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For: Havant Borough Council

**Appendix III – Final v8
Market Values & Assumptions
Research**

Whole Plan & CIL Viability Study

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Notes:

CoStar property resource extracts for research base follow the above.

1.0 Introduction

- 1.1 Referred to within DSP's Viability Assessment main report, this document – Appendix III - provides an overview of the research undertaken into property values (commercial and residential), land values, general market commentary and wider economic conditions. Collectively, this research aims to help inform the assumptions setting for the residential and commercial appraisals and provides background evidence by building a picture of values and the variation of those within the Havant Borough context.
- 1.2 This report will also provide the Council with an indication of the type and sources of data that it could monitor – revisit and update to further inform its ongoing work where necessary in the future. Doing so would provide valuable context for monitoring the delivery subsequent to setting policy positions and aspirations.
- 1.3 It should be acknowledged that this is high level work and a great deal of variance may be seen in practice from one development to another (with site-specific characteristics). This data gathering process adopted by DSP involves the review of a range of information sources, so as to inform an overview that is relevant to and appropriate for the project context. The aim here is to consider changes and trends and therefore enable us to assess with the Council an updated context picture so far as is suitable and practically possible.
- 1.4 This Appendix uses a range of extracts and quotes (shown *in italic text* to distinguish those externally sourced information from DSP's commentary and context / analysis), with sources acknowledged.

2.0 Economic / Housing Market Context

Bank of England

2.1 The current official Bank Rate (Base Rate) has reduced the Base Rate from 0.5% to 0.25% since early August 2016. The Agent's Summary of Business Conditions (as of August 2017) stated:

- *'Consumer spending growth had eased slightly further in values terms. Manufacturing output growth had risen again, with exports supported by the past fall in sterling. Investment intentions were consistent with modest growth in spending over the year ahead.*
- *Recruitment difficulties had edged higher and broadened slightly. Pay awards were clustered around 2%–3%.*
- *Consumer goods price inflation had picked up further, largely reflecting the effects of the past fall in sterling feeding through into retail prices. Consumer services price inflation had also edged higher.*

2.2 Update Autumn 2018 - The official Bank Rate (Base Rate) was increased from 0.5% to 0.75% in August 2018, for the second time since August 2016. The Agent's Summary of Business Conditions (as of September 2018) states:

- *'Consumer spending growth ticked up, boosted by the warmer weather, but remained modest.*
- *Rising uncertainty, mostly related to concerns around Brexit, contributed to a slight softening in investment intentions.*
- *Export and domestic manufacturing output growth slowed modestly, but remained above average.*
- *Recruitment difficulties remained elevated; average pay settlements were a little higher than a year ago.'*

Office for National Statistics (ONS) – House Price Index (September 2017)

2.2 The following extracts provide a high-level summary of the UK HPI for September 2017:

- *‘Average house prices in the UK have increased by 5.1% in the year to July 2017 (unchanged from June 2017). The annual growth rate has slowed since mid-2016 but has remained broadly around 5% during 2017.*
- *The average UK house price was £226,000 in July 2017. This is £11,000 higher than in July 2016 and £2000 higher than last month.*
- *The main contribution to the increase in the UK house prices came from England, where house prices increased by 5.4% over the year to July 2017, with the average price in England now £243,000. Wales saw house prices increase by 3.1% over the last 12 months to stand at £151,000. In Scotland, the average price increased by 4.8% over the year to stand at £149,000. The average price in Northern Ireland currently stands at £129,000, an increase of 4.4% over the year to Quarter 2 (Apr to Jun) 2017.*
- *On a regional basis, London continues to be the region with the highest average house price at £489,000, followed by the South East and the East of England, which stand at £321,000 and £290,000 respectively. The lowest average price continues to be in the North East at £133,000.’*

2.3 Update in Autumn 2018 - The following extracts provide a high-level summary of the UK HPI for July 2018 (published 19 September 2018): -

- *‘Average house prices in the UK have increased by 4.4% in the year to February 2018 (down from 4.7% in January 2018). The annual growth rate has slowed since mid-2016 but has remained generally under 5% throughout 2017 and into 2018. Average house prices in the UK decreased by 0.1% on the month.*
- *The average UK house price was £225,000 in February 2018. This is £9,000 higher than in February 2017 and broadly unchanged from last month.*
- *The main contribution to the increase in UK house prices came from England, where house prices increased by 4.1% over the year to February 2018, with the average price in England now £242,000.*
- *On a regional basis the South East stood at £322,000 on average.*

Land Registry

2.3 The **September 2017 Land Registry House Price Index Report** (published 14th November 2017) provided the following information, in summary, in terms of market trends:

2.4 Report headlines for September 2017:

- *the average price of a property in the UK was £226,367*
- *the annual price change for a property in the UK was 5.4%*
- *the monthly price change for a property in the UK was 0.4%*
- *the monthly index figure for the UK was 118.7*

2.5 Economic Statement:

- *'UK House prices grew by 5.4% in the year to September 2017, experiencing an increase of 0.6% percentage points from August 2017.*
- *In terms of housing demand, the Royal Institution of Chartered Surveyors' (RICS) residential market survey for September 2017 reported that new buyer enquiries fell during September, as a net balance of -20% more respondents noted a fall in demand. Not only does this extend a sequence of negative readings into a six month, it also represents the weakest figure since July 2016.*
- *The UK Property Transaction Statistics showed that the number of seasonally adjusted transactions on UK properties with a value of £40,000 or greater has increased by 4.6% between September 2016 and September 2017. However, comparing September 2017 with August 2017, the number of seasonally adjusted property transactions has decreased by 1.8%.*
- *Looking closer at the regional level of the UK, the highest annual growth was in the East Midlands (7.5%) while the slowest annual growth was London (2.8%) in the 12 months to July 2017. This is the 8th consecutive month when house price growth in London has remained below the UK average.'*
- *According to the bank of England Agent's summary business conditions reported that supply and demand appeared to be broadly in balance across the overall market.*

Demand had proved more resilient in the new-build sector and the help to buy scheme was regarded as crucial to sustaining demand among first-time buyers.

- *Looking more closely at regional levels of the UK, the largest annual growth was in the North West at 7.3% up from 5% in August 2017/ the slowest annual growth was in London at 2.5%. This is the 10th consecutive month where the growth in London house priced has remained below the UK average.*
- *On the supply side, RICS reported than new instructions to sell were more or less stable for the second report running, having declined continuously over the past 18 months. RICS also reported that little change is anticipated in terms of national sales activity over the coming three months. Likewise, the 11-month outlook is also flat at the national level, although respondents are a little more optimistic in Wales, Scotland and Northern Ireland.*

2.6 Extracts from the Average House Price tables:

Area	Average Price	Annual Change	Monthly Change
England	£226,367	5.4%	0.4%
South East	£324,465	5.5%	0.4%
Havant BC	£254,556	5.6%	-2.87%

2.7 The **UK House Price Index: September 2018** reports (published 19th September 2018) provide summary information in terms of market trends.

2.8 Report headlines for September 2018:

- *‘the average price of a property in England was £232,554*
- *the annual price change for a property in England was 3.5%*
- *the monthly price change for a property in England was 0%*
- *the monthly index figure for England was 122’*

2.9 Extracts from the Economic Statements:

- *‘England house prices grew by 3.5% in the year to September 2018, up slightly from 3.1% in the year to August 2018. England average house prices in the UK were unchanged (0.0%) between August 2018 and September 2018.*
- *The Royal Institution of Chartered Surveyors’ (RICS) UK Residential Market Survey for September 2018 reports a slight weakening in national new buyer demand for the second successive report, having remained stable over the four months prior. Their sales expectations series is negative for the next 12 months on a UK wide basis.*
- *The UK Property Transaction Statistics for September 2018 showed that on a seasonally adjusted basis, in the 3 months to September 2018, the number of transactions on residential properties with a value of £40,000 or greater in England was 98,400. This is down 2.7% compared to the 3 months to September 2017. Between August and September 2018, transactions fell by 0.5%.*
- *The number of mortgages approved for house purchases was broadly unchanged at 65,000 in September 2018. Mortgage approvals are seen to be a leading indicator or transactions volumes.*

Extracts from the Average House Price tables:

Area	Average Price	Annual Change	Monthly Change
England	£248,611	3.0%	1.2%
South East	£328,059	1.7%	-0.2%
Havant BC	£258,003	5.04%	0.43%

- 2.10 The above latest available data (to September 2018) indicates that average house prices in Havant, viewed on an annual basis, rose more than in both England and the South-East region overall with the annual growth rate remaining positive. However, at this level, the latest data indicates a slowing of house price increase and sales volume - all pointing to an overall ‘marginal’ and fairly ‘static’ picture.

RICS Residential Market Report (October 2017)

- 2.9 Headline reads: *“Demand backdrop continues to deteriorate”*

- *‘National price indicator turns flat with sentiment still downbeat in London and the South East;*

- *Subdued sales trends now being reported across most regions;*
 - *70% of respondents report sales prices are coming in below asking price for homes valued at £1m+.'*
- 2.10 *'The October 2017 RICS UK Residential Market Survey shows both demand and sales continuing to soften at the national level, with most regions displaying a flat to negative trend in the latest results. Meanwhile, forward looking indicators are suggesting momentum is likely to remain subdued, at least in the near term.*
- 2.11 *The national price net balance eased to +1% in October, following a reading of +6% in both the previous two months. This measure is now consistent with a flat price trend on a UK-wide basis, although there remains a significant variation across regions. Indeed, respondents in London continue to report downward pressure on prices, with the net balance coming in at -63% (the poorest reading since 2009). Similarly, the price gauge remains negative in the South East (albeit to a significantly lesser extent than in the capital), while East Anglia and the North East also returned readings below zero. By way of contrast, the price balances elsewhere remain generally firm, with the North West of England, Wales, Scotland and Northern Ireland all returning numbers consistent with further house price gains.*
- 2.12 *Alongside this, the headline near term price expectations series slipped to -11%, from -7% in September, and has now been negative in each of the last three reports. Again, the most cautious sentiment continues to be returned by contributors in London, although expectations are now also slightly negative in five other regions within England. The twelve-month view is stronger in most parts however, with ten of the twelve regions/countries covered in the report expected to see higher prices in a year's time. The two exceptions are London and the South East, where prices are anticipated to decline and remain flat, respectively.*
- 2.13 *When contributors were asked to compare sales prices with asking prices over the past two months, it predictably revealed greater discrepancies for more expensive homes. Nationally, for properties marketed at more than £1m, 71% of respondents reported sales prices coming in below asking prices (compared with 67% the last time the question was asked in July). Within this, 26% responded in the 'up to 5% below' category, and 35% answered 'between 5 and 10% below'.*

- 2.14 *For homes listed at between £0.5m and £1m, a combined 62% of contributors noted sales prices were coming in lower than asking prices (compared to 57% in July). The most favoured answer was 'up to 5% below' with 38% submitting this response. Finally, in terms of homes marketed at less than £0.5m, the largest share of respondents (42%) noted asking and sales prices were roughly the same level, although a still significant 32% stated sales prices were up to 5% under.*
- 2.15 *In terms of activity, the New Buyer Enquiries series continued to signal a softening in demand, with the national net balance coming in at -20% (unchanged from September). Likewise, agreed sales were also reported to have fallen, as 20% more respondents noted a decline in transactions (as opposed to a rise) over the month. What's more, Wales, Scotland and the North East were the only areas to have seen any pick-up during October, while sales trends were either flat or negative across the rest of the UK.*
- 2.16 *Going forward, national sales expectations remain flat over the coming three months, while the twelve-month view has turned marginally negative. When broken down, expectations are still reasonably positive in Scotland and Northern Ireland for the year ahead.*
- 2.17 *Following a couple of months in which new instructions had held broadly stable, the latest results point to a renewed deterioration in the flow of fresh listings coming to market (net balance -14%). Even so, given the drop in average sales per estate agent branch, stock levels have now risen slightly from the record low seen in June earlier this year.*
- 2.18 *In the lettings market, tenant demand was little changed during the three months to October (on a seasonally adjusted basis), while new landlord instructions remained in decline. Rental growth projections are modestly positive for the three months ahead (net balance +11%). Over the next five years, rents are anticipated to rise by an average of around 3.5% per annum, nationally. This compares with price growth projections of just above 1% over the same timeframe. Meanwhile, London remains the only area in which twelve-month rental growth projections are negative, with tenant demand still lacking momentum in the capital.'*
- 2.11 **The RICS UK Residential Market Survey (September 2018) report headlines:**

- *'Prices continue to rise in much of the UK*
- *Robust price growth reported across Scotland and Northern Ireland*
- *New instructions edge further into negative territory*
- *Sales expectations suggest activity is likely to remain stronger away from the south of England'*

2.12 Report extracts:

- *'Amidst reports of house prices (nationally) posting the sharpest monthly decline since July 2012, it is noteworthy that the August 2018 RICS Residential Market survey continues to show stronger trends in large parts of the UK. Significantly, whilst sentiment remains downbeat in London, parts of the wider South East, and to some extent, East Anglia, the results remain more solid in other areas, with Northern Ireland and Scotland in particular standing out.*
- *The picture regarding activity is a little less clear cut, with a flatter trend more generally. The Newly Agreed Sales net balance came in at -10% which represents the most negative reading on this metric for five months. As such, this result is pointing towards a modest decline in sales transactions. Disaggregating the data shows that, after a sharp fall in activity near the back of last year, sale trends are stabilising. Near term sales expectations suggest regional divergence will persist, with the market remaining relatively stronger away from the South of England.*
- *The survey has previously highlighted a lack of supply in the housing market as one of the main impediments to activity. The latest results reiterate this message... ..the appraisals net balance was once again negative in August which does not bode well for the new instructions pipeline in the coming months.*
- *The New Buyer Enquiries net balance figure of -6% is still consistent with a more or less flat trend in buyer demand.*
- *Turning to the lettings market, the latest numbers... ..point to a further decline in fresh rental stock coming to the market, a trend that has been emerging on the back of tax changes on Buy-to-Let properties. As a result of the supply-demand imbalance, near term rent expectations point to further rental growth in the coming three months.*
- *Rents are expected to rise at a faster rate than house prices; average rental growth projections stand at around 3% per annum for the next five years whilst prices are projected to rise by around 2% on the same basis.'*

