>	

DSP (2022)



**Winchester City Council  
Local Plan Viability Study  
Interim Stage 1 Report**

**APPENDIX II – First Homes Analysis**  
*(technical work to date)*

**(DSP21766)**

**October 2022**



**Winchester City Council - Appendix II - Local Plan Viability Assessment**  
**Table 2a: First Homes Analysis**

100% Market Value												
Unit Type	Size of unit (m <sup>2</sup> )	VL1	VL2	VL3	VL4	VL5	VL6	VL7	VL8	VL9	VL10	VL11
		£4,000	£4,250	£4,500	£4,750	£5,000	£5,250	£5,500	£5,750	£6,000	£6,500	£7,000
1BF	50	£200,000	£212,500	£225,000	£237,500	£250,000	£262,500	£275,000	£287,500	£300,000	£325,000	£350,000
2BF	67	£244,000	£259,250	£274,500	£289,750	£305,000	£320,250	£335,500	£350,750	£366,000	£396,500	£427,000
2BH	75	£316,000	£335,750	£355,500	£375,250	£395,000	£414,750	£434,500	£454,250	£474,000	£513,500	£553,000
3BH	93	£372,000	£395,250	£418,500	£441,750	£465,000	£488,250	£511,500	£534,750	£558,000	£604,500	£651,000
4BH	106	£520,000	£552,500	£585,000	£617,500	£650,000	£682,500	£715,000	£747,500	£780,000	£845,000	£910,000

30% Discount												
Unit Type	Size of unit (m <sup>2</sup> )	VL1	VL2	VL3	VL4	VL5	VL6	VL7	VL8	VL9	VL10	VL11
		£4,000	£4,250	£4,500	£4,750	£5,000	£5,250	£5,500	£5,750	£6,000	£6,500	£7,000
1BF	50	£140,000	£148,750	£157,500	£166,250	£175,000	£183,750	£192,500	£201,250	£210,000	£227,500	£245,000
2BF	67	£170,800	£181,475	£192,150	£202,825	£213,500	£224,175	£234,850	£245,525	£256,200	£277,550	£298,900
2BH	75	£221,200	£235,025	£248,850	£262,675	£276,500	£290,325	£304,150	£317,975	£331,800	£359,450	£387,100
3BH	93	£260,400	£276,675	£292,950	£309,225	£325,500	£341,775	£358,050	£374,325	£390,600	£423,150	£455,700
4BH	106	£364,000	£386,750	£409,500	£432,250	£455,000	£477,750	£500,500	£523,250	£546,000	£591,500	£637,000

40% Discount												
Unit Type	Size of unit (m <sup>2</sup> )	VL1	VL2	VL3	VL4	VL5	VL6	VL7	VL8	VL9	VL10	VL11
		£4,000	£4,250	£4,500	£4,750	£5,000	£5,250	£5,500	£5,750	£6,000	£6,500	£7,000
1BF	50	£120,000	£127,500	£135,000	£142,500	£150,000	£157,500	£165,000	£172,500	£180,000	£195,000	£210,000
2BF	67	£146,400	£155,550	£164,700	£173,850	£183,000	£192,150	£201,300	£210,450	£219,600	£237,900	£256,200
2BH	75	£189,600	£201,450	£213,300	£225,150	£237,000	£248,850	£260,700	£272,550	£284,400	£308,100	£331,800
3BH	93	£223,200	£237,150	£251,100	£265,050	£279,000	£292,950	£306,900	£320,850	£334,800	£362,700	£390,600
4BH	106	£312,000	£331,500	£351,000	£370,500	£390,000	£409,500	£429,000	£448,500	£468,000	£507,000	£546,000

50% Discount												
Unit Type	Size of unit (m <sup>2</sup> )	VL1	VL2	VL3	VL4	VL5	VL6	VL7	VL8	VL9	VL10	VL11
		£4,000	£4,250	£4,500	£4,750	£5,000	£5,250	£5,500	£5,750	£6,000	£6,500	£7,000
1BF	50	£100,000	£106,250	£112,500	£118,750	£125,000	£131,250	£137,500	£143,750	£150,000	£162,500	£175,000
2BF	67	£122,000	£129,625	£137,250	£144,875	£152,500	£160,125	£167,750	£175,375	£183,000	£198,250	£213,500
2BH	75	£158,000	£167,875	£177,750	£187,625	£197,500	£207,375	£217,250	£227,125	£237,000	£256,750	£276,500
3BH	93	£186,000	£197,625	£209,250	£220,875	£232,500	£244,125	£255,750	£267,375	£279,000	£302,250	£325,500
4BH	106	£260,000	£276,250	£292,500	£308,750	£325,000	£341,250	£357,500	£373,750	£390,000	£422,500	£455,000

Red denotes property value above the £250,000 FH cap.

Discount required to achieve £250,000 cap												
Unit Type	Size of unit (m <sup>2</sup> )	VL1	VL2	VL3	VL4	VL5	VL6	VL7	VL8	VL9	VL10	VL11
		£4,000	£4,250	£4,500	£4,750	£5,000	£5,250	£5,500	£5,750	£6,000	£6,500	£7,000
1BF	50	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
2BF	67	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	31.7%	36.9%	41.5%
2BH	75	30.0%	30.0%	30.0%	33.4%	36.7%	39.7%	42.5%	45.0%	47.3%	51.3%	54.8%
3BH	93	32.8%	36.7%	40.3%	43.4%	46.2%	48.8%	51.1%	53.2%	55.2%	58.6%	61.6%
4BH	106	51.9%	54.8%	57.3%	59.5%	61.5%	63.4%	65.0%	66.6%	67.9%	70.4%	72.5%



**Winchester City Council  
Local Plan Viability Study  
Interim Stage 1 Report**

**APPENDIX III – Interim Findings Results  
*(technical work to date)***

**(DSP21766)**

**October 2022**



Winchester City Council - Appendix III - Local Plan Viability Assessment  
Residential Indications: Table 3a: 50 Mixed Greenfield - Itchen Catchment Area

Development Scenario	50 Mixed
Typical Site Type	Greenfield
Catchment Area	Itchen
Net Land Area (ha)	1.25
Gross Land Area (ha)	1.90
Site Density (dph)	40