Savills: Residential Property Forecasts – Autumn 2017

The Six Factors that underpin our housing forecasts

- 2.19 *'Forecasting house prices is not for the faint hearted. Getting it right presupposes you have made the right economic assumptions, can predict the direction of government and Bank of England policy and have the ability to foresee the fickle nature of buyer sentiment. And yet there is plenty we do know, or can predict with confidence, that allows us to best estimate the future of the housing market. In particular, there are six key factors (right) that influence our forecasts.*
- 2.20 *They show how the UK housing market has many moving parts. How we occupy our property changes over time and between generations. That means house prices, which we consider at a regional and national level on page 4, are just part of the picture. Transaction levels can be as much of a variable, whether across the market or among different groups of buyers.*
- 1. In the short term, there will be uncertainty over what Brexit means for the UK economy and, just as importantly, for individual households' wealth and financial security. While it will take time for the precise impact to become clear, this uncertainty will make buyers more cautious in the short term at least.*
 - 2. Mortgage interest rates in the UK are likely to rise over the next five years. That is likely to put a squeeze on the amount people can borrow in an age of mortgage regulation. Dramatic increases in the cost of borrowing, that would create undue financial stress on households, are unlikely.*
 - 3. Buy-to-let investors are now beginning to feel the effect of the mortgage regulations that owner-occupier have lived with since 2014. They also now bear greater stamp duty costs and, unless there is a chance of political heart, will increasingly be affected by restrictions on income tax relief.*
 - 4. London has shown much greater house price growth than the rest of the country for the majority of the past decade. So, it is likely to be more constrained than the rest of the country by factors above.*
 - 5. In previous cycles, we have always reached a point where house price growth in the north of the country exceeds that in the South. In the past, it was facilitated by a strong economy or relatively unrestricted access to mortgages.*
 - 6. We are not building enough homes of the right type in the right places to meet demand. However, there seems to be an increased political desire to address this.*

- 2.21 *We expect house price growth to slow next year as uncertainty weighs down the market. There is capacity for growth later on, but this will be tempered by interest rate rises. This means that we expect UK house price growth to be limited to 14% in total over the next five years, half the level seen over the last five.*
- 2.22 *What's holding back growth? Right now, uncertainty. With the UK's future relationship with the EU up in the air, we've seen the UK's credit rating downgraded, the pound weakened, and the economy subdued. Inflation has cut into people's earnings, with the ONS reporting that incomes fell by 0.4% last year in real terms. Against this economic backdrop, there are no strong drivers for house price growth over inflation next year.*
- 2.23 *What about the following year? We expect the market to return to growth in 2019-20, as employment growth, wage growth, and GDP growth swing back towards trend levels. But in the longer term, we will face the impact of interest rate rises. Any rise in the Bank of England base rate, no matter how gradual or limited, will increase the cost of borrowing for households with a variable-rate mortgage. It will also hit households looking to agree a new mortgage: lenders must apply an interest rate 'stress test' to make sure their borrowers can afford repayments should rates rise. These new tests will push mortgage availability out of the reach of more households. This is what limits our growth forecasts for 2021 and 2022. With mortgage affordability increasingly constrained, any house price growth will be driven by earnings growth.*
- 2.24 *If everything is so uncertain, how do you know this is what's going to happen to the market? We base our forecasts on what Oxford Economics estimates is the most likely Brexit scenario: that the UK will have an interim EU deal from March 2019, then move to a free trade agreement. Clearly, other outcomes are possible; each having an impact on price growth. We also assume no major Brexit-related job losses and a Conservative minority government until 2022.*
- 2.25 *How do the different regions compare? Price growth will be most sluggish in areas where affordability is most stretched; particularly London and the commuter belt. Affordability in the capital is already more stretched than the rest of the UK, putting a brake on growth. But areas beyond the Home Counties have potential for growth: incomes have grown more in line with house prices, aiding affordability. That's why we expect the North to outperform London and the rest of the country. The North West, in particular,*

has a robust economic outlook and strong employment growth. And house prices sit at a modest multiple of average incomes: 5.6 times in the North West, compared with 12.9 times in London. But these are trends for diverse regions. London contains ultra-prime Kensington and Chelsea, and up-and-coming Waltham Forest. The North West has affluent markets such as Trafford, along with less wealthy areas, such as Burnley. In general, we'd expect price trends to follow the same pattern we predict at a regional level. Prices will grow fastest in areas that are well-connected to markets.

Location	2018	2019	2020	2021	2022	5-year compound growth
United Kingdom	 1.0%	 2.5%	 5.0%	 2.5%	 2.5%	14.2%
North West	 1.5%	 3.5%	 6.0%	 3.0%	 3.0%	18.1%
North East	 1.5%	 3.5%	 5.5%	 3.0%	 3.0%	17.6%
Yorkshire & Humberside	 1.5%	 3.5%	 5.5%	 3.0%	 3.0%	17.6%
Scotland	 1.5%	 3.5%	 5.0%	 3.0%	 3.0%	17.0%
Wales	 1.0%	 3.0%	 5.0%	 3.0%	 3.0%	15.9%
East Midlands	 1.0%	 3.0%	 5.0%	 2.5%	 2.5%	14.8%
West Midlands	 1.0%	 3.0%	 5.0%	 2.5%	 2.5%	14.8%
South West	 1.0%	 3.0%	 4.5%	 2.5%	 2.5%	14.2%
East of England	 0.5%	 2.5%	 4.0%	 2.0%	 2.0%	11.5%
South East	 0.5%	 2.5%	 4.0%	 2.0%	 2.0%	11.5%
London	 -2.0%	 0.0%	 5.0%	 2.0%	 2.0%	7.1%

What the Future Holds

2.26 Our timeline show how political and economic uncertainty could influence the mainstream property market between now and 2022.

- 2018 – Brexit uncertainty cools the market. Low transactions and growth.
- 2019 – Some certainty returns to the market as we move to a transitional agreement with the EU. Transactions and house prices start to recover.
- 2020 – The last scraps of buy-to-let mortgage interest tax relief are withdrawn. Continued recovery, tempered by slightly impinged mortgage affordability.

- 2021 – Interest rate rises begin in earnest. Affordability stress-testing limits access to mortgage finance. House price growth more limited, but transactions continue their recovery.
- 2022 – Interest rates continue to increase, dampening house price growth further. Another general election brings fresh uncertainty to the market. Limited house price growth transactions stabilise.

Changing fortunes for buyer

- 2.27 *In the year to the end of June 2017, there were 1.2 million transactions in the UK housing market, half a million fewer than 10 years ago. This reduction in number is one of the legacies of the credit crunch, but how is it shaping the property market? We examine what it means for four buyer types using past, present and predicted transaction data.*
- 2.28 *Much is made of the plight of first-time buyers. Receiving significant support from the Bank of Mum and Dad and, to a lesser but still important degree, the Help to Buy scheme, they ended the 12 months to the end of June within 5% of their pre-crunch level.*
- 2.29 *The potential for further significant growth in this number, however, is limited in an age of mortgage regulation where deposits are likely to remain high. But the constraints which this imposes vary across the country, and the extremes seen in London are unrepresentative of the majority of the rest of the UK. In the South East, the constraints are less acute, but still significant. In this region, the average household income of first-time buyers exceeds £50,000, and the average mortgage stands at more than four times that figure. Meanwhile, the average deposit is a considerable £48,000. Who is able to buy is restricted by their ability to raise that kind of sum for a deposit, along with the need to have a substantial household income. There seems little capacity to stretch loan-to-income multiples much further than they already stand and, as a result, that is likely to limit growth in first-time buyers in this part of the country.*
- 2.30 *By contrast, in the North West, the average income of a first-time buyer is just over £35,000, and the average mortgage is 3.24 times that sum. The average deposit – though certainly not to be sniffed at – is considerably less, at £19,000. And, while there are still undoubted constraints to be found in this area of the UK, they are not nearly as great as those experienced by their South-East counterparts.*

Mortgaged Home Movers

- 2.31 *The number of mortgaged home movers is only marginally higher than first-time buyers. Transactions have risen by less than 10% in the past five years, far less than the 29% across the housing market as whole.*
- 2.32 *In part, this activity reflects falling levels of home ownership. It also reflects a lack of earnings growth and rising levels of consumer credit that impinge on the ability to obtain a larger mortgage. But, perhaps more crucially, it points to households moving up the housing ladder less often. This reflects the longer time it takes to build up equity to make the next move – not just with house price growth, but paying down existing mortgage debt. A period of low house price growth will do little to help people build up sufficient housing wealth to be confident of moving up the ladder, although this should ease over the five years of our forecast period. In London, the cost of buying a house with an extra bedroom – and the ability to get a mortgage to do so – is likely to drive demand into the commuter zone, where upsizers get more for their money.*
- 2.33 *Buy-to-let investors have had the triple hit of extra stamp duty, restricted tax relief on their interest payments, and mortgage regulation. This has led to a large fall in purchases of investment property by those using a mortgage. The stamp duty surcharge has raised far more revenue for the Treasury than was envisaged, largely through the volume of cash investors. Changes seem unlikely. Meanwhile, the effect of restricted tax relief is probably yet to show its hand, given the benign interest rate environment and its staggered introduction. Mortgage regulation has had a more immediate impact since its introduction for small private landlords in January 2017 and was applied to portfolio landlords in October. It seems likely we'll see mortgaged buy-to-let numbers fall further, with investors looking to cheaper, higher-yielding properties to make the sums add up – often outside London and the South. Cash buyers have become more dominant, and now account for 34% of all house purchases – but they're likelier to be cost cautious.*

	2017	2018	2019	2020	2021	2022	5-year change
Mortgaged first-time buyers	360,000	360,000	370,000	370,000	380,000	380,000	6%
Mortgaged home movers	360,000	350,000	340,000	330,000	340,000	350,000	-3%
Mortgaged buy to let	75,000	65,000	65,000	60,000	55,000	55,000	-27%
Cash buyers	400,000	360,000	380,000	410,000	420,000	425,000	6%
Total	1,195,000	1,135,000	1,155,000	1,170,000	1,195,000	1,210,000	1%

Transactions

- 2.34 *The number of cash buyers has become much more dominant in the market – they now account for some 34% of all house purchases, and 45% of all sums spent on house purchase. Amongst this group, investors, second-home buyers and those buying a home for other family members, now have to contend with the 3% stamp duty surcharge. All are likely to be slightly more cautious in weaker market conditions, given the additional ‘dead-money’ they will have to pay. Cash investors, in particular, are likely to become a little more cost conscious, particularly as returns from alternative investments begin to rise in a higher interest rate environment. Second-home buyers, who are essentially making a discretionary purchase, are likely to be fickle, particularly compared to those looking to buy a home for a family member, where the need is likely to result in a greater urgency to purchase. That, in turn, leaves downsizers, who we believe are likely to increase in number as they seek to release capital – either to help get their children or grandchildren on the housing ladder, or to further supplement their pensions and savings for retirement. For developers, the key will be to build suitable retirement housing to help facilitate those moves.*

Help To Buy

- 2.35 *Across the board, it remains to be seen exactly what will happen when Help to Buy comes to an end in 2021. The scheme is currently supporting 40,000 new house purchases a year across England, which has been underpinned by the announcement of another £10 billion of funding. Being of such importance to the housebuilding industry, we expect that it will be extended in some form. But, concerns over the extent to which it is fuelling house builder profits, and its effectiveness at getting people on the housing ladder, means it may be reduced in scope. One possibility may be that it becomes more targeted.*

Currently, the average person using the scheme is buying a property worth £270,000, and has a yearly household income of £53,000. First-time buyers make up 81% of Help to Buy loans; 36% are putting down a deposit of more than 5%.

Pushed to the Limit

- 2.36 *As wages return to growth, rents for the mainstream market look set to grow faster in London – although there is still potential outside the capital, with high-yielding employment hubs. There are two major factors helping to put the brakes on rental growth in the near term. First: supply. When the former Chancellor announced a 3% stamp duty surcharge on additional homes in 2016, buy-to-let investors scrambled to buy properties before the 31 March deadline. As a result, we saw a glut of properties marketed for rent in the second half of 2016 and early 2017, which has helped to keep rental value growth low. Asking rents across England and Wales grew just 1.9% in the year to June 2017, and fell by 3.2% in London.*
- 2.37 *Since June, the London market seems to have accommodated this new supply and rental values have stabilised. And with government removing tax relief on buy-to-let mortgage payments, we expect to see new rental supply slow down over the next few years – unless build to rent developers can step in to fill the gap.*
- 2.38 *The second major factor affecting rental values over the longer term is affordability. Historically, rents have grown largely in line with wages. However, recent wage growth in the UK has been stagnant as Brexit-wary employers try to limit their costs. With rising levels of employment, this is forecast to change, with incomes set to head back to real growth by 2019.*
- 2.39 *Given how tightly affordability is stretched in London, and the levels of supply we have seen over the last two years, we see no pressure for rents to rise in excess of wage growth. Withdrawal of mortgage interest tax relief will push investors from London to higher-yielding regional locations. Increased rental supply there will dampen potential rental growth. The outlook is strongest for cities that attract employees from high-value sectors such as finance, technology, and professional.*

Location	2018	2019	2020	2021	2022	5-year compound growth
UK	 2.5%	 2.5%	 3.0%	 3.5%	 3.5%	15.5%
London	 3.0%	 3.0%	 3.5%	 3.5%	 3.0%	17.0%
UK excl London	 2.0%	 2.0%	 3.0%	 3.5%	 3.5%	15.0%
Wages	 3.0%	 3.0%	 3.0%	 3.5%	 3.5%	17.0%
CPI	 2.0%	 1.5%	 2.0%	 2.0%	 2.0%	9.5%

Stepping up on delivery

2.40 *To have any impact on affordability, we need to build more homes. We look at the catalysts that could shape meaningful progress: government pressure on developers, new housebuilders, and increasing land supply. The housebuilding industry is producing 210,000 new homes per year in England, more than at any time since the global financial crisis (GFC). But there is still a need to do more. The Government’s consultation on assessing housing need sets annual housing need in England at 266,000, while the House of Lords Economic Affairs Committee suggested over 300,000 new homes are needed each year to have any impact on affordability.*

Government Pressure

2.41 *The white paper explicitly identifies slow delivery as one of the major difficulties facing the housing market. It proposes a more streamlined approach to planning, giving local authorities increased powers to deliver community infrastructure, and applying a standardised method to calculating housing need that could result in increased land supply in high-demand areas. It also suggests that local planning authorities could have powers to turn down applications from developers who have not shown a strong track record of delivering previously consented sites.*

2.42 *The Government wants to hold developers to account for new home delivery and ensure sites with planning permission are built. Although it’s unclear how this will take effect, it is evident that this pressure, combined with the new housing delivery test for local authorities, means that the development industry can’t merely maintain current levels of delivery.*

Demand and Delivery

- 2.43 *A step change in delivery is most likely to come from new entrants to the market. Over the past 18 months, we've seen small and medium housebuilders, much reduced during the GFC, re-enter the land market. But their resurgence relies on government support and continued housing market strength.*
- 2.44 *Institutional investors are also starting to fund build-to-rent schemes. In the UK, 17,000 build-to-rent homes have been completed, but this is an emerging sector. We expect delivery to increase as confidence grows; 79,000 build-to-rent units are in the development pipeline.*
- 2.45 *The greatest untapped potential comes from housing associations. The Savills Housing Sector Survey 2017 revealed that 66% of housing associations plan to deliver market-sale homes over the next five years, and more than 80% want to build homes for shared ownership or affordable rent. Delivering affordable housing increases the potential for absorption of new homes and allows for continued housebuilding in the event of a market downturn.*
- 2.46 *If housing associations are to achieve these ambitions, they need to have access to land and construction capacity, either their own or through partnerships. In our survey, 82% of housing associations said they plan to or are considering partnering with a private developer in the next five years. As many traditional builders are at capacity, the new development ambitions of housing associations could start to bring modern methods of construction (MMC) into the mainstream. We estimate that there could be capacity to build over 60,000 homes per year through MMC by 2022.*

Land Availability

- 2.47 *The potential to deliver homes will always be limited by the supply of land, especially in high-demand areas. The planning system could do more to respond to market signals to release land where affordability is most stretched. While the number of homes gaining permission, each year has increased 56% since the 2012 introduction of the National Planning Policy Framework, this has been spread across England, and not where new homes are needed the most.*
- 2.48 *For housing delivery to reach 300,000 homes per year, we need to make full use of the untapped market capacity in higher-demand areas. There is a shortfall of almost 90,000*

planning consents each year in the least affordable areas in the country. More land availability in these areas would allow new entrants in the market without pushing up land values. This can then support higher output from smaller developers and mixed tenure delivery programmes from housing associations, which would move us towards being able to deliver the housing needed to support continued economic growth.'

Savills

- 2.49 The Savills **UK Housing Market Update – September 2018** headline: *'Price growth flat, but signs of an increase in activity'*.
- 2.50 *'House prices showed no change in October, according to Nationwide. This puts year to date growth at 1%, in line with our forecast for 2018. We have recently published our updated forecasts to 2023, which predict 14.8% growth for the nation over the next 5 years. The number of surveyors seeing falling house prices slightly exceeded the number seeing rises, according to the September RICS survey. Most surveyors continued to report falling numbers of new enquiries and new instructions. Surveyor optimism seen early in the summer has translated into two comparatively strong months of transactions in July and August, with August having the highest number of new loan completions since 2007. A return to greater negativity amongst surveyors suggests this uptick may be short lived. But the 7 month decline in transaction volumes has stopped for now.'*
- 2.51 *One driver of transactions is the Help to Buy equity loan scheme, which supported approximately 1 in 8 first time buyers in Q1 2018. The scheme's extension was announced in last week's budget: it will now continue until 2023 but will be restricted to first time buyers only from 2021. It will also have new maximum value caps, set regionally. Since the scheme's start in 2013, 170,000 homes have been bought using it, the majority (81%) being first time buyers. This extension has provided much needed clarity, and has been welcomed by most major housebuilders. Other major announcements were for a stamp duty cut for shared ownership purchases and an additional 1% stamp duty for non resident buyers.'*
- 2.52 *Annual house price growth was strongest in the Forest of Dean, Stirling and Burnley, all at approximately 10% growth over the 12 months to August. London remains the weakest performer, due in large part to Brexit impact on sentiment, with Kensington & Chelsea, Westminster and Camden showing the largest annual falls of 9%, 7% and 5%*

respectively. Annual rental growth for the UK remained at 0.9% in September, according to the ONS. The East Midlands continued to show the strongest annual growth of 2.9%, followed by the South West at 2.1%. London has been the weakest performer, with rents 0.3% lower than this time last year, though we forecast higher rental growth in London than other regions over the next 5 years.'

3.0 Residential Market Review

- 3.1 Consistent with our assessment principles, DSP researches data from a range of readily available sources. As noted above, these are source that could also be used by HBC for any future similar work, updating or monitoring.
- 3.2 In the following sections we will provide an outline of the data reviewed, first setting out the latest available information and then working back through an outline of the previous and earliest research phases.
- 3.3 As part of the data collection process a framework was established for gathering and reviewing property values data. The residential market review has been based on a combination of Wards to the west of the A3 road (Hartplain, Cowplain, Waterloo, Stakes and Purbrook) and those areas to the East of the A3 road have been primarily based on Character Areas (including Portsdown Hill just to the West of the A3) as outlined in the Havant Borough Townscape, Landscape, Seascape Character Assessment. The only exception being Emsworth which has been divided into North and South areas. The following Figures 1a and 1b provide a map of the Borough with the aforementioned research areas defined.

See below Figures 1a and 1b below

Figure 1a: DSP Research Areas – Havant Borough excluding Hayling Island

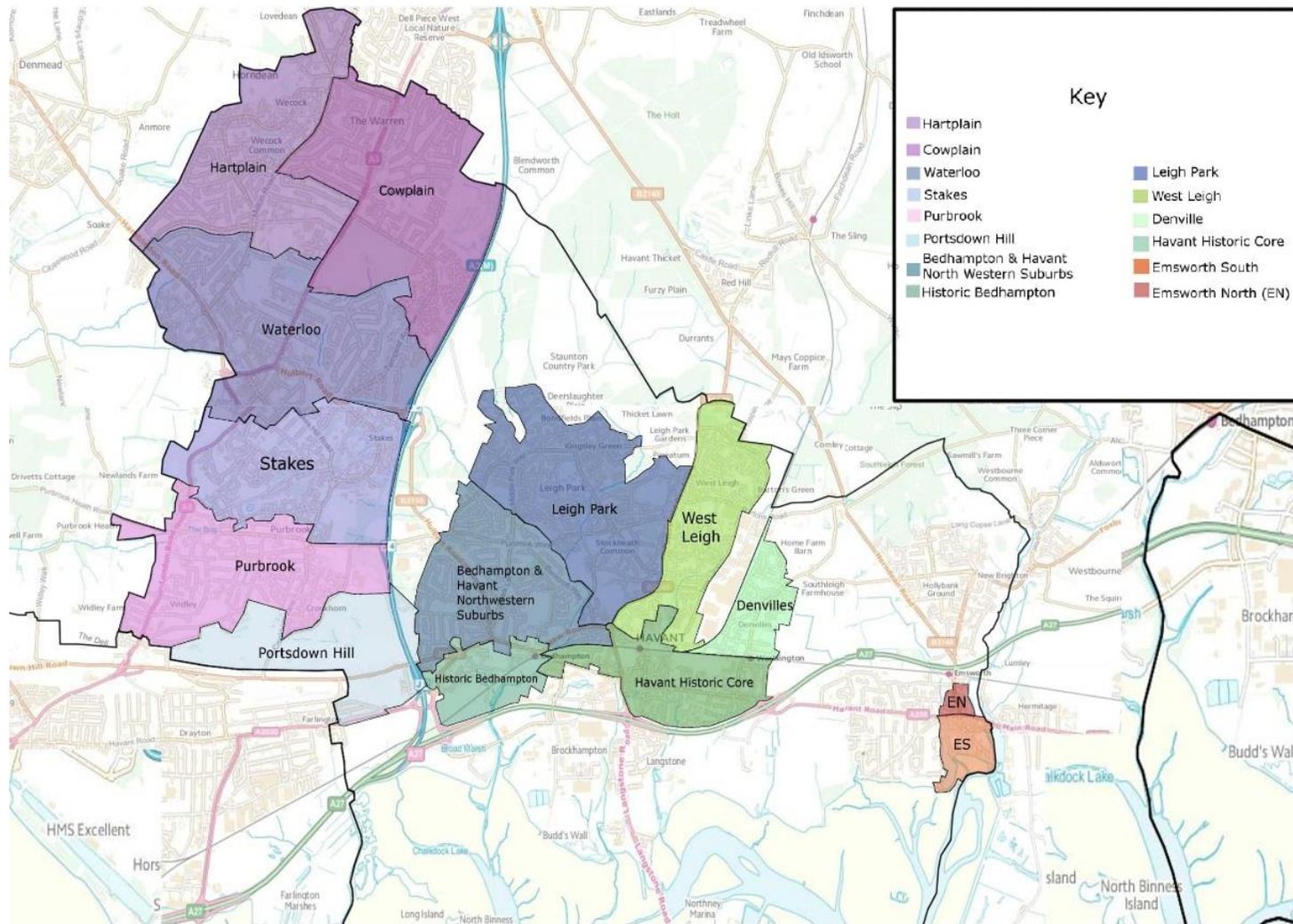
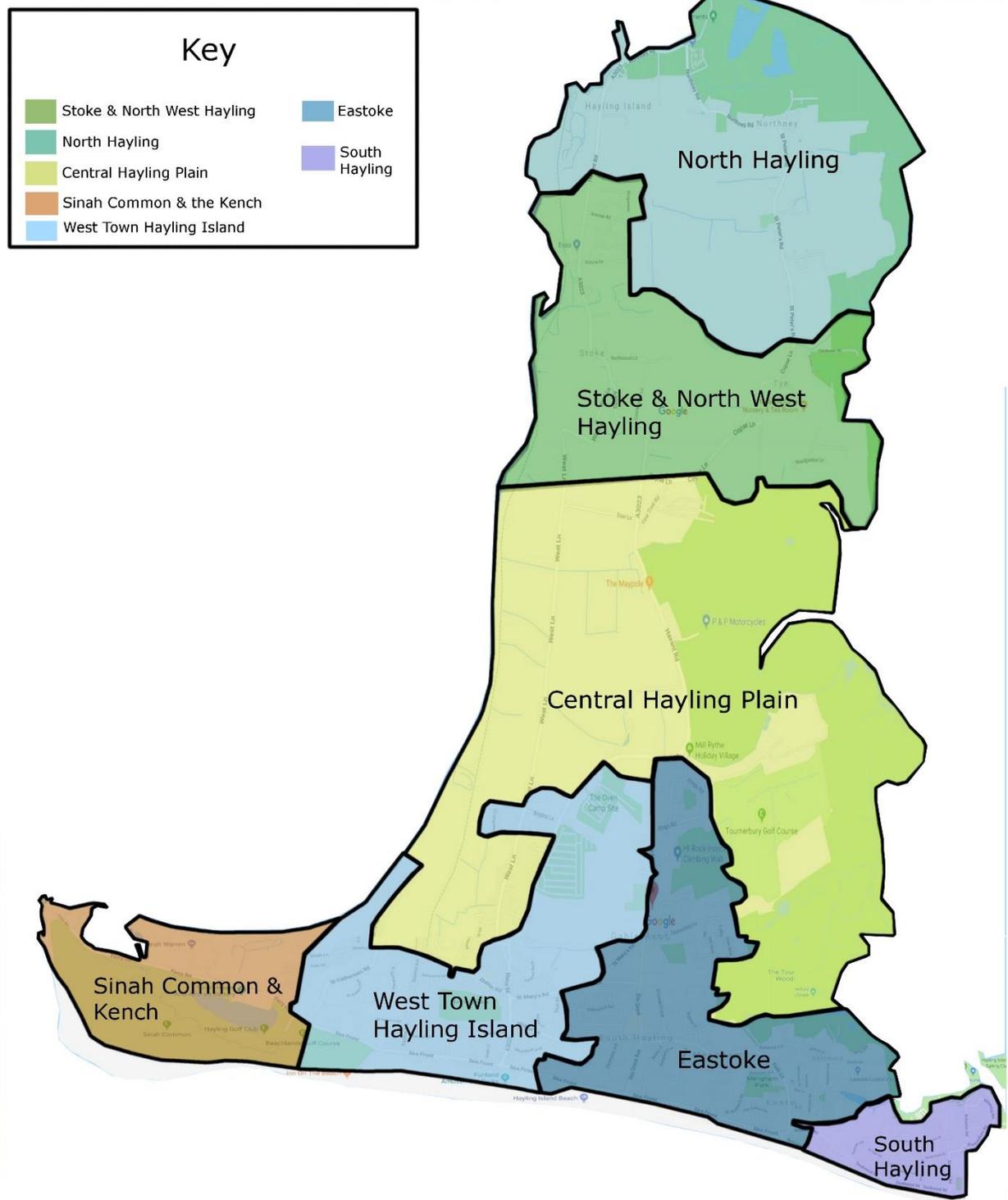


Figure 1b: DSP Research Areas – Hayling Island only



Review of Land Registry New Builds Sold Prices Data (May 2017 – Autumn 2018)

- 3.4 The following provides a Havant Borough Council summary of Land Registry published sold prices data – focussing on new-build, and resale housing. Although this data is automatically grouped by locality, we have subsequently grouped into the aforementioned research areas, resulting in a consistent dataset between sources. The floor areas have been sourced separately – from the Domestic Energy Performance Certificate (EPC) Register operated by Landmark on behalf of the Government and available to view via <https://www.epcregister.com/> under the DCLG's remit.

See Table 1a on the following page.