30% Affordable Housing	CIL Zone 2 £168.10 (Winchester Town)					CIL Zone 3 £112.06 (Market Towns and Rural Areas)				
	Base FHS 2021 Part L	Option A FHS 2025	Option C LETI	Option B Reduced Fabric	Option C.1 LETI without PVs	Base FHS 2021 Part L	Option A FHS 2025	Option C LETI	Option B Reduced Fabric	Option C.1 LETI without PVs
	Residual Land Value (£)					Residual Land Value (£)				
VL1 £4,000/sq. m	£357,728	£331,792	£42,147	£87,048	£171,510	£515,964	£490,028	£205,970	£250,433	£331,942
VL2 £4,250/sq. m	£922,444	£896,508	£613,682	£656,909	£738,422	£1,080,679	£1,054,743	£771,918	£815,144	£896,657
VL3 £4,500/sq. m	£1,487,159	£1,461,223	£1,178,398	£1,221,624	£1,303,137	£1,645,395	£1,619,459	£1,336,634	£1,379,860	£1,461,373
VL4 £4,750/sq. m	£2,051,875	£2,025,939	£1,743,114	£1,786,340	£1,867,853	£2,210,111	£2,184,175	£1,901,349	£1,944,576	£2,026,089
VL5 £5,000/sq. m	£2,616,591	£2,590,655	£2,307,829	£2,351,056	£2,432,569	£2,774,827	£2,748,891	£2,466,065	£2,509,292	£2,590,805
VL6 £5,250/sq. m	£3,181,300	£3,155,371	£2,872,545	£2,915,772	£2,997,285	£3,339,542	£3,313,606	£3,030,781	£3,074,007	£3,155,516
VL7 £5,500/sq. m	£3,747,604	£3,721,668	£3,438,843	£3,482,069	£3,563,582	£3,905,840	£3,879,904	£3,597,078	£3,640,305	£3,721,818
VL8 £5,750/sq. m	£4,312,320	£4,286,384	£4,003,559	£4,046,785	£4,128,298	£4,470,556	£4,444,620	£4,161,794	£4,205,021	£4,286,534
VL9 £6,000/sq. m	£4,877,036	£4,851,100	£4,568,274	£4,611,501	£4,693,014	£5,035,272	£5,009,336	£4,726,510	£4,769,728	£4,851,250
VL10 £6,500/sq. m	£6,006,467	£5,980,531	£5,697,706	£5,740,932	£5,822,445	£6,164,713	£6,138,767	£5,855,942	£5,899,168	£5,980,681
VL10 £7,000/sq. m	£7,135,899	£7,109,963	£6,827,140	£6,870,364	£6,951,872	£7,294,135	£7,268,199	£6,985,373	£7,028,600	£7,110,113
	Residual Land Value (£/ha)					Residual Land Value (£/ha)				
VL1 £4,000/sq. m	£188,278	£174,627	£22,182	£45,815	£90,269	£271,560	£257,909	£108,405	£131,807	£174,706
VL2 £4,250/sq. m	£485,497	£471,846	£322,991	£345,741	£388,643	£568,779	£555,128	£406,273	£429,023	£471,925
VL3 £4,500/sq. m	£782,715	£769,065	£620,209	£642,960	£685,862	£865,997	£852,347	£703,491	£726,242	£769,144
VL4 £4,750/sq. m	£1,079,934	£1,066,284	£917,428	£940,179	£983,081	£1,163,216	£1,149,566	£1,000,710	£1,023,461	£1,066,363
VL5 £5,000/sq. m	£1,377,153	£1,363,503	£1,214,647	£1,237,398	£1,280,299	£1,460,435	£1,446,785	£1,297,929	£1,320,680	£1,363,581
VL6 £5,250/sq. m	£1,674,368	£1,660,721	£1,511,866	£1,534,617	£1,577,518	£1,757,654	£1,744,003	£1,595,148	£1,617,899	£1,660,798
VL7 £5,500/sq. m	£1,972,423	£1,958,773	£1,809,917	£1,832,668	£1,875,570	£2,055,705	£2,042,055	£1,893,199	£1,915,950	£1,958,852
VL8 £5,750/sq. m	£2,269,642	£2,255,992	£2,107,136	£2,129,887	£2,172,789	£2,352,924	£2,339,274	£2,190,418	£2,213,169	£2,256,070
VL9 £6,000/sq. m	£2,566,861	£2,553,210	£2,404,355	£2,427,106	£2,470,007	£2,650,143	£2,636,492	£2,487,637	£2,510,383	£2,553,289
VL10 £6,500/sq. m	£3,161,299	£3,147,648	£2,998,793	£3,021,543	£3,064,445	£3,244,586	£3,230,930	£3,082,074	£3,104,825	£3,147,727
VL10 £7,000/sq. m	£3,755,736	£3,742,086	£3,593,231	£3,615,981	£3,658,880	£3,839,018	£3,825,368	£3,676,512	£3,699,263	£3,742,165

40% Affordable Housing	CIL Zone 2 £168.10 (Winchester Town)					CIL Zone 3 £112.06 (Market Towns and Rural Areas)				
	Base FHS 2021 Part L	Option A FHS 2025	Option C LETI	Option B Reduced Fabric Performance	Option C.1 LETI without PVs	Base FHS 2021 Part L	Option A FHS 2025	Option C LETI	Option B Reduced Fabric Performance	Option C.1 LETI without PVs
	Residual Land Value (£)					Residual Land Value (£)				
VL1 £4,000/sq. m	£31,241	£4,922	£-292,785	£-247,002	£-161,044	£171,914	£145,804	£-146,196	£-100,662	£-15,088
VL2 £4,250/sq. m	£543,410	£518,073	£241,533	£284,004	£363,636	£679,040	£653,703	£377,406	£419,635	£499,266
VL3 £4,500/sq. m	£1,048,352	£1,023,015	£746,717	£788,946	£868,578	£1,183,983	£1,158,646	£882,348	£924,577	£1,004,208
VL4 £4,750/sq. m	£1,553,295	£1,527,957	£1,251,660	£1,293,889	£1,373,520	£1,688,925	£1,663,588	£1,387,290	£1,429,519	£1,509,151
VL5 £5,000/sq. m	£2,058,237	£2,032,900	£1,756,602	£1,798,831	£1,878,463	£2,193,868	£2,168,530	£1,892,233	£1,934,462	£2,014,093
VL6 £5,250/sq. m	£2,563,179	£2,537,842	£2,261,545	£2,303,773	£2,383,405	£2,698,810	£2,673,473	£2,397,175	£2,439,404	£2,519,036
VL7 £5,500/sq. m	£3,069,536	£3,044,199	£2,767,901	£2,810,130	£2,889,762	£3,205,167	£3,179,829	£2,903,532	£2,945,761	£3,025,392
VL8 £5,750/sq. m	£3,574,479	£3,549,141	£3,272,844	£3,315,073	£3,394,700	£3,710,109	£3,684,772	£3,408,474	£3,450,703	£3,530,335
VL9 £6,000/sq. m	£4,079,421	£4,054,084	£3,777,786	£3,820,015	£3,899,647	£4,215,055	£4,189,719	£3,913,417	£3,955,646	£4,035,277
VL10 £6,500/sq. m	£5,089,306	£5,063,968	£4,787,665	£4,829,892	£4,909,531	£5,224,936	£5,199,599	£4,923,301	£4,965,530	£5,045,162
VL10 £7,000/sq. m	£6,099,190	£6,073,853	£5,797,556	£5,839,784	£5,919,416	£6,234,821	£6,209,484	£5,933,186	£5,975,415	£6,055,047
	Residual Land Value (£/ha)					Residual Land Value (£/ha)				
VL1 £4,000/sq. m	£16,443	£2,591	£-154,097	£-130,001	£-84,760	£90,481	£76,739	£-76,945	£-52,980	£-7,941
VL2 £4,250/sq. m	£286,005	£272,670	£127,122	£149,476	£191,387	£357,390	£344,054	£198,635	£220,860	£262,772
VL3 £4,500/sq. m	£551,764	£538,429	£393,009	£415,235	£457,146	£623,149	£609,813	£464,394	£486,619	£528,531
VL4 £4,750/sq. m	£817,523	£804,188	£658,768	£680,994	£722,905	£888,908	£875,573	£730,153	£752,379	£794,290
VL5 £5,000/sq. m	£1,083,283	£1,069,947	£924,527	£946,753	£988,665	£1,154,667	£1,141,332	£995,912	£1,018,138	£1,060,049
VL6 £5,250/sq. m	£1,349,042	£1,335,706	£1,190,287	£1,212,512	£1,254,424	£1,420,426	£1,407,091	£1,261,671	£1,283,897	£1,325,808
VL7 £5,500/sq. m	£1,615,545	£1,602,210	£1,456,790	£1,479,016	£1,520,927	£1,686,930	£1,673,594	£1,528,175	£1,550,400	£1,592,312
VL8 £5,750/sq. m	£1,881,305	£1,867,969	£1,722,549	£1,744,775	£1,786,684	£1,952,689	£1,939,354	£1,793,934	£1,816,160	£1,858,071
VL9 £6,000/sq. m	£2,147,064	£2,133,728	£1,988,308	£2,010,534	£2,052,446	£2,218,450	£2,205,115	£2,059,693	£2,081,919	£2,123,830
VL10 £6,500/sq. m	£2,678,582	£2,665,247	£2,519,824	£2,542,048	£2,583,964	£2,749,966	£2,736,631	£2,591,211	£2,613,437	£2,655,348
VL10 £7,000/sq. m	£3,210,100	£3,196,765	£3,051,345	£3,073,571	£3,115,482	£3,281,485	£3,268,149	£3,122,730	£3,144,955	£3,186,867

<b>Key:</b>	
Non-viability position	RLV beneath Viability Test Range 1 (RLV <£0/ha)
Indicative/likely non-viability position	Viability Test Range 2 (RLV £0 to £250,000/ha)
Indicative viability (Greenfield - lower reflecting larger scale/strategic development)	Viability Test Range 3 (RLV £250,000 to £500,000/ha)
Indicative viability (Greenfield - upper reflecting smaller scale development)	Viability Test Range 4 (RLV >£500,000/ha)

<b>BLV Notes:</b>	
EUV+ £/ha	Notes - BLVs representative of sites in range of existing uses
£250,000	Greenfield Enhancement - reflecting larger scale development
£500,000	Greenfield Enhancement (Upper) - reflecting smaller scale development

Winchester City Council - Appendix III - Local Plan Viability Assessment  
Residential Indications: Table 3b: 50 Mixed Greenfield - East Hampshire Catchment Area

Development Scenario	50 Mixed
Typical Site Type	Greenfield
Catchment Area	East Hampshire
Net Land Area (ha)	1.25
Gross Land Area (ha)	1.90
Site Density (dph)	40

30% Affordable Housing	CIL Zone 2 £168.10 (Winchester Town)					CIL Zone 3 £112.06 (Market Towns and Rural Areas)				
	Base FHS 2021 Part L	Option A FHS 2025	Option C LETI	Option B Reduced Fabric	Option C.1 LETI without PVs	Base FHS 2021 Part L	Option A FHS 2025	Option C LETI	Option B Reduced Fabric	Option C.1 LETI without PVs
	Residual Land Value (£)					Residual Land Value (£)				
VL1 £4,000/sq. m	£847,657	£825,104	£538,896	£582,122	£687,638	£1,005,893	£983,340	£697,131	£740,358	£845,874
VL2 £4,250/sq. m	£1,412,373	£1,389,820	£1,103,611	£1,146,838	£1,252,354	£1,570,609	£1,548,056	£1,261,847	£1,305,074	£1,410,590
VL3 £4,500/sq. m	£1,977,089	£1,954,536	£1,668,327	£1,711,554	£1,817,070	£2,135,325	£2,112,772	£1,826,563	£1,869,790	£1,975,306
VL4 £4,750/sq. m	£2,541,805	£2,519,252	£2,233,043	£2,276,270	£2,381,786	£2,700,040	£2,677,487	£2,391,279	£2,434,505	£2,540,021
VL5 £5,000/sq. m	£3,106,520	£3,083,967	£2,797,759	£2,840,985	£2,946,501	£3,264,756	£3,242,203	£2,955,995	£2,999,221	£3,104,737
VL6 £5,250/sq. m	£3,671,236	£3,648,683	£3,362,475	£3,405,701	£3,511,217	£3,829,472	£3,806,919	£3,520,710	£3,563,937	£3,669,453
VL7 £5,500/sq. m	£4,237,534	£4,214,981	£3,928,772	£3,971,999	£4,077,515	£4,395,769	£4,373,216	£4,087,008	£4,130,235	£4,235,750
VL8 £5,750/sq. m	£4,802,250	£4,779,696	£4,493,488	£4,536,715	£4,642,230	£4,960,485	£4,937,932	£4,651,724	£4,694,950	£4,800,466
VL9 £6,000/sq. m	£5,366,965	£5,344,412	£5,058,204	£5,101,430	£5,206,946	£5,525,201	£5,502,648	£5,216,439	£5,259,666	£5,365,182
VL10 £6,500/sq. m	£6,496,394	£6,473,841	£6,187,635	£6,230,862	£6,336,378	£6,654,632	£6,632,079	£6,345,870	£6,389,095	£6,494,604
VL10 £7,000/sq. m	£7,625,828	£7,603,275	£7,317,067	£7,360,293	£7,465,809	£7,784,064	£7,761,511	£7,475,302	£7,518,529	£7,624,045
	Residual Land Value (£/ha)					Residual Land Value (£/ha)				
VL1 £4,000/sq. m	£446,135	£434,265	£283,629	£306,380	£361,915	£529,417	£517,547	£366,911	£389,662	£445,197
VL2 £4,250/sq. m	£743,354	£731,484	£580,848	£603,599	£659,134	£826,636	£814,766	£664,130	£686,881	£742,416
VL3 £4,500/sq. m	£1,040,573	£1,028,703	£878,067	£900,818	£956,353	£1,123,855	£1,111,985	£961,349	£984,100	£1,039,634
VL4 £4,750/sq. m	£1,337,792	£1,325,922	£1,175,286	£1,198,037	£1,253,571	£1,421,074	£1,409,204	£1,258,568	£1,281,319	£1,336,853
VL5 £5,000/sq. m	£1,635,011	£1,623,141	£1,472,505	£1,495,255	£1,550,790	£1,718,293	£1,706,423	£1,555,787	£1,578,537	£1,634,072
VL6 £5,250/sq. m	£1,932,230	£1,920,360	£1,769,723	£1,792,474	£1,848,009	£2,015,511	£2,003,641	£1,853,005	£1,875,756	£1,931,291
VL7 £5,500/sq. m	£2,230,281	£2,218,411	£2,067,775	£2,090,526	£2,146,060	£2,313,563	£2,301,693	£2,151,057	£2,173,808	£2,229,342
VL8 £5,750/sq. m	£2,527,500	£2,515,630	£2,364,994	£2,387,745	£2,443,279	£2,610,782	£2,598,912	£2,448,276	£2,471,026	£2,526,561
VL9 £6,000/sq. m	£2,824,719	£2,812,849	£2,662,212	£2,684,963	£2,740,498	£2,908,001	£2,896,131	£2,745,494	£2,768,245	£2,823,780
VL10 £6,500/sq. m	£3,419,155	£3,407,285	£3,256,650	£3,279,401	£3,334,936	£3,502,438	£3,490,568	£3,339,932	£3,362,681	£3,418,213
VL10 £7,000/sq. m	£4,013,594	£4,001,724	£3,851,088	£3,873,839	£3,929,373	£4,096,876	£4,085,006	£3,934,370	£3,957,121	£4,012,655