Table 1a – Land Registry Sold Prices Review Analysis – Havant New Builds (Completed October 2017) Data sorted by DSP Research Areas

Address	Locality	DSP Corresponding Research Area	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Bedhampton & Havant NW Suburbs											
Nelson Road	Bedhampton	Bedhampton & Havant NW Suburbs	PO9 3NF	18/11/2016	D	F	£449,000	162	£2,772	£469,645	£2,899
Average										£469,645	£2,899
Denvilles											
Daffodil Way	Denvilles	Denvilles	PO9 2FA	16/06/2016	S	F	£340,000	107	£3,178	£364,294	£3,405
Daffodil Way	Denvilles	Denvilles	PO9 2FA	17/06/2016	S	F	£349,000	107	£3,262	£373,937	£3,495
Daffodil Way	Denvilles	Denvilles	PO9 2FA	24/06/2016	S	F	£340,000	107	£3,178	£364,294	£3,405
Daffodil Way	Denvilles	Denvilles	PO9 2FA	29/07/2016	S	F	£345,000	107	£3,224	£364,076	£3,403
Portsea View	Denvilles	Denvilles	PO9 3FE	02/06/2016	D	F	£810,000	183	£4,426	£867,876	£4,742
Portsea View	Denvilles	Denvilles	PO9 3FE	23/06/2016	D	F	£730,000	165	£4,424	£782,160	£4,740
Portsea View	Denvilles	Denvilles	PO9 3FE	30/06/2016	D	F	£650,000	131	£4,962	£696,444	£5,316
Portsea View	Denvilles	Denvilles	PO9 3FE	30/06/2016	D	F	£645,000	131	£4,924	£691,087	£5,275
Portsea View	Denvilles	Denvilles	PO9 3FE	24/10/2016	D	F	£799,000	183	£4,366	£839,164	£4,586
Portsea View	Denvilles	Denvilles	PO9 3FE	09/12/2016	D	F	£770,000	169	£4,556	£787,245	£4,658
Portsea View	Denvilles	Denvilles	PO9 3FE	23/12/2016	D	F	£840,000	169	£4,970	£858,813	£5,082
Portsea View	Denvilles	Denvilles	PO9 3FE	23/12/2016	D	F	£850,000	131	£6,489	£869,037	£6,634
Portsea View	Denvilles	Denvilles	PO9 3FE	23/02/2017	D	F	£599,000	131	£4,573	£615,322	£4,697
Average										£651,827	£4,572
Historic Bedhampton											
Doyle Close	Bedhampton	Historic Bedhampton	PO9 1FB	23/09/2016	D	F	£299,950	89	£3,370	£319,603	£3,591

Address	Locality	DSP Corresponding Research Area	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Doyle Close	Bedhampton	Historic Bedhampton	PO9 1FB	30/09/2016	D	F	£309,950	95	£3,263	£330,258	£3,476
Doyle Close	Bedhampton	Historic Bedhampton	PO9 1FB	07/10/2016	D	F	£324,950	95	£3,421	£341,285	£3,592
Doyle Close	Bedhampton	Historic Bedhampton	PO9 1FB	17/10/2016	D	F	£304,950	95	£3,210	£320,279	£3,371
Doyle Close	Bedhampton	Historic Bedhampton	PO9 1FB	21/10/2016	S	F	£274,950	87	£3,160	£288,771	£3,319
Doyle Close	Bedhampton	Historic Bedhampton	PO9 1FB	28/10/2016	S	F	£289,950	90	£3,222	£304,525	£3,384
Abrams Way	Bedhampton	Historic Bedhampton	PO9 1FJ	17/06/2016	S	F	£269,950	70	£3,856	£289,239	£4,132
Abrams Way	Bedhampton	Historic Bedhampton	PO9 1FJ	16/09/2016	D	F	£299,950	95	£3,157	£319,603	£3,364
Longcroft Way	Bedhampton	Historic Bedhampton	PO9 1FL	17/06/2016	S	F	£269,950	88	£3,068	£289,239	£3,287
Longcroft Way	Bedhampton	Historic Bedhampton	PO9 1FL	24/06/2016	S	F	£274,950	88	£3,124	£294,596	£3,348
Longcroft Way	Bedhampton	Historic Bedhampton	PO9 1FL	30/06/2016	S	F	£269,950	88	£3,068	£289,239	£3,287
Longcroft Way	Bedhampton	Historic Bedhampton	PO9 1FL	01/07/2016	S	F	£269,950	88	£3,068	£284,876	£3,237
Longcroft Way	Bedhampton	Historic Bedhampton	PO9 1FL	08/07/2016	S	F	£269,950	88	£3,068	£284,876	£3,237
Longcroft Way	Bedhampton	Historic Bedhampton	PO9 1FL	08/07/2016	D	F	£299,950	95	£3,157	£316,535	£3,332

Address	Locality	DSP Corresponding Research Area	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Longcroft Way	Bedhampton	Historic Bedhampton	PO9 1FL	22/07/2016	D	F	£299,950	96	£3,124	£316,535	£3,297
Longcroft Way	Bedhampton	Historic Bedhampton	PO9 1FL	22/07/2016	S	F	£269,950	71	£3,802	£284,876	£4,012
Longcroft Way	Bedhampton	Historic Bedhampton	PO9 1FL	25/07/2016	S	F	£269,950	88	£3,068	£284,876	£3,237
Longcroft Way	Bedhampton	Historic Bedhampton	PO9 1FL	05/08/2016	S	F	£269,950	88	£3,068	£284,603	£3,234
Longcroft Way	Bedhampton	Historic Bedhampton	PO9 1FL	16/09/2016	D	F	£304,950	95	£3,210	£324,930	£3,420
Longcroft Way	Bedhampton	Historic Bedhampton	PO9 1FL	18/10/2016	S	F	£269,950	88	£3,068	£283,520	£3,222
Ranelagh Road	Bedhampton	Historic Bedhampton	PO9 1NR	30/06/2016	S	F	£274,950	88	£3,124	£294,596	£3,348
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NW	30/06/2016	T	F	£390,000	135	£2,889	£417,866	£3,095
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NW	29/07/2016	T	F	£322,000	117	£2,752	£339,804	£2,904
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NW	31/08/2016	T	F	£325,000	117	£2,778	£342,641	£2,929
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NW	27/09/2016	T	F	£420,000	149	£2,819	£447,518	£3,003
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NW	30/09/2016	T	F	£320,000	117	£2,735	£340,966	£2,914
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NW	30/09/2016	T	F	£315,000	109	£2,890	£335,639	£3,079

Address	Locality	DSP Corresponding Research Area	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NW	30/09/2016	T	F	£310,000	109	£2,844	£330,311	£3,030
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NW	30/09/2016	T	F	£385,000	138	£2,790	£410,225	£2,973
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NW	17/10/2016	T	F	£368,000	138	£2,667	£386,499	£2,801
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NW	10/11/2016	T	F	£320,000	109	£2,936	£334,714	£3,071
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NW	21/12/2016	D	F	£445,000	149	£2,987	£454,966	£3,053
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NW	21/12/2016	T	F	£380,000	138	£2,754	£388,511	£2,815
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NZ	24/06/2016	F	L	£203,000	63	£3,222	£217,505	£3,452
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NZ	24/06/2016	F	L	£158,000	49	£3,224	£169,289	£3,455
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NZ	29/06/2016	F	L	£161,500	49	£3,296	£173,040	£3,531
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NZ	29/06/2016	F	L	£209,000	63	£3,317	£223,933	£3,554
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NZ	29/06/2016	F	L	£166,500	49	£3,398	£178,397	£3,641
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NZ	30/06/2016	F	L	£205,000	64	£3,203	£219,648	£3,432

Address	Locality	DSP Corresponding Research Area	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NZ	04/07/2016	F	L	£150,000	49	£3,061	£158,294	£3,230
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NZ	26/08/2016	F	L	£214,000	63	£3,397	£225,616	£3,581
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NZ	02/09/2016	F	L	£208,000	63	£3,302	£221,628	£3,518
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NZ	12/09/2016	F	L	£168,500	49	£3,439	£179,540	£3,664
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NZ	29/09/2016	F	L	£165,000	49	£3,367	£175,811	£3,588
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NZ	30/09/2016	F	L	£166,500	49	£3,398	£177,409	£3,621
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NZ	28/10/2016	F	L	£215,000	68	£3,162	£225,808	£3,321
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NZ	11/11/2016	F	L	£215,000	68	£3,162	£224,886	£3,307
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NZ	25/11/2016	F	L	£210,000	64	£3,281	£219,656	£3,432
Brunel Way	Bedhampton	Historic Bedhampton	PO9 3NZ	22/12/2016	F	L	£212,000	63	£3,365	£216,748	£3,440
Anson Close	Bedhampton	Historic Bedhampton	PO9 3PA	30/06/2016	T	F	£365,000	138	£2,645	£391,080	£2,834
Anson Close	Bedhampton	Historic Bedhampton	PO9 3PA	19/08/2016	T	F	£360,000	138	£2,609	£379,541	£2,750

Address	Locality	DSP Corresponding Research Area	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Average										£291,262	£3,309
Historic Havant Core											
North Street	Havant	Historic Havant Core	PO9 1ET	16/06/2016	F	L	£117,500	53	£2,217	£125,896	£2,375
North Street	Havant	Historic Havant Core	PO9 1ET	09/01/2017	F	L	£109,995	32	£3,437	£112,992	£3,531
Brockhampton Lane	Havant	Historic Havant Core	PO9 1LZ	12/08/2016	F	L	£148,500	55	£2,700	£156,560	£2,847
Brockhampton Lane	Havant	Historic Havant Core	PO9 1LZ	30/11/2016	F	L	£78,000	27	£2,889	£81,587	£3,022
Average										£119,259	£2,944
Portsdown Hill Area											
Portsea View	Farlington	Portsdown Hill Area	PO9 3FE	01/06/2016	D	F	£720,000	165	£4,364	£771,446	£4,675
Average										£771,446	£4,675
West Leigh											
Pipits Close	Havant	West Leigh	PO9 3FB	24/06/2016	D	L	£249,995	82	£3,049	£267,858	£3,267
Average										£267,858	£3,267

3.5 The following table below provides a summary of Land Registry published sold prices data specifically for Hayling Island – focussing on new-build housing. Again, this data has been grouped into the aforementioned research areas, resulting in a consistent dataset between sources. The floor areas have been sourced separately – from the Domestic Energy Performance Certificate (EPC) Register operated by Landmark on behalf of the Government and available to view via <https://www.epcregister.com/> under the DCLG’s remit.

Table 1b – Land Registry Sold Prices Review Analysis – Hayling New Build properties (Last 2yrs) sorted by DSP Research Areas

Address	DSP Corresponding Research Area	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)	
Central Hayling Plain											
23	Signal Way	Central Hayling Plain	PO11 0FE	24/03/2017	S	F	£319,000	89	£3,584	£322,980	£3,629
27	Billy Road	Central Hayling Plain	PO11 0FA	24/02/2017	T	F	£275,000	77	£3,571	£278,493	£3,617
12	Signal Way	Central Hayling Plain	PO11 0FE	24/02/2017	T	F	£254,000	68	£3,735	£257,226	£3,783
14	Signal Way	Central Hayling Plain	PO11 0FE	24/02/2017	T	F	£258,000	68	£3,794	£261,277	£3,842
25	Billy Road	Central Hayling Plain	PO11 0FA	10/02/2017	T	F	£280,000	77	£3,636	£283,556	£3,683
9	Signal Way	Central Hayling Plain	PO11 0FE	03/02/2017	T	F	£292,500	77	£3,799	£296,215	£3,847
7	Signal Way	Central Hayling Plain	PO11 0FE	22/12/2016	T	F	£245,000	68	£3,603	£250,487	£3,684
3	Signal Way	Central Hayling Plain	PO11 0FE	21/12/2016	F	F	£288,000	77	£3,740	£294,450	£3,824

Address		DSP Corresponding Research Area	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
29	Billy Road	Central Hayling Plain	PO11 0FA	16/12/2016	T	F	£280,000	77	£3,636	£286,271	£3,718
1	Signal Way	Central Hayling Plain	PO11 0FE	16/12/2016	D	F	£410,000	112	£3,661	£419,183	£3,743
8	Signal Way	Central Hayling Plain	PO11 0FE	16/12/2016	D	F	£317,000	89	£3,562	£324,100	£3,642
5	Signal Way	Central Hayling Plain	PO11 0FE	15/12/2016	T	F	£245,000	68	£3,603	£250,487	£3,684
17	Billy Road	Central Hayling Plain	PO11 0FA	25/11/2016	T	F	£245,000	68	£3,603	£256,265	£3,769
3	Billy Road	Central Hayling Plain	PO11 0FA	25/11/2016	S	F	£285,000	77	£3,701	£298,105	£3,871
19	Billy Road	Central Hayling Plain	PO11 0FA	17/11/2016	T	F	£250,000	68	£3,676	£261,495	£3,846
15	Billy Road	Central Hayling Plain	PO11 0FA	28/10/2016	T	F	£250,000	68	£3,676	£262,567	£3,861
11	Billy Road	Central Hayling Plain	PO11 0FA	27/10/2016	S	F	£289,000	77	£3,753	£303,528	£3,942
1	Billy Road	Central Hayling Plain	PO11 0FA	30/09/2016	S	F	£255,000	68	£3,750	£271,708	£3,996
7	Billy Road	Central Hayling Plain	PO11 0FA	30/09/2016	D	F	£310,000	89	£3,483	£330,311	£3,711
9	Billy Road	Central Hayling Plain	PO11 0FA	30/09/2016	S	F	£287,000	77	£3,727	£305,804	£3,971

Address		DSP Corresponding Research Area	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
2	Signal Way	Central Hayling Plain	PO11 0FE	30/09/2016	D	F	£385,000	107	£3,598	£410,225	£3,834
5	Billy Road	Central Hayling Plain	PO11 0FA	16/09/2016	D	F	£390,000	107	£3,645	£415,553	£3,884
6	Signal Way	Central Hayling Plain	PO11 0FE	27/06/2016	S	F	£250,000	68	£3,676	£267,863	£3,939
4	Signal Way	Central Hayling Plain	PO11 0FE	21/06/2016	S	F	£282,000	77	£3,662	£302,149	£3,924
Average										£300,429	£3,802
Eastoke											
3	Waders Walk	Eastoke	PO11 9FT	24/04/2017	D	F	£313,995	91	£3,450	£313,995	£3,450
15	Herons Way	Eastoke	PO11 9FL	31/03/2017	D	F	£409,995	113	£3,628	£415,111	£3,674
19	Herons Way	Eastoke	PO11 9FL	30/03/2017	D	F	£299,995	86	£3,488	£303,738	£3,532
21	Herons Way	Eastoke	PO11 9FL	10/02/2017	D	F	£290,000	86	£3,372	£293,683	£3,415
17	Herons Way	Eastoke	PO11 9FL	27/01/2017	D	F	£299,995	86	£3,488	£308,169	£3,583
1	St Benedict Road	Eastoke	PO11 9FN	27/01/2017	D	F	£414,995	138	£3,007	£426,303	£3,089
34	Herons Way	Eastoke	PO11 9FL	24/01/2017	D	F	£365,000	138	£2,645	£374,946	£2,717
30	Herons Way	Eastoke	PO11 9FL	20/01/2017	D	F	£409,995	138	£2,971	£421,167	£3,052
32	Herons Way	Eastoke	PO11 9FL	20/01/2017	D	F	£409,995	138	£2,971	£421,167	£3,052
36	Herons Way	Eastoke	PO11 9FL	13/01/2017	D	F	£414,995	138	£3,007	£426,303	£3,089
29	Herons Way	Eastoke	PO11 9FL	16/12/2016	D	F	£310,000	92	£3,370	£316,943	£3,445
31	Herons Way	Eastoke	PO11 9FL	16/12/2016	D	F	£314,995	92	£3,424	£322,050	£3,501
5	St Benedict Road	Eastoke	PO11 9FN	16/12/2016	D	F	£319,995	92	£3,478	£327,162	£3,556
28	Herons Way	Eastoke	PO11 9FL	09/12/2016	S	F	£264,995	82	£3,232	£270,930	£3,304