40% Affordable Housing	CIL Zone 2 £168.10 (Winchester Town)					CIL Zone 3 £112.06 (Market Towns and Rural Areas)				
	Base FHS 2021 Part L	Option A FHS 2025	Option C LETI	Option B Reduced Fabric Performance	Option C.1 LETI without PVs	Base FHS 2021 Part L	Option A FHS 2025	Option C LETI	Option B Reduced Fabric Performance	Option C.1 LETI without PVs
	Residual Land Value (£)					Residual Land Value (£)				
VL1 £4,000/sq. m	£528,397	£503,060	£226,093	£268,991	£348,623	£664,028	£638,690	£362,393	£404,622	£484,253
VL2 £4,250/sq. m	£1,033,339	£1,008,002	£731,704	£773,933	£853,565	£1,168,970	£1,143,633	£867,335	£909,564	£989,196
VL3 £4,500/sq. m	£1,538,282	£1,512,944	£1,236,647	£1,278,876	£1,358,507	£1,673,912	£1,648,575	£1,372,277	£1,414,506	£1,494,138
VL4 £4,750/sq. m	£2,043,224	£2,017,887	£1,741,589	£1,783,818	£1,863,450	£2,178,855	£2,153,517	£1,877,220	£1,919,449	£1,999,080
VL5 £5,000/sq. m	£2,548,166	£2,522,829	£2,246,532	£2,288,760	£2,368,392	£2,683,797	£2,658,460	£2,382,162	£2,424,391	£2,504,023
VL6 £5,250/sq. m	£3,053,109	£3,027,772	£2,751,474	£2,793,703	£2,873,334	£3,188,739	£3,163,402	£2,887,105	£2,929,333	£3,008,965
VL7 £5,500/sq. m	£3,559,466	£3,534,128	£3,257,830	£3,300,056	£3,379,691	£3,695,096	£3,669,759	£3,393,461	£3,435,690	£3,515,322
VL8 £5,750/sq. m	£4,064,408	£4,039,071	£3,762,773	£3,805,002	£3,884,634	£4,200,037	£4,174,701	£3,898,404	£3,940,633	£4,020,264
VL9 £6,000/sq. m	£4,569,350	£4,544,013	£4,267,716	£4,309,947	£4,389,575	£4,704,981	£4,679,644	£4,403,342	£4,445,569	£4,525,207
VL10 £6,500/sq. m	£5,579,235	£5,553,898	£5,277,600	£5,319,829	£5,399,461	£5,714,866	£5,689,528	£5,413,231	£5,455,460	£5,535,091
VL10 £7,000/sq. m	£6,589,120	£6,563,782	£6,287,485	£6,329,714	£6,409,345	£6,724,750	£6,699,413	£6,423,116	£6,465,344	£6,544,976
	Residual Land Value (£/ha)					Residual Land Value (£/ha)				
VL1 £4,000/sq. m	£278,104	£264,768	£118,997	£141,574	£183,486	£349,488	£336,153	£190,733	£212,959	£254,870
VL2 £4,250/sq. m	£543,863	£530,527	£385,108	£407,333	£449,245	£615,247	£601,912	£456,492	£478,718	£520,629
VL3 £4,500/sq. m	£809,622	£796,287	£650,867	£673,092	£715,004	£881,006	£867,671	£722,251	£744,477	£786,388
VL4 £4,750/sq. m	£1,075,381	£1,062,046	£916,626	£938,852	£980,764	£1,146,766	£1,133,430	£988,010	£1,010,236	£1,052,148
VL5 £5,000/sq. m	£1,341,140	£1,327,805	£1,182,385	£1,204,611	£1,246,522	£1,412,525	£1,399,189	£1,253,770	£1,275,995	£1,317,907
VL6 £5,250/sq. m	£1,606,899	£1,593,564	£1,448,144	£1,470,370	£1,512,281	£1,678,284	£1,664,948	£1,519,529	£1,541,754	£1,583,666
VL7 £5,500/sq. m	£1,873,403	£1,860,068	£1,714,647	£1,736,872	£1,778,785	£1,944,787	£1,931,452	£1,786,032	£1,808,258	£1,850,169
VL8 £5,750/sq. m	£2,139,162	£2,125,827	£1,980,407	£2,002,633	£2,044,544	£2,210,546	£2,197,211	£2,051,791	£2,074,017	£2,115,929
VL9 £6,000/sq. m	£2,404,921	£2,391,582	£2,246,166	£2,268,393	£2,310,303	£2,476,306	£2,462,970	£2,317,548	£2,339,773	£2,381,688
VL10 £6,500/sq. m	£2,936,440	£2,923,104	£2,777,684	£2,799,910	£2,841,821	£3,007,824	£2,994,489	£2,849,069	£2,871,295	£2,913,206
VL10 £7,000/sq. m	£3,467,958	£3,454,622	£3,309,203	£3,331,428	£3,373,340	£3,539,342	£3,526,007	£3,380,587	£3,402,813	£3,444,724

<b>Key:</b>	
Non-viability position	RLV beneath Viability Test Range 1 (RLV <£0/ha)
Indicative/likely non-viability position	Viability Test Range 2 (RLV £0 to £250,000/ha)
Indicative viability (Greenfield - lower reflecting larger scale/strategic development)	Viability Test Range 3 (RLV £250,000 to £500,000/ha)
Indicative viability (Greenfield - upper reflecting smaller scale development)	Viability Test Range 4 (RLV >£500,000/ha)

<b>BLV Notes:</b>	
EUV+ £/ha	Notes - BLVs representative of sites in range of existing uses
£250,000	Greenfield Enhancement - reflecting larger scale development
£500,000	Greenfield Enhancement (Upper) - reflecting smaller scale development

Winchester City Council - Appendix III - Local Plan Viability Assessment  
Residential Indications: Table 3c: 50 Mixed PDL - Itchen Catchment Area

Development Scenario	50 Mixed
Typical Site Type	PDL
Catchment Area	Itchen
Net Land Area (ha)	0.91
Gross Land Area (ha)	1.05
Site Density (dph)	55

30% Affordable Housing	CIL Zone 2 £168.10 (Winchester Town)					CIL Zone 3 £112.06 (Market Towns and Rural Areas)				
	Base FHS 2021 Part L	Option A FHS 2025	Option C LETI	Option B Reduced Fabric	Option C.1 LETI without PVs	Base FHS 2021 Part L	Option A FHS 2025	Option C LETI	Option B Reduced Fabric	Option C.1 LETI without PVs
	Residual Land Value (£)					Residual Land Value (£)				
VL1 £4,000/sq. m	£991,006	£965,070	£682,245	£725,472	£806,985	£1,149,242	£1,123,306	£840,481	£883,707	£965,220
VL2 £4,250/sq. m	£1,555,722	£1,529,786	£1,246,961	£1,290,187	£1,371,700	£1,713,958	£1,688,022	£1,405,196	£1,448,423	£1,529,936
VL3 £4,500/sq. m	£2,120,438	£2,094,502	£1,811,676	£1,854,903	£1,936,416	£2,278,674	£2,252,738	£1,969,912	£2,013,139	£2,094,652
VL4 £4,750/sq. m	£2,685,154	£2,659,218	£2,376,392	£2,419,619	£2,501,132	£2,843,389	£2,817,454	£2,534,628	£2,577,855	£2,659,368
VL5 £5,000/sq. m	£3,249,870	£3,223,934	£2,941,108	£2,984,335	£3,065,843	£3,408,105	£3,382,169	£3,099,344	£3,142,570	£3,224,083
VL6 £5,250/sq. m	£3,814,585	£3,788,649	£3,505,824	£3,549,050	£3,630,563	£3,972,819	£3,946,884	£3,664,059	£3,707,286	£3,788,799
VL7 £5,500/sq. m	£4,380,883	£4,354,947	£4,072,121	£4,115,348	£4,196,859	£4,539,119	£4,513,183	£4,230,350	£4,273,584	£4,355,097
VL8 £5,750/sq. m	£4,945,599	£4,919,663	£4,636,837	£4,680,064	£4,761,577	£5,103,834	£5,077,898	£4,795,073	£4,838,299	£4,919,813
VL9 £6,000/sq. m	£5,510,314	£5,484,378	£5,201,553	£5,244,780	£5,326,293	£5,668,550	£5,642,614	£5,359,789	£5,403,015	£5,484,528
VL10 £6,500/sq. m	£6,639,746	£6,613,810	£6,330,984	£6,374,211	£6,455,724	£6,797,982	£6,772,046	£6,489,220	£6,532,447	£6,613,960
VL10 £7,000/sq. m	£7,769,177	£7,743,242	£7,460,416	£7,503,643	£7,585,156	£7,927,413	£7,901,477	£7,618,652	£7,661,878	£7,743,391
	Residual Land Value (£/ha)					Residual Land Value (£/ha)				
VL1 £4,000/sq. m	£943,816	£919,115	£649,757	£690,925	£768,557	£1,094,516	£1,069,815	£800,458	£841,626	£919,257
VL2 £4,250/sq. m	£1,481,640	£1,456,939	£1,187,582	£1,228,750	£1,306,381	£1,632,341	£1,607,640	£1,338,282	£1,379,450	£1,457,082
VL3 £4,500/sq. m	£2,019,465	£1,994,764	£1,725,406	£1,766,574	£1,844,206	£2,170,165	£2,145,465	£1,876,107	£1,917,275	£1,994,907
VL4 £4,750/sq. m	£2,557,289	£2,532,588	£2,263,231	£2,304,399	£2,382,030	£2,707,990	£2,683,289	£2,413,931	£2,455,100	£2,532,731
VL5 £5,000/sq. m	£3,095,114	£3,070,413	£2,801,055	£2,842,223	£2,919,851	£3,245,815	£3,221,114	£2,951,756	£2,992,924	£3,070,556
VL6 £5,250/sq. m	£3,632,938	£3,608,237	£3,338,880	£3,380,048	£3,457,679	£3,783,637	£3,758,937	£3,489,580	£3,530,749	£3,608,380
VL7 £5,500/sq. m	£4,172,269	£4,147,569	£3,878,211	£3,919,379	£3,997,009	£4,322,970	£4,298,269	£4,028,905	£4,070,080	£4,147,711
VL8 £5,750/sq. m	£4,710,094	£4,685,393	£4,416,035	£4,457,204	£4,534,835	£4,860,795	£4,836,094	£4,566,736	£4,607,904	£4,685,536
VL9 £6,000/sq. m	£5,247,919	£5,223,218	£4,953,860	£4,995,028	£5,072,660	£5,398,619	£5,373,918	£5,104,561	£5,145,729	£5,224,360
VL10 £6,500/sq. m	£6,323,568	£6,298,867	£6,029,509	£6,070,677	£6,148,309	£6,474,268	£6,449,567	£6,180,210	£6,221,378	£6,299,009
VL10 £7,000/sq. m	£7,399,217	£7,374,516	£7,105,158	£7,146,326	£7,223,958	£7,549,917	£7,525,216	£7,255,859	£7,297,027	£7,374,658

40% Affordable Housing	CIL Zone 2 £168.10 (Winchester Town)					CIL Zone 3 £112.06 (Market Towns and Rural Areas)				
	Base FHS 2021 Part L	Option A FHS 2025	Option C LETI	Option B Reduced Fabric Performance	Option C.1 LETI without PVs	Base FHS 2021 Part L	Option A FHS 2025	Option C LETI	Option B Reduced Fabric Performance	Option C.1 LETI without PVs
	Residual Land Value (£)					Residual Land Value (£)				
VL1 £4,000/sq. m	£667,413	£642,076	£365,778	£408,007	£487,639	£803,044	£777,706	£501,409	£543,638	£623,269
VL2 £4,250/sq. m	£1,172,355	£1,147,018	£870,721	£912,950	£992,581	£1,307,986	£1,282,649	£1,006,351	£1,048,580	£1,128,212
VL3 £4,500/sq. m	£1,677,298	£1,651,961	£1,375,663	£1,417,892	£1,497,523	£1,812,928	£1,787,591	£1,511,294	£1,553,522	£1,633,154
VL4 £4,750/sq. m	£2,182,240	£2,156,903	£1,880,605	£1,922,834	£2,002,466	£2,317,871	£2,292,534	£2,016,236	£2,058,465	£2,138,096
VL5 £5,000/sq. m	£2,687,183	£2,661,846	£2,385,548	£2,427,777	£2,507,408	£2,822,813	£2,797,476	£2,521,178	£2,563,407	£2,643,039
VL6 £5,250/sq. m	£3,192,125	£3,166,788	£2,890,490	£2,932,719	£3,012,351	£3,327,756	£3,302,418	£3,026,118	£3,068,344	£3,147,981
VL7 £5,500/sq. m	£3,698,488	£3,673,152	£3,396,847	£3,439,076	£3,518,707	£3,834,112	£3,808,775	£3,532,478	£3,574,714	£3,654,338
VL8 £5,750/sq. m	£4,203,424	£4,178,087	£3,901,794	£3,944,021	£4,023,650	£4,339,055	£4,313,717	£4,037,420	£4,079,649	£4,159,280
VL9 £6,000/sq. m	£4,708,366	£4,683,029	£4,406,732	£4,448,961	£4,528,592	£4,843,997	£4,818,660	£4,542,362	£4,584,591	£4,664,223
VL10 £6,500/sq. m	£5,718,251	£5,692,914	£5,416,616	£5,458,845	£5,538,477	£5,853,882	£5,828,544	£5,552,247	£5,594,476	£5,674,107
VL10 £7,000/sq. m	£6,728,136	£6,702,799	£6,426,501	£6,468,730	£6,548,361	£6,863,766	£6,838,429	£6,562,132	£6,604,361	£6,683,992
	Residual Land Value (£/ha)					Residual Land Value (£/ha)				
VL1 £4,000/sq. m	£635,632	£611,501	£348,360	£388,578	£464,418	£764,804	£740,673	£477,532	£517,750	£593,590
VL2 £4,250/sq. m	£1,116,529	£1,092,398	£829,258	£869,476	£945,315	£1,245,701	£1,221,570	£958,430	£998,648	£1,074,487
VL3 £4,500/sq. m	£1,597,427	£1,573,296	£1,310,155	£1,350,373	£1,426,213	£1,726,599	£1,702,468	£1,439,327	£1,479,545	£1,555,385
VL4 £4,750/sq. m	£2,078,324	£2,054,193	£1,791,053	£1,831,271	£1,907,110	£2,207,496	£2,183,365	£1,920,225	£1,960,443	£2,036,282
VL5 £5,000/sq. m	£2,559,222	£2,535,091	£2,271,950	£2,312,168	£2,388,008	£2,688,394	£2,664,263	£2,401,122	£2,441,340	£2,517,180
VL6 £5,250/sq. m	£3,040,119	£3,015,988	£2,752,848	£2,793,066	£2,868,905	£3,169,291	£3,145,160	£2,882,017	£2,922,233	£2,998,077
VL7 £5,500/sq. m	£3,522,370	£3,498,240	£3,235,092	£3,275,310	£3,351,150	£3,651,536	£3,627,405	£3,364,264	£3,404,489	£3,480,322
VL8 £5,750/sq. m	£4,003,261	£3,979,130	£3,715,994	£3,756,211	£3,832,047	£4,132,433	£4,108,302	£3,845,162	£3,885,380	£3,961,219
VL9 £6,000/sq. m	£4,484,159	£4,460,028	£4,196,887	£4,237,105	£4,312,945	£4,613,331	£4,589,200	£4,326,059	£4,366,277	£4,442,117
VL10 £6,500/sq. m	£5,445,954	£5,421,823	£5,158,682	£5,198,900	£5,274,740	£5,575,125	£5,550,995	£5,287,854	£5,328,072	£5,403,912
VL10 £7,000/sq. m	£6,407,748	£6,383,618	£6,120,477	£6,160,695	£6,236,535	£6,536,920	£6,512,790	£6,249,649	£6,289,867	£6,365,707

Key:

Indicative non-viability	RLV beneath Viability Test Range 1 (RLV <£1,200,000/ha)
Potential viability on lower value PDL	Viability Test Range 2 (RLV £1,200,000 to £2,500,000/ha)
Viability indications - Medium value PDL	Viability Test Range 3 (RLV £2,500,000 to £4,500,000/ha)
Viability indications on higher value PDL	Viability Test Range 4 (>RLV £4,500,000/ha)

BLV Notes:

EUV+ £/ha	Notes - BLVs representative of sites in range of existing uses
£1,200,000	Low-grade PDL (e.g. former community uses, yards, workshops etc.)
£2,500,000	Typical/medium PDL - Industrial /Commercial
£4,500,000	Upper PDL Benchmark/Residential land values



Winchester City Council - Appendix III - Local Plan Viability Assessment  
Residential Indications: Table 3d: 50 Mixed PDL - East Hampshire Catchment Area

Development Scenario	50 Mixed
Typical Site Type	PDL
Catchment Area	East Hampshire
Net Land Area (ha)	0.91
Gross Land Area (ha)	1.05
Site Density (dph)	55

30% Affordable Housing	CIL Zone 2 £168.10 (Winchester Town)					CIL Zone 3 £112.06 (Market Towns and Rural Areas)				
	Base FHS 2021 Part L	Option A FHS 2025	Option C LETI	Option B Reduced Fabric	Option C.1 LETI without PVs	Base FHS 2021 Part L	Option A FHS 2025	Option C LETI	Option B Reduced Fabric	Option C.1 LETI without PVs
	Residual Land Value (£)					Residual Land Value (£)				
VL1 £4,000/sq. m	£1,480,936	£1,455,000	£1,172,174	£1,215,401	£1,296,914	£1,639,172	£1,613,236	£1,330,410	£1,373,637	£1,455,150
VL2 £4,250/sq. m	£2,045,652	£2,019,716	£1,736,890	£1,780,117	£1,861,630	£2,203,887	£2,177,951	£1,895,126	£1,938,352	£2,019,866
VL3 £4,500/sq. m	£2,610,367	£2,584,431	£2,301,606	£2,344,833	£2,426,346	£2,768,603	£2,742,667	£2,459,842	£2,503,068	£2,584,581
VL4 £4,750/sq. m	£3,175,083	£3,149,147	£2,866,322	£2,909,548	£2,991,056	£3,333,319	£3,307,383	£3,024,557	£3,067,784	£3,149,297
VL5 £5,000/sq. m	£3,739,799	£3,713,863	£3,431,037	£3,474,264	£3,555,777	£3,898,028	£3,872,094	£3,589,273	£3,632,500	£3,714,013
VL6 £5,250/sq. m	£4,304,515	£4,278,579	£3,995,753	£4,038,978	£4,120,487	£4,462,750	£4,436,815	£4,153,989	£4,197,216	£4,278,729
VL7 £5,500/sq. m	£4,870,812	£4,844,876	£4,562,051	£4,605,277	£4,686,790	£5,029,048	£5,003,112	£4,720,287	£4,763,513	£4,845,026
VL8 £5,750/sq. m	£5,435,534	£5,409,599	£5,126,767	£5,169,993	£5,251,506	£5,593,764	£5,567,828	£5,285,002	£5,328,229	£5,409,742
VL9 £6,000/sq. m	£6,000,244	£5,974,308	£5,691,485	£5,734,710	£5,816,222	£6,158,480	£6,132,544	£5,849,718	£5,892,945	£5,974,458
VL10 £6,500/sq. m	£7,129,675	£7,103,739	£6,820,914	£6,864,140	£6,945,654	£7,287,911	£7,261,975	£6,979,150	£7,022,376	£7,103,889
VL10 £7,000/sq. m	£8,259,107	£8,233,171	£7,950,345	£7,993,572	£8,075,085	£8,417,342	£8,391,407	£8,108,581	£8,151,808	£8,233,321
	Residual Land Value (£/ha)					Residual Land Value (£/ha)				
VL1 £4,000/sq. m	£1,410,415	£1,385,714	£1,116,357	£1,157,525	£1,235,156	£1,561,116	£1,536,415	£1,267,057	£1,308,225	£1,385,857
VL2 £4,250/sq. m	£1,948,240	£1,923,539	£1,654,181	£1,695,349	£1,772,981	£2,098,940	£2,074,239	£1,804,882	£1,846,050	£1,923,681
VL3 £4,500/sq. m	£2,486,064	£2,461,363	£2,182,006	£2,223,174	£2,301,805	£2,626,765	£2,602,064	£2,327,006	£2,368,174	£2,446,506
VL4 £4,750/sq. m	£3,023,889	£2,999,188	£2,729,830	£2,770,998	£2,848,625	£3,174,589	£3,149,889	£2,875,031	£2,916,200	£2,994,331
VL5 £5,000/sq. m	£3,561,713	£3,537,012	£3,267,655	£3,308,823	£3,386,454	£3,712,408	£3,687,708	£3,412,351	£3,453,520	£3,531,151
VL6 £5,250/sq. m	£4,099,538	£4,074,837	£3,805,479	£3,846,646	£3,924,274	£4,250,239	£4,225,538	£3,956,180	£3,997,348	£4,074,980
VL7 £5,500/sq. m	£4,638,869	£4,614,168	£4,344,810	£4,385,979	£4,463,610	£4,789,570	£4,764,869	£4,495,511	£4,536,679	£4,614,311
VL8 £5,750/sq. m	£5,176,699	£5,151,999	£4,882,635	£4,923,803	£5,001,435	£5,327,394	£5,302,693	£5,033,336	£5,074,504	£5,152,135
VL9 £6,000/sq. m	£5,714,518	£5,689,817	£5,420,462	£5,461,628	£5,539,259	£5,865,219	£5,840,518	£5,571,160	£5,612,328	£5,689,960
VL10 £6,500/sq. m	£6,790,167	£6,765,466	£6,496,108	£6,537,277	£6,614,908	£6,940,868	£6,916,167	£6,646,809	£6,687,977	£6,765,609
VL10 £7,000/sq. m	£7,865,816	£7,841,115	£7,571,758	£7,612,926	£7,690,557	£8,016,517	£7,991,816	£7,722,458	£7,763,626	£7,841,258