	Address	DSP Corresponding Research Area	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
11	Herons Way	Eastoke	PO11 9FL	30/11/2016	D	F	£295,000	86	£3,430	£308,564	£3,588
12	Waders Walk	Eastoke	PO11 9FT	30/11/2016	D	F	£319,995	91	£3,516	£334,709	£3,678
22	Herons Way	Eastoke	PO11 9FL	28/11/2016	D	F	£409,995	138	£2,971	£428,847	£3,108
3	St Benedict Road	Eastoke	PO11 9FN	28/11/2016	D	F	£319,995	86	£3,721	£334,709	£3,892
26	Herons Way	Eastoke	PO11 9FL	25/11/2016	D	F	£264,995	82	£3,232	£277,180	£3,380
27	Herons Way	Eastoke	PO11 9FL	24/11/2016	D	F	£314,995	92	£3,424	£329,479	£3,581
24	Herons Way	Eastoke	PO11 9FL	22/11/2016	D	F	£319,995	86	£3,721	£334,709	£3,892
23	Herons Way	Eastoke	PO11 9FL	18/11/2016	S	F	£264,995	82	£3,232	£277,180	£3,380
8	Herons Way	Eastoke	PO11 9FL	15/11/2016	D	F	£299,995	86	£3,488	£313,789	£3,649
18	Herons Way	Eastoke	PO11 9FL	24/10/2016	D	F	£409,995	138	£2,971	£430,605	£3,120
14	Herons Way	Eastoke	PO11 9FL	07/10/2016	D	F	£314,995	86	£3,663	£330,829	£3,847
10	Herons Way	Eastoke	PO11 9FL	31/08/2016	S	F	£264,995	82	£3,232	£279,379	£3,407
13	Herons Way	Eastoke	PO11 9FL	31/08/2016	D	F	£405,995	138	£2,942	£428,032	£3,102
12	Herons Way	Eastoke	PO11 9FL	26/08/2016	S	F	£264,995	82	£3,232	£279,379	£3,407
16	Herons Way	Eastoke	PO11 9FL	25/08/2016	D	F	£316,000	86	£3,674	£333,152	£3,874
6	Herons Way	Eastoke	PO11 9FL	22/08/2016	D	F	£389,995	131	£2,977	£411,164	£3,139
29	St Benedict Road	Eastoke	PO11 9FN	18/08/2016	D	F	£304,995	86	£3,546	£321,550	£3,739
23	St Benedict Road	Eastoke	PO11 9FN	05/08/2016	D	F	£355,000	113	£3,142	£374,269	£3,312
9	Windsurfing Place	Eastoke	PO11 9FR	29/07/2016	S	F	£295,995	92	£3,217	£312,362	£3,395
13	Oyster Close	Eastoke	PO11 9FP	25/07/2016	D	F	£309,995	92	£3,370	£327,136	£3,556
3	Oyster Close	Eastoke	PO11 9FP	22/07/2016	D	F	£394,995	138	£2,862	£416,836	£3,021
10	Shute Close	Eastoke	PO11 9FS	19/07/2016	D	F	£349,995	113	£3,097	£369,347	£3,269
4	Herons Way	Eastoke	PO11 9FL	18/07/2016	S	F	£278,995	82	£3,402	£294,422	£3,591
27	St Benedict Road	Eastoke	PO11 9FN	18/07/2016	D	F	£304,995	86	£3,546	£321,859	£3,743

Address		DSP Corresponding Research Area	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
25	St Benedict Road	Eastoke	PO11 9FN	15/07/2016	D	F	£304,995	86	£3,546	£321,859	£3,743
2	Herons Way	Eastoke	PO11 9FL	30/06/2016	S	F	£278,995	82	£3,402	£298,930	£3,645
4	St Benedict Road	Eastoke	PO11 9FN	30/06/2016	D	F	£393,995	138	£2,855	£422,147	£3,059
13	Waders Walk	Eastoke	PO11 9FT	30/06/2016	D	F	£316,995	91	£3,483	£339,645	£3,732
2	St Benedict Road	Eastoke	PO11 9FN	27/06/2016	D	F	£499,995	195	£2,564	£535,721	£2,747
5	Oyster Close	Eastoke	PO11 9FP	24/06/2016	D	F	£359,995	113	£3,186	£385,717	£3,413
1	Herons Way	Eastoke	PO11 9FL	20/06/2016	D	F	£312,995	91	£3,440	£335,359	£3,685
10	Windsurfing Place	Eastoke	PO11 9FR	13/06/2016	S	F	£249,995	82	£3,049	£267,858	£3,267
17	St Benedict Road	Eastoke	PO11 9FN	10/06/2016	D	F	£305,154	92	£3,317	£326,958	£3,554
4	Oyster Close	Eastoke	PO11 9FP	10/06/2016	D	F	£394,995	138	£2,862	£423,218	£3,067
9	Oyster Close	Eastoke	PO11 9FP	10/06/2016	S	F	£274,995	82	£3,354	£294,644	£3,593
6	Oyster Close	Eastoke	PO11 9FP	06/06/2016	D	F	£499,995	195	£2,564	£535,721	£2,747
8	Oyster Close	Eastoke	PO11 9FP	03/06/2016	S	F	£274,995	82	£3,354	£294,644	£3,593
15	Oyster Close	Eastoke	PO11 9FP	01/06/2016	S	F	£219,995	195	£1,128	£235,714	£1,209
Average										£348,640	£3,369

- 3.6 Table 1c below shows the overall analysis of the above Land Registry new build data by the DSP research areas (see paragraph 3.3 above) and then sorted by the highest to lowest values within the Borough. These values have then been mapped to provide a visual representation of the values and how the different research areas compare with one another (see figures 2a and 2b).

Table 1c – Land Registry Sold Prices Review Analysis – Havant Borough New Build properties (including Hayling Island) (Last 2yrs)

DSP Corresponding Research Area	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Portsdown Hill Area	£771,446	£4,675
Denvilles	£651,827	£4,572
Central Hayling	£300,429	£3,802
Eastoke	£348,640	£3,369
Historic Bedhampton	£291,262	£3,309
West Leigh	£267,858	£3,267
Historic Havant Core	£119,259	£2,944
Bedhampton & Havant NW Suburbs	£469,645	£2,899

See Figures 2a and 2b on the following page.

Figure 2a – Land Registry New Builds Mapped by DSP Research Areas (excluding Hayling Island).

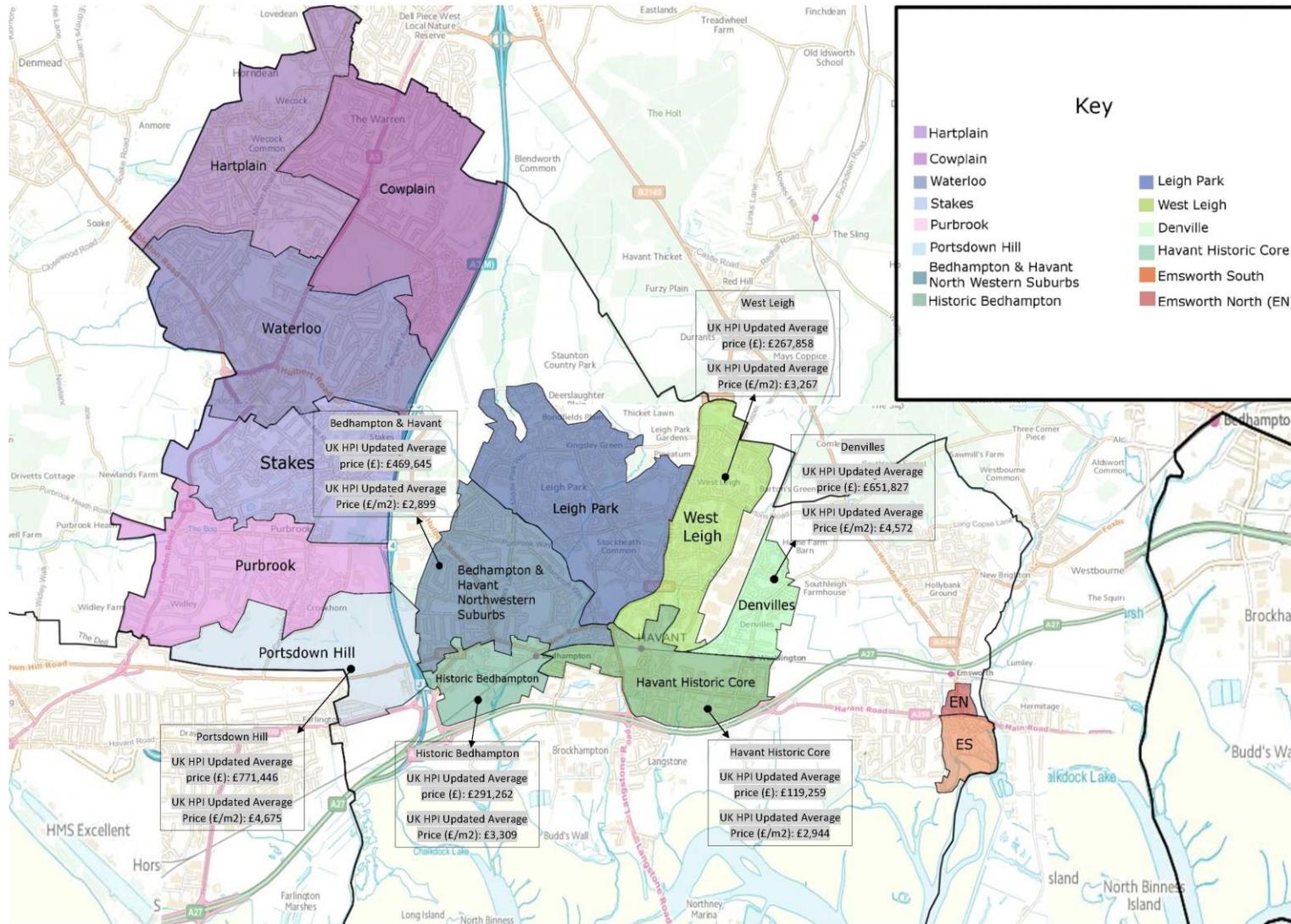
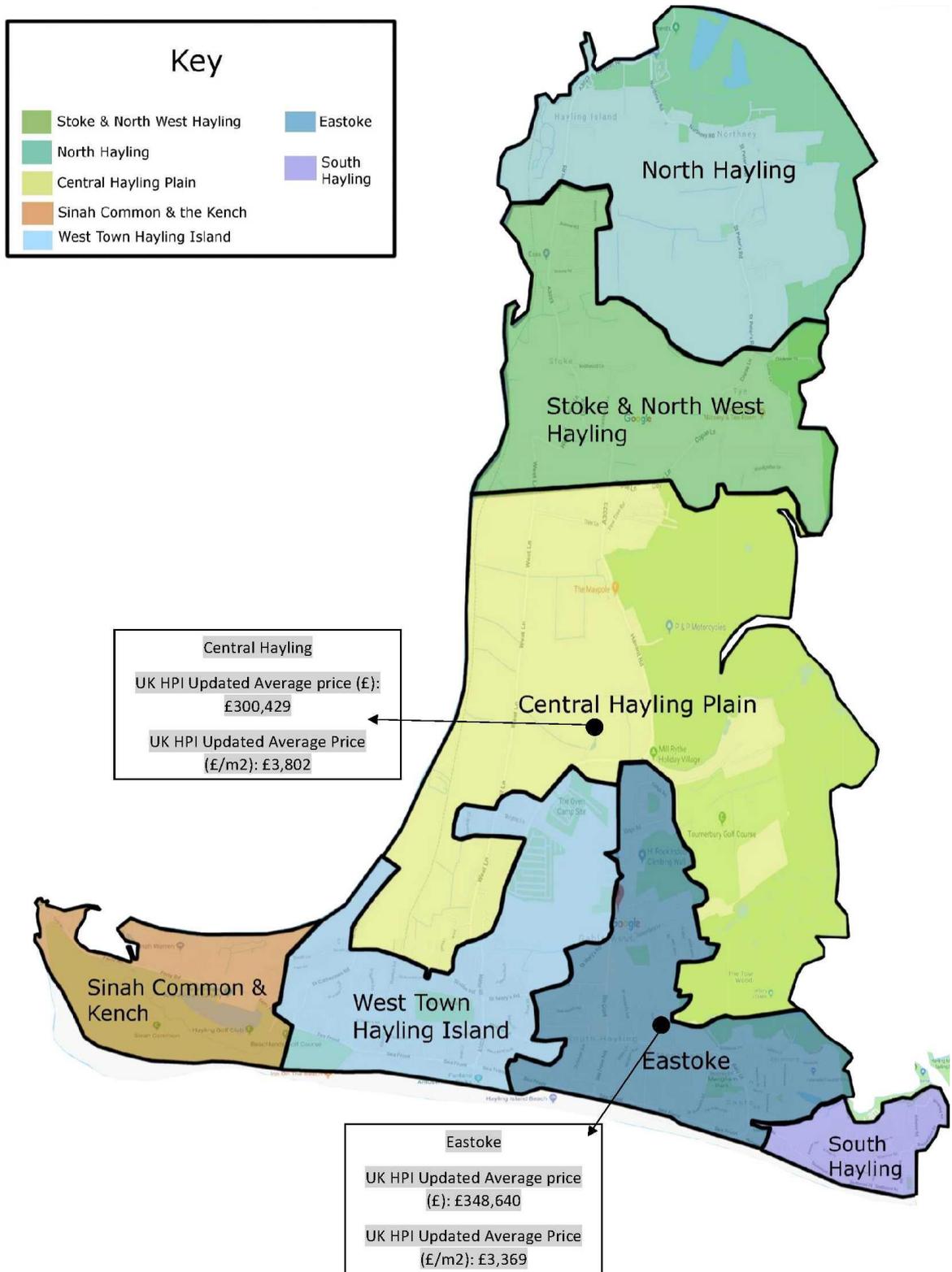


Figure 2b – Land Registry New Builds Mapped by DSP Research Areas – Hayling Island only



3.7 As the project progressed through to later draft / final stages, the above Land Registry New Build data was updated for the intervening period. The purpose of this additional research exercise was to provide further background information on the emerging market values picture in the Borough. The following table below provides a summary of all the Land Registry published sold prices data for both Hayling Island and the rest of the Borough. Again, this data has been grouped into the aforementioned research areas, resulting in a consistent dataset between sources. The floor areas have been sourced separately – from the Domestic Energy Performance Certificate (EPC) Register operated by Landmark on behalf of the Government and available to view via <https://www.epcregister.com/> under the DCLG’s remit.

Table 1d – Land Registry Sold Prices Review Analysis – Havant BC New Build properties (Last 1yr) sorted by DSP Research Areas (Autumn 2018)

Address		Locality	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated values in line with UK HPI (£)	Updated values in line with UK HPI (£/m ²)
Bedhampton & Havant NW Suburbs											
22	Nelson Road	Havant	PO9 3NF	25/10/17	S	F	£320,000	109	£2,936	£319,168	£2,928
18	Nelson Road	Havant	PO9 3NF	22/12/17	T	F	£310,000	109	£2,844	£313,410	£2,875
Average:										£316,289	£2,902
Havant Historic Core											
6	Doyle Close	Havant	PO9 1FB	10/11/17	D	F	£374,950	118	£3,178	£376,562	£3,191
Austen House	Abrams Way	Havant	PO9 1FJ	02/02/18	F	L	£123,750	59	£2,097	£123,230	£2,089
4	Abrams Way	Havant	PO9 1FJ	11/05/18	S	F	£289,950	90	£3,222	£292,936	£3,255
6	Abrams Way	Havant	PO9 1FJ	11/05/18	S	F	£284,950	88	£3,238	£287,885	£3,271
3	Longcroft Way	Havant	PO9 1FL	20/12/17	S	F	£289,950	90	£3,222	£293,139	£3,257
1	Longcroft Way	Havant	PO9 1FL	11/01/18	S	F	£289,950	90	£3,222	£291,284	£3,236
7	Longcroft Way	Havant	PO9 1FL	19/01/18	S	F	£294,950	90	£3,277	£296,307	£3,292

Address		Locality	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated values in line with UK HPI (£)	Updated values in line with UK HPI (£/m ²)
5	Longcroft Way	Havant	PO9 1FL	26/01/18	S	F	£244,950	71	£3,450	£246,077	£3,466
9	Longcroft Way	Havant	PO9 1FL	23/03/18	D	F	£335,000	101	£3,317	£336,139	£3,328
Average:										£282,618	£3,154
Portsdown Hill											
40	Portsea View	Bedhampton	PO9 3FE	22/12/17	D	F	£849,000	183	£4,639	£858,339	£4,690
38	Portsea View	Bedhampton	PO9 3FE	22/02/18	D	F	£799,000	165	£4,842	£795,644	£4,822
42	Portsea View	Bedhampton	PO9 3FE	15/03/18	D	F	£825,000	183	£4,508	£827,805	£4,524
36	Portsea View	Bedhampton	PO9 3FE	28/03/18	D	F	£799,000	165	£4,842	£801,717	£4,859
39	Portsea View	Bedhampton	PO9 3FE	29/06/18	D	F	£860,000	183	£4,699	£864,042	£4,722
43	Portsea View	Bedhampton	PO9 3FE	29/06/18	D	F	£884,500	165	£5,361	£888,657	£5,386
Average:										£839,367	£4,834
Purbrook											
27	Taylor Close	Waterlooville	PO7 5GE	20/12/17	T	F	£204,995	52	£3,942	£207,250	£3,986
3	Taylor Close	Waterlooville	PO7 5GE	21/12/17	D	F	£314,995	72	£4,375	£318,460	£4,423
4	Taylor Close	Waterlooville	PO7 5GE	21/12/17	S	F	£292,995	82	£3,573	£296,218	£3,612
6	Taylor Close	Waterlooville	PO7 5GE	21/12/17	S	F	£282,995	82	£3,451	£286,108	£3,489
25	Taylor Close	Waterlooville	PO7 5GE	02/01/18	T	F	£202,995	52	£3,904	£203,929	£3,922
9	Taylor Close	Waterlooville	PO7 5GE	03/01/18	T	F	£253,995	72	£3,528	£255,163	£3,544
13	Taylor Close	Waterlooville	PO7 5GE	03/01/18	T	F	£253,995	72	£3,528	£255,163	£3,544
17	Taylor Close	Waterlooville	PO7 5GE	04/01/18	S	F	£254,995	72	£3,542	£256,168	£3,558
21	Taylor Close	Waterlooville	PO7 5GE	04/01/18	D	F	£347,995	114	£3,053	£349,596	£3,067
15	Taylor Close	Waterlooville	PO7 5GE	16/01/18	S	F	£254,995	72	£3,542	£256,168	£3,558
5	Taylor Close	Waterlooville	PO7 5GE	21/01/18	D	F	£314,995	72	£4,375	£316,444	£4,395
7	Taylor Close	Waterlooville	PO7 5GE	26/01/18	D	F	£384,995	114	£3,377	£386,766	£3,393

Address		Locality	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated values in line with UK HPI (£)	Updated values in line with UK HPI (£/m ²)
11	Taylor Close	Waterlooville	PO7 5GE	26/01/18	T	F	£252,500	72	£3,507	£253,662	£3,523
29	Taylor Close	Waterlooville	PO7 5GE	26/01/18	D	F	£344,995	114	£3,026	£346,582	£3,040
8	Taylor Close	Waterlooville	PO7 5GE	31/01/18	S	F	£148,700	60	£2,478	£149,384	£2,490
10	Taylor Close	Waterlooville	PO7 5GE	31/01/18	S	F	£148,700	60	£2,478	£149,384	£2,490
12	Taylor Close	Waterlooville	PO7 5GE	31/01/18	S	F	£179,500	72	£2,493	£180,326	£2,505
14	Taylor Close	Waterlooville	PO7 5GE	31/01/18	S	F	£179,500	72	£2,493	£180,326	£2,505
16	Taylor Close	Waterlooville	PO7 5GE	31/01/18	S	F	£179,500	72	£2,493	£180,326	£2,505
18	Taylor Close	Waterlooville	PO7 5GE	31/01/18	S	F	£179,500	72	£2,493	£180,326	£2,505
23	Taylor Close	Waterlooville	PO7 5GE	31/01/18	T	F	£123,230	52	£2,370	£123,797	£2,381
2	Taylor Close	Waterlooville	PO7 5GE	28/02/18	D	F	£384,995	114	£3,377	£383,378	£3,363
1	Taylor Close	Waterlooville	PO7 5GE	28/03/18	D	F	£439,995	134	£3,284	£441,491	£3,295
20	Taylor Close	Waterlooville	PO7 5GE	29/03/18	S	F	£287,995	72	£4,000	£288,974	£4,014
22	Taylor Close	Waterlooville	PO7 5GE	29/03/18	S	F	£287,995	72	£4,000	£288,974	£4,014
19	Taylor Close	Waterlooville	PO7 5GE	25/06/18	D	F	£374,995	114	£3,289	£376,757	£3,305
Average:										£265,812	£3,324
Stakes											
31	Newlands Avenue	Waterlooville	PO7 5FH	25/05/18	D	F	£429,950	115	£3,739	£434,378	£3,777
11	Milk Lane	Waterlooville	PO7 5FJ	25/05/18	D	F	£374,950	100	£3,750	£378,812	£3,788
1	Milk Lane	Waterlooville	PO7 5FJ	29/06/18	D	F	£459,950	131	£3,511	£462,112	£3,528
3	Milk Lane	Waterlooville	PO7 5FJ	29/06/18	D	F	£454,950	128	£3,554	£457,088	£3,571
5	Milk Lane	Waterlooville	PO7 5FJ	06/07/18	D	F	£394,950	115	£3,434	£393,370	£3,421
9	Milk Lane	Waterlooville	PO7 5FJ	10/07/18	D	F	£394,950	115	£3,434	£393,370	£3,421
7	Milk Lane	Waterlooville	PO7 5FJ	13/07/18	D	F	£484,950	141	£3,439	£483,010	£3,426

Address		Locality	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated values in line with UK HPI (£)	Updated values in line with UK HPI (£/m ²)
Owen House	Trenchard Close	Waterlooville	PO7 5FP	10/10/17	F	L	£105,000	46	£2,283	£104,727	£2,277
14	Nash Close	Waterlooville	PO7 5FU	22/11/17	D	F	£371,950	105	£3,542	£373,549	£3,558
16	Nash Close	Waterlooville	PO7 5FU	22/11/17	D	F	£353,950	100	£3,540	£355,472	£3,555
15	Nash Close	Waterlooville	PO7 5FU	15/12/17	D	F	£357,950	100	£3,580	£361,887	£3,619
11	Nash Close	Waterlooville	PO7 5FU	12/01/18	D	F	£375,950	105	£3,580	£377,679	£3,597
2	Beatty Gardens	Waterlooville	PO7 5GB	10/11/17	D	F	£444,950	131	£3,397	£446,863	£3,411
1	Beatty Gardens	Waterlooville	PO7 5GB	26/03/18	D	F	£479,950	141	£3,404	£481,582	£3,415
6	Beatty Gardens	Waterlooville	PO7 5GB	29/03/18	S	F	£339,950	89	£3,820	£341,106	£3,833
10	Beatty Gardens	Waterlooville	PO7 5GB	29/03/18	D	F	£374,950	100	£3,750	£376,225	£3,762
4	Beatty Gardens	Waterlooville	PO7 5GB	04/04/18	S	F	£344,950	89	£3,876	£345,950	£3,887
8	Beatty Gardens	Waterlooville	PO7 5GB	04/04/18	D	F	£364,950	100	£3,650	£366,008	£3,660
3	Beatty Gardens	Waterlooville	PO7 5GB	20/04/18	D	F	£434,950	122	£3,565	£436,211	£3,576
5	Beatty Gardens	Waterlooville	PO7 5GB	30/04/18	D	F	£419,950	115	£3,652	£421,168	£3,662
17	Beatty Gardens	Waterlooville	PO7 5GB	09/05/18	D	F	£439,950	122	£3,606	£444,481	£3,643
9	Beatty Gardens	Waterlooville	PO7 5GB	25/05/18	T	F	£354,950	118	£3,008	£358,606	£3,039
11	Beatty Gardens	Waterlooville	PO7 5GB	25/05/18	T	F	£374,950	133	£2,819	£378,812	£2,848
15	Beatty Gardens	Waterlooville	PO7 5GB	25/05/18	T	F	£359,950	118	£3,050	£363,657	£3,082
Average:										£389,005	£3,473
Waterloo											
Raebarn House	Hulbert Road	Waterlooville	PO7 7FH	11/06/18	F	L	£130,000	43	£3,023	£130,611	£3,037
Apsley Lodge	London Road	Waterlooville	PO7 7WB	18/12/17	F	L	£241,950	50	£4,839	£244,611	£4,892

Address		Locality	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated values in line with UK HPI (£)	Updated values in line with UK HPI (£/m ²)
Apsley Lodge	London Road	Waterlooville	PO7 7WB	20/12/17	F	L	£288,732	68	£4,246	£291,908	£4,293
Apsley Lodge	London Road	Waterlooville	PO7 7WB	29/03/18	F	L	£327,950	74	£4,432	£329,065	£4,447
Apsley Lodge	London Road	Waterlooville	PO7 7WB	28/06/18	F	L	£206,742	52	£3,976	£207,714	£3,994
Wellesley Court	Darnel Road	Waterlooville	PO7 7YP	10/11/17	F	L	£258,300	71	£3,638	£259,411	£3,654
Wellesley Court	Darnel Road	Waterlooville	PO7 7YP	24/11/17	F	L	£249,800	68	£3,674	£250,874	£3,689
Wellesley Court	Darnel Road	Waterlooville	PO7 7YP	30/11/17	F	L	£258,300	71	£3,638	£259,411	£3,654
Wellesley Court	Darnel Road	Waterlooville	PO7 7YP	22/12/17	F	L	£258,300	71	£3,638	£261,141	£3,678
Wellesley Court	Darnel Road	Waterlooville	PO7 7YP	09/02/18	F	L	£222,650	61	£3,650	£221,715	£3,635
Wellesley Court	Darnel Road	Waterlooville	PO7 7YP	01/03/18	F	L	£266,900	74	£3,607	£267,807	£3,619
Wellesley Court	Darnel Road	Waterlooville	PO7 7YP	13/04/18	F	L	£258,300	60	£4,305	£259,049	£4,317
Wellesley Court	Darnel Road	Waterlooville	PO7 7YP	19/04/18	F	L	£219,200	60	£3,653	£219,836	£3,664
Wellesley Court	Darnel Road	Waterlooville	PO7 7YP	11/05/18	F	L	£219,100	60	£3,652	£221,357	£3,689
Wellesley Court	Darnel Road	Waterlooville	PO7 7YP	31/08/18	F	L	£258,300	71	£3,638	£260,211	£3,665
Average:										£245,648	£3,862

Address	Locality	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated values in line with UK HPI (£)	Updated values in line with UK HPI (£/m ²)	
West Leigh											
24	Harrison Way	Havant	PO9 5FD	15/12/17	S	F	£285,000	77	£3,701	£288,135	£3,742
26	Harrison Way	Havant	PO9 5FD	15/12/17	S	F	£285,000	77	£3,701	£288,135	£3,742
28	Harrison Way	Havant	PO9 5FD	18/12/17	D	F	£415,000	114	£3,640	£419,565	£3,680
32	Harrison Way	Havant	PO9 5FD	18/12/17	S	F	£285,000	77	£3,701	£288,135	£3,742
36	Harrison Way	Havant	PO9 5FD	19/12/17	T	F	£260,000	72	£3,611	£262,860	£3,651
30	Harrison Way	Havant	PO9 5FD	21/12/17	S	F	£295,000	77	£3,831	£298,245	£3,873
38	Harrison Way	Havant	PO9 5FD	21/12/17	T	F	£295,000	77	£3,831	£298,245	£3,873
34	Harrison Way	Havant	PO9 5FD	22/12/17	T	F	£295,000	77	£3,831	£298,245	£3,873
9	Harrison Way	Havant	PO9 5FD	29/03/18	D	F	£420,000	114	£3,684	£421,428	£3,697
17	Harrison Way	Havant	PO9 5FD	27/04/18	S	F	£345,000	97	£3,557	£346,001	£3,567
19	Harrison Way	Havant	PO9 5FD	29/06/18	S	F	£286,150	77	£3,716	£287,495	£3,734
23	Harrison Way	Havant	PO9 5FD	29/06/18	S	F	£295,000	77	£3,831	£296,387	£3,849
1	Lynch Close	Havant	PO9 5FE	29/06/18	S	F	£310,000	100	£3,100	£311,457	£3,115
4	Garrett Close	Havant	PO9 5FF	14/06/18	S	F	£315,000	100	£3,150	£316,481	£3,165
6	Garrett Close	Havant	PO9 5FF	29/06/18	S	F	£315,000	100	£3,150	£316,481	£3,165
8	Garrett Close	Havant	PO9 5FF	29/06/18	S	F	£305,000	77	£3,961	£306,434	£3,980
10	Garrett Close	Havant	PO9 5FF	29/06/18	S	F	£290,000	77	£3,766	£291,363	£3,784
12	Garrett Close	Havant	PO9 5FF	29/06/18	S	F	£310,000	100	£3,100	£311,457	£3,115
14	Garrett Close	Havant	PO9 5FF	29/06/18	S	F	£315,000	100	£3,150	£316,481	£3,165
16	Garrett Close	Havant	PO9 5FF	29/06/18	S	F	£265,000	72	£3,681	£266,246	£3,698
18	Garrett Close	Havant	PO9 5FF	24/08/18	S	F	£265,000	72	£3,681	£266,961	£3,708
Average:									£309,344	£3,615	
Central Hayling Plain											