40% Affordable Housing	CIL Zone 2 £168.10 (Winchester Town)					CIL Zone 3 £112.06 (Market Towns and Rural Areas)				
	Base FHS 2021 Part L	Option A FHS 2025	Option C LETI	Option B Reduced Fabric Performance	Option C.1 LETI without PVs	Base FHS 2021 Part L	Option A FHS 2025	Option C LETI	Option B Reduced Fabric Performance	Option C.1 LETI without PVs
	Residual Land Value (£)					Residual Land Value (£)				
VL1 £4,000/sq. m	£1,157,343	£1,132,005	£855,708	£897,937	£977,568	£1,292,973	£1,267,636	£991,338	£1,033,567	£1,113,199
VL2 £4,250/sq. m	£1,662,285	£1,636,948	£1,360,650	£1,402,879	£1,482,511	£1,797,916	£1,772,578	£1,496,281	£1,538,510	£1,618,141
VL3 £4,500/sq. m	£2,167,227	£2,141,890	£1,865,592	£1,907,821	£1,987,453	£2,302,858	£2,277,521	£2,001,223	£2,043,452	£2,123,084
VL4 £4,750/sq. m	£2,672,170	£2,646,832	£2,370,535	£2,412,764	£2,492,395	£2,807,800	£2,782,463	£2,506,165	£2,548,394	£2,628,026
VL5 £5,000/sq. m	£3,177,112	£3,151,775	£2,875,477	£2,917,706	£2,997,332	£3,312,749	£3,287,412	£3,011,108	£3,053,337	£3,132,968
VL6 £5,250/sq. m	£3,682,056	£3,656,720	£3,380,420	£3,422,648	£3,502,280	£3,817,685	£3,792,348	£3,516,055	£3,558,279	£3,637,911
VL7 £5,500/sq. m	£4,188,411	£4,163,074	£3,886,776	£3,929,005	£4,008,637	£4,324,042	£4,298,704	£4,022,407	£4,064,636	£4,144,267
VL8 £5,750/sq. m	£4,693,354	£4,668,016	£4,391,719	£4,433,948	£4,513,579	£4,828,984	£4,803,647	£4,527,349	£4,569,578	£4,649,210
VL9 £6,000/sq. m	£5,198,296	£5,172,959	£4,896,661	£4,938,890	£5,018,522	£5,333,926	£5,308,589	£5,032,292	£5,074,521	£5,154,152
VL10 £6,500/sq. m	£6,208,181	£6,182,843	£5,906,546	£5,948,775	£6,028,406	£6,343,811	£6,318,474	£6,042,176	£6,084,405	£6,164,037
VL10 £7,000/sq. m	£7,218,065	£7,192,728	£6,916,430	£6,958,659	£7,038,291	£7,353,696	£7,328,359	£7,052,061	£7,094,290	£7,173,922
	Residual Land Value (£/ha)					Residual Land Value (£/ha)				
VL1 £4,000/sq. m	£1,102,231	£1,078,100	£814,960	£855,178	£931,017	£1,231,403	£1,207,272	£944,132	£984,350	£1,060,189
VL2 £4,250/sq. m	£1,583,128	£1,558,998	£1,295,857	£1,336,075	£1,411,915	£1,712,300	£1,688,170	£1,425,029	£1,465,247	£1,541,087
VL3 £4,500/sq. m	£2,064,026	£2,039,895	£1,776,755	£1,816,973	£1,892,812	£2,193,198	£2,169,067	£1,905,927	£1,946,145	£2,021,984
VL4 £4,750/sq. m	£2,544,923	£2,520,793	£2,257,652	£2,297,870	£2,373,710	£2,674,096	£2,649,965	£2,386,824	£2,427,042	£2,502,882
VL5 £5,000/sq. m	£3,025,821	£3,001,690	£2,738,550	£2,778,768	£2,854,602	£3,154,999	£3,130,869	£2,867,722	£2,907,940	£2,983,779
VL6 £5,250/sq. m	£3,506,720	£3,482,590	£3,219,447	£3,259,665	£3,335,505	£3,635,891	£3,611,760	£3,348,624	£3,388,837	£3,464,677
VL7 £5,500/sq. m	£3,988,963	£3,964,832	£3,701,692	£3,741,910	£3,817,749	£4,118,135	£4,094,004	£3,830,864	£3,871,082	£3,946,921
VL8 £5,750/sq. m	£4,469,861	£4,445,730	£4,182,589	£4,222,807	£4,298,647	£4,599,033	£4,574,902	£4,311,761	£4,351,979	£4,427,819
VL9 £6,000/sq. m	£4,950,758	£4,926,627	£4,663,487	£4,703,705	£4,779,544	£5,079,930	£5,055,799	£4,792,659	£4,832,877	£4,908,716
VL10 £6,500/sq. m	£5,912,553	£5,888,422	£5,625,282	£5,665,500	£5,741,339	£6,041,725	£6,017,594	£5,754,454	£5,794,672	£5,870,511
VL10 £7,000/sq. m	£6,874,348	£6,850,217	£6,587,077	£6,627,295	£6,703,134	£7,003,520	£6,979,389	£6,716,249	£6,756,467	£6,832,306

Key:

Indicative non-viability	RLV beneath Viability Test Range 1 (RLV <£1,200,000/ha)
Potential viability on lower value PDL	Viability Test Range 2 (RLV £1,200,000 to £2,500,000/ha)
Viability indications - Medium value PDL	Viability Test Range 3 (RLV £2,500,000 to £4,500,000/ha)
Viability indications on higher value PDL	Viability Test Range 4 (>RLV £4,500,000/ha)

BLV Notes:

EUV+ £/ha	Notes - BLVs representative of sites in range of existing uses
£1,200,000	Low-grade PDL (e.g. former community uses, yards, workshops etc.)
£2,500,000	Typical/medium PDL - Industrial/Commercial
£4,500,000	Upper PDL Benchmark/Residential land values

**Winchester City Council - Appendix III - Local Plan Viability Assessment**  
**Residential Indications: Table 3e: Summary Results Analysis**

30% Affordable Housing  50 Mixed Greenfield <i>(assuming £500,000/ha BLV)</i>	Itchen Catchment Area				East Hampshire Catchment Area			
	CIL Zone 2 Winchester Town		CIL Zone 3 Market Towns & Rural Areas		CIL Zone 2 Winchester Town		CIL Zone 3 Market Towns & Rural Areas	
	VL4	VL5	VL3	VL4	VL4	VL5	VL3	VL4
	£4,750/sq.m.	£5,000/sq.m.	£4,500/sq.m.	£4,750/sq.m.	£4,750/sq.m.	£5,000/sq.m.	£4,500/sq.m.	£4,750/sq.m.
	RLV/ha		RLV/ha		RLV/ha		RLV/ha	
Base	£1.07m/ha <i>(viable)</i>	£1.37m/ha <i>(viable)</i>	£865k/ha <i>(viable)</i>	£1.16m/ha <i>(viable)</i>	£1.33m/ha <i>(viable)</i>	£1.63m/ha <i>(viable)</i>	£1.12m/ha <i>(viable)</i>	£1.42m/ha <i>(viable)</i>
FHS 2021 Part L								
Option A	£1.06m/ha <i>(viable)</i>	£1.36m/ha <i>(viable)</i>	£850k/ha <i>(viable)</i>	£1.14m/ha <i>(viable)</i>	£1.32m/ha <i>(viable)</i>	£1.62m/ha <i>(viable)</i>	£1.11m/ha <i>(viable)</i>	£1.40m/ha <i>(viable)</i>
FHS 2025								
Option C	£920k/ha <i>(viable)</i>	£1.21m/ha <i>(viable)</i>	£700k/ha <i>(viable)</i>	£1m/ha <i>(viable)</i>	£1.17m/ha <i>(viable)</i>	£1.47m/ha <i>(viable)</i>	£960k/ha <i>(viable)</i>	£1.25m/ha <i>(viable)</i>
LETI								
Option B	£940k/ha <i>(viable)</i>	£1.23m/ha <i>(viable)</i>	£725k/ha <i>(viable)</i>	£1.02m/ha <i>(viable)</i>	£1.19m/ha <i>(viable)</i>	£1.49m/ha <i>(viable)</i>	£985k/ha <i>(viable)</i>	£1.28m/ha <i>(viable)</i>
Reduced Fabric Performance								
Option C.1	£980k/ha <i>(viable)</i>	£1.28m/ha <i>(viable)</i>	£770k/ha <i>(viable)</i>	£1.06m/ha <i>(viable)</i>	£1.25m/ha <i>(viable)</i>	£1.55m/ha <i>(viable)</i>	£1.03m/ha <i>(viable)</i>	£1.33m/ha <i>(viable)</i>
LETI without PVs								