Address		Locality	Postcode	Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated values in line with UK HPI (£)	Updated values in line with UK HPI (£/m ²)
31	Billy Road	Hayling Island	PO11 0FA	24/11/17	S	F	£269,000	68	£3,956	£270,157	£3,973
33	Billy Road	Hayling Island	PO11 0FA	24/11/17	S	F	£269,000	68	£3,956	£270,157	£3,973
10	Billy Road	Hayling Island	PO11 0FA	01/12/17	S	F	£295,000	77	£3,831	£298,245	£3,873
12	Billy Road	Hayling Island	PO11 0FA	20/12/17	T	F	£407,500	107	£3,808	£411,983	£3,850
35	Billy Road	Hayling Island	PO11 0FA	29/03/18	D	F	£399,995	107	£3,738	£401,355	£3,751
40	Signal Way	Hayling Island	PO11 0FE	26/01/18	D	F	£370,000	107	£3,458	£371,702	£3,474
50	Signal Way	Hayling Island	PO11 0FE	08/02/18	D	F	£435,000	144	£3,021	£433,173	£3,008
29	Signal Way	Hayling Island	PO11 0FE	08/03/18	D	F	£389,000	107	£3,636	£390,323	£3,648
2	Terriers Lane	Hayling Island	PO11 0FF	28/02/18	S	F	£335,000	89	£3,764	£333,593	£3,748
4	Terriers Lane	Hayling Island	PO11 0FF	29/03/18	D	F	£389,995	107	£3,645	£391,321	£3,657
8	Terriers Lane	Hayling Island	PO11 0FF	08/06/18	D	F	£389,995	107	£3,645	£391,828	£3,662
6	Terriers Lane	Hayling Island	PO11 0FF	29/06/18	D	F	£389,995	107	£3,645	£391,828	£3,662
Average:										£362,972	£3,690
Eastoke											
Limewood	St Marys Road	Hayling Island	PO11 9FE	26/07/18	F	L	£230,000	54	£4,259	£229,080	£4,242
3	Austen Gardens	Hayling Island	PO11 9FF	06/10/17	D	F	£625,000	170	£3,676	£623,375	£3,667
5	Austen Gardens	Hayling Island	PO11 9FF	04/07/18	S	F	£385,000	105	£3,667	£383,460	£3,652
Average:										£411,972	£3,854

3.8 Table 1e below shows the overall analysis of the above Land Registry new build data (Autumn 2018) by the DSP research areas (see paragraph 3.3 above). For ease of reference these values have been added as further columns to the summary data shown in table 1c above (original research carried out in October 2017).

Table 1e – Land Registry Sold Prices Review Analysis – Havant Borough New Build properties (including Hayling Island) (updated Autumn 2018)

DSP Corresponding Research Area	Original Research October 2017		Updated Research Autumn 2018	
	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Portsdown Hill	£771,446	£4,675	£839,367	£4,834
Denvilles	£651,827	£4,572	n/a	n/a
Waterloo	n/a	n/a	£245,648	£3,862
Central Hayling Plain	£300,429	£3,802	£362,972	£3,690
Eastoke	£348,640	£3,369	£411,972	£3,854
Historic Bedhampton	£291,262	£3,309	n/a	n/a
West Leigh	£267,858	£3,267	£309,344	£3,615
Stakes	n/a	n/a	£389,005	£3,473
Purbrook	n/a	n/a	£265,812	£3,324
Historic Havant Core	£119,259	£2,944	£282,618	£3,154
Bedhampton & Havant NW Suburbs	£469,645	£2,899	£316,289	£2,902

Review of Land Registry Re-sale Sold Prices Data (April – June 2017)

3.9 The following Table 1f provides a Havant Borough based summary of Land Registry published sold prices data – focussing solely on re-sale housing over the last three months. As above, the floor areas have been sourced separately – from the Domestic Energy Performance Certificate (EPC) Register operated by Landmark on behalf of the Government and available to view via <https://www.epcregister.com/> under the DCLG's remit.

Table 1f – Land Registry Sold Prices Review – Havant Resale properties (April - June 2017) – Data sorted by DSP Research Areas

Address	Locality	DSP Corresponding Research Area	Postcode	Sale Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Bedhampton & Havant NW Suburbs											
Chidham Drive	Bedhampton	Bedhampton & Havant	PO9 1DU	05/05/2017	F	L	£106,000	38	£2,789	£108,747	£2,862
Finley Place	Bedhampton	Bedhampton & Havant	PO9 1EF	18/04/2017	T	F	£217,000	95	£2,284	£224,545	£2,364
Priorsdean Crescent	Bedhampton	Bedhampton & Havant	PO9 3AR	28/04/2017	T	F	£155,000	79	£1,962	£160,389	£2,030
Redbridge Grove	Bedhampton	Bedhampton & Havant	PO9 3DE	09/06/2017	T	F	£190,000	73	£2,603	£192,025	£2,630
Redbridge Grove	Bedhampton	Bedhampton & Havant	PO9 3DF	31/05/2017	T	F	£205,000	81	£2,531	£210,313	£2,596
Ibsley Grove	Bedhampton	Bedhampton & Havant	PO9 3DP	18/04/2017	T	F	£196,000	71	£2,761	£202,815	£2,857

Address	Locality	DSP Corresponding Research Area	Postcode	Sale Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Woodgreen Avenue	Bedhampton	Bedhampton & Havant	PO9 3ED	14/06/2017	S	F	£200,000	66	£3,030	£202,131	£3,063
Timsbury Crescent	Bedhampton	Bedhampton & Havant	PO9 3EG	09/06/2017	T	F	£185,000	64	£2,891	£186,972	£2,921
Fraser Road	Bedhampton	Bedhampton & Havant	PO9 3EJ	21/04/2017	S	F	£210,000	69	£3,043	£217,302	£3,149
South Downs Rise	Bedhampton	Bedhampton & Havant	PO9 3EX	19/05/2017	T	F	£265,000	90	£2,944	£271,868	£3,021
Bedhampton Road	Bedhampton	Bedhampton & Havant	PO9 3EZ	18/04/2017	F	L	£174,995	70	£2,500	£181,079	£2,587
Scratchface Lane	Bedhampton	Bedhampton & Havant	PO9 3NG	21/04/2017	D	F	£375,000	134	£2,799	£388,038	£2,896
Scratchface Lane	Bedhampton	Bedhampton & Havant	PO9 3NH	08/06/2017	S	F	£306,000	110	£2,782	£309,261	£2,811
Mitchell Road	Bedhampton	Bedhampton & Havant	PO9 3QB	28/04/2017	T	F	£232,000	75	£3,093	£240,066	£3,201
Chestnut Avenue	Bedhampton	Bedhampton & Havant	PO9 3QR	09/06/2017	D	F	£364,200	130	£2,802	£368,081	£2,831
Littlepark Avenue	Bedhampton	Bedhampton & Havant	PO9 3QY	31/05/2017	F	L	£115,000	71	£1,620	£117,980	£1,662
Oakwood Avenue	Bedhampton	Bedhampton & Havant	PO9 3RA	16/05/2017	D	F	£285,000	119	£2,395	£292,386	£2,457
Alderwood Close	Bedhampton	Bedhampton & Havant	PO9 3RG	19/05/2017	D	F	£285,000	77	£3,701	£292,386	£3,797

Address	Locality	DSP Corresponding Research Area	Postcode	Sale Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Winchfield Crescent	Bedhampton	Bedhampton & Havant	PO9 3SR	28/04/2017	T	F	£205,000	78	£2,628	£212,128	£2,720
Dockenfield Close	Bedhampton	Bedhampton & Havant	PO9 3ST	19/05/2017	T	F	£214,000	103	£2,078	£219,546	£2,132
Hulbert Road	Bedhampton	Bedhampton & Havant	PO9 3TF	12/05/2017	S	F	£391,000	194	£2,015	£401,134	£2,068
Hulbert Road	Bedhampton	Bedhampton & Havant	PO9 3TG	24/04/2017	D	F	£370,000	115	£3,217	£382,865	£3,329
Finchdean Road	Leigh Park	Bedhampton & Havant	PO9 4AA	26/05/2017	T	F	£235,000	95	£2,474	£241,091	£2,538
Finchdean Road	Leigh Park	Bedhampton & Havant	PO9 4AA	02/05/2017	S	F	£185,000	80	£2,313	£189,795	£2,372
Parkhouse Farm Way	Leigh Park	Bedhampton & Havant	PO9 4AJ	02/05/2017	T	F	£200,000	81	£2,469	£205,183	£2,533
Parkhouse Farm Way	Leigh Park	Bedhampton & Havant	PO9 4AN	03/05/2017	T	F	£195,000	80	£2,438	£200,054	£2,501
Linkenholt Way	Leigh Park	Bedhampton & Havant	PO9 4AR	26/04/2017	T	F	£212,000	89	£2,382	£219,371	£2,465
Crookham Close	Leigh Park	Bedhampton & Havant	PO9 4AX	21/04/2017	S	F	£202,500	77	£2,630	£209,541	£2,721
Hordle Road	Leigh Park	Bedhampton & Havant	PO9 4AZ	18/04/2017	T	F	£185,000	68	£2,721	£191,432	£2,815
Rockbourne Close	Leigh Park	Bedhampton & Havant	PO9 4BE	19/05/2017	T	F	£215,000	79	£2,722	£220,572	£2,792

Address	Locality	DSP Corresponding Research Area	Postcode	Sale Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Brangsgore Avenue	Leigh Park	Bedhampton & Havant	PO9 4BJ	18/05/2017	T	F	£215,000	78	£2,756	£220,572	£2,828
Average										£234,828	£2,695
Denvilles											
Manor Farm Close	Denvilles	Denvilles	PO9 2DQ	09/06/2017	D	F	£522,500	165	£3,167	£528,068	£3,200
Camelia Close	Denvilles	Denvilles	PO9 2FQ	05/05/2017	T	F	£295,000	71	£4,155	£302,646	£4,263
Camelia Close	Denvilles	Denvilles	PO9 2FQ	28/04/2017	T	F	£223,000	55	£4,055	£230,754	£4,196
Forsythia Close	Denvilles	Denvilles	PO9 2FW	28/04/2017	T	F	£219,950	58	£3,792	£227,597	£3,924
Glenleigh Park	Denvilles	Denvilles	PO9 2PH	19/05/2017	T	F	£326,000	120	£2,717	£334,449	£2,787
Hallett Road	Denvilles	Denvilles	PO9 2PJ	20/04/2017	S	F	£350,000	108	£3,241	£362,169	£3,353
Southleigh Road	Denvilles	Denvilles	PO9 2QQ	21/04/2017	D	F	£555,000	208	£2,668	£574,297	£2,761
Nutwick Road	Denvilles	Denvilles	PO9 2UJ	06/06/2017	T	F	£260,000	71	£3,662	£262,771	£3,701
Rowan Road	Denvilles	Denvilles	PO9 2UX	28/04/2017	T	F	£265,000	106	£2,500	£274,214	£2,587
Average										£344,107	£3,419
Havant Historic Core											
Juniper Square	Havant	Havant Historic Core	PO9 1JA	06/06/2017	F	L	£160,000	72	£2,222	£161,705	£2,246
West Street	Havant	Havant Historic Core	PO9 1LD	12/06/2017	T	F	£262,000	90	£2,911	£264,792	£2,942
Brockhampton Lane	Havant	Havant Historic Core	PO9 1LZ	25/05/2017	S	F	£230,000	63	£3,651	£235,961	£3,745
Cross Way	Havant	Havant Historic Core	PO9 1NG	03/05/2017	S	F	£227,000	68	£3,338	£232,883	£3,425

Address	Locality	DSP Corresponding Research Area	Postcode	Sale Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Staunton Road	Havant	Havant Historic Core	PO9 1NH	12/05/2017	T	F	£184,000	63	£2,921	£188,769	£2,996
Leigh Road	Havant	Havant Historic Core	PO9 2ES	09/06/2017	T	F	£211,000	57	£3,702	£213,249	£3,741
School Lane	Havant	Havant Historic Core	PO9 2GE	07/06/2017	T	F	£305,000	80	£3,813	£308,250	£3,853
Oaklands Road	Havant	Havant Historic Core	PO9 2RD	12/05/2017	F	L	£210,000	65	£3,231	£215,443	£3,315
Emsworth Road	Havant	Havant Historic Core	PO9 2SN	02/06/2017	F	L	£172,000	69	£2,493	£173,833	£2,519
Pook Lane	Havant	Havant Historic Core	PO9 2TH	19/05/2017	S	F	£360,000	135	£2,667	£369,330	£2,736
Luard Court	Havant	Havant Historic Core	PO9 2TN	02/06/2017	S	F	£285,000	77	£3,701	£288,037	£3,741
Pembury Road	Havant	Havant Historic Core	PO9 2TS	21/04/2017	D	F	£500,000	109	£4,587	£517,385	£4,747
Maple Wood	Havant	Historic Bedhampton	PO9 3JB	25/05/2017	D	F	£485,000	218	£2,225	£497,570	£2,282
Bidbury Mead	Havant	Historic Bedhampton	PO9 3JG	20/04/2017	S	F	£250,000	89	£2,809	£258,692	£2,907
Average										£280,421	£3,228
Leigh Park											
Blendworth Crescent	Leigh Park	Leigh Park	PO9 2BH	06/06/2017	T	F	£195,000	77	£2,532	£197,078	£2,559