40% Affordable Housing  50 Mixed Greenfield <i>(assuming £500,000/ha BLV)</i>	Itchen Catchment Area				East Hampshire Catchment Area			
	CIL Zone 2 Winchester Town		CIL Zone 3 Market Towns & Rural Areas		CIL Zone 2 Winchester Town		CIL Zone 3 Market Towns & Rural Areas	
	VL4	VL5	VL3	VL4	VL4	VL5	VL3	VL4
	£4,750/sq.m.	£5,000/sq.m.	£4,500/sq.m.	£4,750/sq.m.	£4,750/sq.m.	£5,000/sq.m.	£4,500/sq.m.	£4,750/sq.m.
	RLV/ha		RLV/ha		RLV/ha		RLV/ha	
Base	£820k/ha <i>(viable)</i>	£1.1m/ha <i>(viable)</i>	£625k/ha <i>(marginal&gt;viable)</i>	£890k/ha <i>(viable)</i>	£1.07m/ha <i>(viable)</i>	£1.34m/ha <i>(viable)</i>	£880k/ha <i>(viable)</i>	£1.15m/ha <i>(viable)</i>
FHS 2021 Part L								
Option A	£800k/ha <i>(viable)</i>	£1.05m/ha <i>(viable)</i>	£610k/ha <i>(marginal&gt;viable)</i>	£875k/ha <i>(viable)</i>	£1.06m/ha <i>(viable)</i>	£1.32m/ha <i>(viable)</i>	£870k/ha <i>(viable)</i>	£1.13m/ha <i>(viable)</i>
FHS 2025								
Option C	£660k/ha <i>(marginal&gt;viable)</i>	£925k/ha <i>(viable)</i>	£465k/ha <i>(non-viable)</i>	£730k/ha <i>(viable)</i>	£915k/ha <i>(viable)</i>	£1.18m/ha <i>(viable)</i>	£720k/ha <i>(viable)</i>	£990k/ha <i>(viable)</i>
LETI								
Option B	£680k/ha <i>(marginal&gt;viable)</i>	£945k/ha <i>(viable)</i>	£485k/ha <i>(non-viable)</i>	£750k/ha <i>(viable)</i>	£940k/ha <i>(viable)</i>	£1.20m/ha <i>(viable)</i>	£745k/ha <i>(viable)</i>	£1.01m/ha <i>(viable)</i>
Reduced Fabric Performance								
Option C.1	£720k/ha <i>(viable)</i>	£990k/ha <i>(viable)</i>	£530k/ha <i>(marginal&gt;non-viable)</i>	£795k/ha <i>(viable)</i>	£980k/ha <i>(viable)</i>	£1.24m/ha <i>(viable)</i>	£785k/ha <i>(viable)</i>	£1.05m/ha <i>(viable)</i>
LETI without PVs								

30% Affordable Housing  50 Mixed PDL <i>(assuming £1.2m-£4.5m/ha BLV)</i>	Itchen Catchment Area				East Hampshire Catchment Area			
	CIL Zone 2 Winchester Town		CIL Zone 3 Market Towns & Rural Areas		CIL Zone 2 Winchester Town		CIL Zone 3 Market Towns & Rural Areas	
	VL4	VL5	VL3	VL4	VL4	VL5	VL3	VL4
	£4,750/sq.m.	£5,000/sq.m.	£4,500/sq.m.	£4,750/sq.m.	£4,750/sq.m.	£5,000/sq.m.	£4,500/sq.m.	£4,750/sq.m.
	RLV/ha		RLV/ha		RLV/ha		RLV/ha	
Base	£2.55m/ha <i>(viable)</i>	£3.10m/ha <i>(viable)</i>	£2.17m/ha <i>(marginal&gt;viable)</i>	£2.70m/ha <i>(viable)</i>	£3.02m/ha <i>(viable)</i>	£3.56m/ha <i>(viable)</i>	£2.63m/ha <i>(viable)</i>	£3.17m/ha <i>(viable)</i>
FHS 2021 Part L								
Option A	£2.53m/ha <i>(viable)</i>	£3.07m/ha <i>(viable)</i>	£2.14m/ha <i>(marginal&gt;viable)</i>	£2.68m/ha <i>(viable)</i>	£2.99m/ha <i>(viable)</i>	£3.53m/ha <i>(viable)</i>	£2.61m/ha <i>(viable)</i>	£3.14m/ha <i>(viable)</i>
FHS 2025								
Option C	£2.26m/ha <i>(marginal&gt;viable)</i>	£2.80m/ha <i>(viable)</i>	£1.87m/ha <i>(marginal)</i>	£2.41m/ha <i>(viable)</i>	£2.72m/ha <i>(viable)</i>	£3.26m/ha <i>(viable)</i>	£2.34m/ha <i>(marginal&gt;viable)</i>	£2.88m/ha <i>(viable)</i>
LETI								
Option B	£2.30m/ha <i>(marginal&gt;viable)</i>	£2.84m/ha <i>(viable)</i>	£1.91m/ha <i>(marginal)</i>	£2.45m/ha <i>(viable)</i>	£2.77m/ha <i>(viable)</i>	£3.30m/ha <i>(viable)</i>	£2.38m/ha <i>(marginal&gt;viable)</i>	£2.92m/ha <i>(viable)</i>
Reduced Fabric Performance								
Option C.1	£2.38m/ha <i>(marginal&gt;viable)</i>	£2.92m/ha <i>(viable)</i>	£1.99m/ha <i>(marginal)</i>	£2.53m/ha <i>(viable)</i>	£2.84m/ha <i>(viable)</i>	£3.38m/ha <i>(viable)</i>	£2.46m/ha <i>(marginal&gt;viable)</i>	£2.99m/ha <i>(viable)</i>
LETI without PVs								

40% Affordable Housing  50 Mixed PDL <i>(assuming £1.2m-£4.5m/ha BLV)</i>	Itchen Catchment Area				East Hampshire Catchment Area			
	CIL Zone 2 Winchester Town		CIL Zone 3 Market Towns & Rural Areas		CIL Zone 2 Winchester Town		CIL Zone 3 Market Towns & Rural Areas	
	VL4	VL5	VL3	VL4	VL4	VL5	VL3	VL4
	£4,750/sq.m.	£5,000/sq.m.	£4,500/sq.m.	£4,750/sq.m.	£4,750/sq.m.	£5,000/sq.m.	£4,500/sq.m.	£4,750/sq.m.
	RLV/ha		RLV/ha		RLV/ha		RLV/ha	
Base	£2.07m/ha <i>(marginal&gt;viable)</i>	£2.55m/ha <i>(viable)</i>	£1.72m/ha <i>(marginal)</i>	£2.20m/ha <i>(marginal&gt;viable)</i>	£2.54m/ha <i>(viable)</i>	£3.02m/ha <i>(viable)</i>	£2.19m/ha <i>(marginal&gt;viable)</i>	£2.67m/ha <i>(viable)</i>
FHS 2021 Part L								
Option A	£2.05m/ha <i>(marginal&gt;viable)</i>	£2.53m/ha <i>(viable)</i>	£1.70m/ha <i>(marginal)</i>	£2.18m/ha <i>(marginal&gt;viable)</i>	£2.52m/ha <i>(viable)</i>	£3m/ha <i>(viable)</i>	£2.16m/ha <i>(marginal&gt;viable)</i>	£2.64m/ha <i>(viable)</i>
FHS 2025								
Option C	£1.79m/ha <i>(marginal)</i>	£2.27m/ha <i>(marginal&gt;viable)</i>	£1.43m/ha <i>(marginal)</i>	£1.92m/ha <i>(marginal)</i>	£2.25m/ha <i>(marginal&gt;viable)</i>	£2.78m/ha <i>(viable)</i>	£1.90m/ha <i>(marginal)</i>	£2.38m/ha <i>(marginal&gt;viable)</i>
LETI								
Option B	£1.83m/ha <i>(marginal)</i>	£2.31m/ha <i>(marginal&gt;viable)</i>	£1.47m/ha <i>(marginal)</i>	£1.96m/ha <i>(marginal)</i>	£2.29m/ha <i>(marginal&gt;viable)</i>	£2.77m/ha <i>(viable)</i>	£1.94m/ha <i>(marginal)</i>	£2.42m/ha <i>(marginal&gt;viable)</i>
Reduced Fabric Performance								
Option C.1	£1.90m/ha <i>(marginal)</i>	£2.38m/ha <i>(marginal&gt;viable)</i>	£1.55m/ha <i>(marginal)</i>	£2.03m/ha <i>(marginal&gt;viable)</i>	£2.37m/ha <i>(marginal&gt;viable)</i>	£2.85m/ha <i>(viable)</i>	£2.02m/ha <i>(marginal&gt;viable)</i>	£2.5m/ha <i>(marginal&gt;viable)</i>
LETI without PVs								