Address	Locality	DSP Corresponding Research Area	Postcode	Sale Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Blendworth Crescent	Leigh Park	Leigh Park	PO9 2BH	12/05/2017	T	F	£190,000	80	£2,375	£194,924	£2,437
Barncroft Way	Leigh Park	Leigh Park	PO9 3AE	26/05/2017	T	F	£178,000	82	£2,171	£182,613	£2,227
Freeley Road	Leigh Park	Leigh Park	PO9 4AQ	28/04/2017	F	L	£157,000	65	£2,415	£162,459	£2,499
Shearer Close	Leigh Park	Leigh Park	PO9 4BT	31/05/2017	S	F	£245,000	88	£2,784	£251,350	£2,856
Parkhouse Farm Way	Leigh Park	Leigh Park	PO9 4DR	28/04/2017	T	F	£220,000	76	£2,895	£227,649	£2,995
Mewsey Court	Leigh Park	Leigh Park	PO9 4EH	09/06/2017	F	L	£70,000	50	£1,400	£70,746	£1,415
Tidcombe Green	Leigh Park	Leigh Park	PO9 4HU	05/05/2017	T	F	£182,500	83	£2,199	£187,230	£2,256
Southfield Walk	Leigh Park	Leigh Park	PO9 4HY	26/04/2017	F	L	£118,000	80	£1,475	£122,103	£1,526
Wheatley Green	Leigh Park	Leigh Park	PO9 4JS	21/04/2017	F	L	£90,000	47	£1,915	£93,129	£1,981
St Denys Walk	Leigh Park	Leigh Park	PO9 4LX	12/05/2017	T	F	£181,000	88	£2,057	£185,691	£2,110
Selborne Avenue	Leigh Park	Leigh Park	PO9 4PX	20/04/2017	T	F	£178,000	77	£2,312	£184,189	£2,392
Rownhams Road	Leigh Park	Leigh Park	PO9 4QD	26/05/2017	T	F	£180,000	84	£2,143	£184,665	£2,198
Greywell Road	Leigh Park	Leigh Park	PO9 5AL	28/04/2017	F	L	£83,000	40	£2,075	£85,886	£2,147
Little Hackets	Leigh Park	Leigh Park	PO9 5AU	12/05/2017	F	L	£130,000	50	£2,600	£133,369	£2,667
Blackdown Crescent	Leigh Park	Leigh Park	PO9 5AZ	28/04/2017	S	F	£205,000	81	£2,531	£212,128	£2,619
High Lawn Way	Leigh Park	Leigh Park	PO9 5BT	24/04/2017	T	F	£151,000	69	£2,188	£156,250	£2,264
Winterslow Drive	Leigh Park	Leigh Park	PO9 5DZ	02/06/2017	S	F	£155,000	68	£2,279	£156,652	£2,304
Winterslow Drive	Leigh Park	Leigh Park	PO9 5EB	12/05/2017	T	F	£210,000	71	£2,958	£215,443	£3,034
Winterslow Drive	Leigh Park	Leigh Park	PO9 5EB	21/04/2017	S	F	£180,000	86	£2,093	£186,258	£2,166
Marchwood Road	Leigh Park	Leigh Park	PO9 5EE	23/05/2017	S	F	£177,500	67	£2,649	£182,100	£2,718

Address	Locality	DSP Corresponding Research Area	Postcode	Sale Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Stockheath Road	Leigh Park	Leigh Park	PO9 5HE	12/05/2017	T	F	£300,000	113	£2,655	£307,775	£2,724
Billy Lawn Avenue	Leigh Park	Leigh Park	PO9 5HJ	26/05/2017	T	F	£195,000	83	£2,349	£200,054	£2,410
Billy Lawn Avenue	Leigh Park	Leigh Park	PO9 5HN	09/06/2017	T	F	£199,000	85	£2,341	£201,121	£2,366
Billy Lawn Avenue	Leigh Park	Leigh Park	PO9 5HN	12/05/2017	T	F	£200,000	107	£1,869	£205,183	£1,918
Billy Lawn Avenue	Leigh Park	Leigh Park	PO9 5HN	12/05/2017	T	F	£198,000	88	£2,250	£203,132	£2,308
Average										£180,353	£2,350
Portsmouth Hill											
Almond Close	Havant	Portsmouth Hill	PO9 3LP	28/04/2017	S	F	£279,995	83	£3,373	£289,730	£3,491
Auriol Drive	Havant	Portsmouth Hill	PO9 3LR	05/05/2017	S	F	£390,000	133	£2,932	£400,108	£3,008
Auriol Drive	Havant	Portsmouth Hill	PO9 3LS	30/05/2017	D	F	£425,000	126	£3,373	£436,015	£3,460
Fortunes Way	Havant	Portsmouth Hill	PO9 3LY	09/05/2017	S	F	£307,500	90	£3,417	£315,470	£3,505
Average										£360,331	£3,366
West Leigh											
St Albans Road	Havant	West Leigh	PO9 2JS	31/05/2017	T	F	£160,000	74	£2,162	£164,147	£2,218
Fern Drive	Havant	West Leigh	PO9 2YH	28/04/2017	S	F	£235,000	71	£3,310	£243,171	£3,425
Kitwood Green	Havant	West Leigh	PO9 5QN	28/04/2017	T	F	£183,500	87	£2,109	£189,880	£2,183
Forestside Avenue	Havant	West Leigh	PO9 5SH	02/06/2017	T	F	£195,000	75	£2,600	£197,078	£2,628
Average										£198,569	£2,613

3.10 The following table below provides a summary of Land Registry published sold prices data specifically for Hayling Island – focussing on re-sale. Again, this data has been grouped into the aforementioned research areas, resulting in a consistent dataset between sources. The floor areas have been sourced separately – from the Domestic Energy Performance Certificate (EPC) Register operated by Landmark on behalf of the Government and available to view via <https://www.epcregister.com/> under the DCLG’s remit.

Table 1g – Land Registry Sold Prices Review Analysis – Hayling Island resale properties (Completed April 2017)

Address	DSP Corresponding Research Area	Postcode	Deed Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)	
Central Hayling Plain											
4	Whitethorn Road	Central Hayling Plain	PO11 9LS	26/5/2017	D	F	£365,000	109	£3,349	£371,906	£3,412
Marine View	Marine Walk	Central Hayling Plain	PO11 9PQ	28/4/2017	D	F	£310,000	110	£2,818	£318,640	£2,897
Maple Court, 3a	Staunton Avenue	Central Hayling Plain	PO11 0EF	30/6/2017	F	L	£79,000	43	£1,837	£79,000	£1,837
Maple Court, 3a	Staunton Avenue	Central Hayling Plain	PO11 0EF	4/5/2017	F	L	£80,000	46	£1,739	£81,514	£1,772
22	Richmond Drive	Central Hayling Plain	PO11 0EP	24/5/2017	T	F	£302,500	90	£3,361	£308,224	£3,425
15	Sinah Lane	Central Hayling Plain	PO11 0EY	21/6/2017	D	F	£430,000	118	£3,644	£430,000	£3,644

Address		DSP Corresponding Research Area	Postcode	Deed Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
43	Beach Road	Central Hayling Plain	PO11 0JB	16/6/2017	D	F	£340,000	112	£3,036	£340,000	£3,036
57	Beach Road	Central Hayling Plain	PO11 0JB	24/5/2017	S	F	£423,000	192	£2,203	£431,003	£2,245
8	Dances Way	Central Hayling Plain	PO11 0JP	16/6/2017	D	F	£250,000	84	£2,976	£250,000	£2,976
23	Dances Way	Central Hayling Plain	PO11 0JP	30/5/2017	S	F	£300,000	78	£3,846	£305,676	£3,919
56	Saltmarsh Lane	Central Hayling Plain	PO11 0JT	2/6/2017	S	F	£294,000	85	£3,459	£294,000	£3,459
6	Woodlands Lane	Central Hayling Plain	PO11 0JU	30/5/2017	D	F	£387,500	120	£3,229	£394,832	£3,290
15	Havant Road	Central Hayling Plain	PO11 0PT	26/6/2017	D	F	£365,000	91	£4,011	£365,000	£4,011
Amberley	Copse Lane	Central Hayling Plain	PO11 0QA	19/6/2017	D	F	£305,000	74	£4,122	£305,000	£4,122
Average:										£305,343	£3,146
Eastoke											
20	Church Road	Eastoke	PO11 0NT	21/4/2017	S	F	£385,000	126	£3,056	£395,730	£3,141
5	Kings Road	Eastoke	PO11 0PD	16/6/2017	T	F	£243,000	76	£3,197	£243,000	£3,197
65	Kings Road	Eastoke	PO11 0PE	19/5/2017	S	F	£260,000	116	£2,241	£264,919	£2,284
208	Sea Front	Eastoke	PO11 9HR	13/4/2017	T	F	£360,000	110	£3,273	£370,033	£3,364

Address		DSP Corresponding Research Area	Postcode	Deed Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
42	Sea Front Estate	Eastoke	PO11 9JJ	28/6/2017	S	F	£195,000	50	£3,900	£195,000	£3,900
74	Rails Lane	Eastoke	PO11 9LP	16/6/2017	D	F	£273,000	111	£2,459	£273,000	£2,459
50	Bembridge Drive	Eastoke	PO11 9LU	27/6/2017	D	F	£320,000	68	£4,706	£320,000	£4,706
Foreland Court, 50	Rails Lane	Eastoke	PO11 9LW	31/5/2017	F	L	£170,000	72	£2,361	£173,217	£2,406
Lodge Berry Court, 24	St Hermans Road	Eastoke	PO11 9NA	4/5/2017	F	L	£213,000	57	£3,737	£217,030	£3,808
32c	Fishery Lane	Eastoke	PO11 9NR	5/5/2017	T	F	£295,000	99	£2,980	£300,582	£3,036
12	Blackthorn Road	Eastoke	PO11 9NY	26/6/2017	S	F	£261,500	83	£3,151	£261,500	£3,151
19a	Selsmore Avenue	Eastoke	PO11 9PB	28/6/2017	D	F	£392,500	144	£2,726	£392,500	£2,726
39	Sea View Road	Eastoke	PO11 9PD	9/6/2017	D	F	£299,995	68	£4,412	£299,995	£4,412
5a	Simmons Green	Eastoke	PO11 9PP	28/4/2017	D	F	£670,000	163	£4,110	£688,673	£4,225
27	Southwood Road	Eastoke	PO11 9PS	30/6/2017	D	F	£360,000	133	£2,707	£360,000	£2,707
53c	Southwood Road	Eastoke	PO11 9PT	21/4/2017	D	F	£430,000	177	£2,429	£441,984	£2,497
5	Eastoke Avenue	Eastoke	PO11 9QW	28/4/2017	D	F	£235,000	77	£3,052	£241,550	£3,137

Address		DSP Corresponding Research Area	Postcode	Deed Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
25	Silver Sands Gardens	Eastoke	PO11 9TJ	5/5/2017	T	F	£174,000	67	£2,597	£177,292	£2,646
4	South Road	Eastoke	PO11 9AE	8/6/2017	D	F	£500,000	175	£2,857	£500,000	£2,857
86a	Elm Close Estate	Eastoke	PO11 9AU	27/4/2017	S	F	£325,000	74	£4,392	£334,058	£4,514
25	St Margarets Road	Eastoke	PO11 9BP	21/4/2017	D	F	£215,000	84	£2,560	£220,992	£2,631
29	St Margarets Road	Eastoke	PO11 9BP	10/4/2017	D	F	£387,500	115	£3,370	£398,300	£3,463
7	Linden Grove	Eastoke	PO11 9DG	1/6/2017	T	F	£223,000	70	£3,186	£223,000	£3,186
60	Tournerbury Lane	Eastoke	PO11 9DJ	19/6/2017	S	F	£260,000	67	£3,881	£260,000	£3,881
29	Burwood Grove	Eastoke	PO11 9DS	23/5/2017	D	F	£220,000	129	£1,705	£224,163	£1,738
29	Eastwood Close	Eastoke	PO11 9DY	25/4/2017	T	F	£210,000	86	£2,442	£215,853	£2,510
76a	Elm Grove	Eastoke	PO11 9EH	9/6/2017	T	F	£155,000	95	£1,632	£155,000	£1,632
13	Palmerston Road	Eastoke	PO11 9ET	26/5/2017	S	F	£220,000	95	£2,316	£224,163	£2,360
5	Palmerston Road	Eastoke	PO11 9ET	10/5/2017	S	F	£238,000	96	£2,479	£242,503	£2,526
23	Chichester Avenue	Eastoke	PO11 9EZ	28/4/2017	D	F	£555,000	248	£2,238	£570,468	£2,300
Average:										£306,150	£3,047

Address		DSP Corresponding Research Area	Postcode	Deed Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
North Hayling											
10	Island Close	North Hayling	PO11 0NA	16/6/2017	D	F	£410,000	139	£2,950	£410,000	£2,950
17a	New Cut	North Hayling	PO11 0NB	2/6/2017	D	F	£395,000	110	£3,591	£395,000	£3,591
35	Northney Road	North Hayling	PO11 0ND	17/5/2017	S	F	£415,000	93	£4,462	£422,852	£4,547
4	Oyster Close	North Hayling	PO11 9FP	10/4/2017	D	F	£452,500	138	£3,279	£465,111	£3,370
Average:										£423,241	£3,615
South Hayling											
Elizabeth Court, 145	Southwood Road	South Hayling	PO11 9PY	19/5/2017	F	L	£130,000	39	£3,333	£132,460	£3,396
126a	Southwood Road	South Hayling	PO11 9QH	20/4/2017	S	F	£400,000	130	£3,077	£411,148	£3,163
81	Eastoke Avenue	South Hayling	PO11 9QP	13/4/2017	D	F	£200,000	80	£2,500	£205,574	£2,570
42a	Creek Road	South Hayling	PO11 9RD	11/4/2017	F	L	£128,000	58	£2,207	£131,567	£2,268
4	Sandy Beach Estate	South Hayling	PO11 9RG	27/4/2017	S	F	£220,000	69	£3,188	£226,131	£3,277
16	Bosmere Road	South Hayling	PO11 9SA	23/6/2017	D	F	£270,000	60	£4,500	£270,000	£4,500
6	Bosmere Road	South Hayling	PO11 9SA	7/4/2017	D	F	£289,000	87	£3,322	£297,055	£3,414
16	Pagham Gardens	South Hayling	PO11 9SS	12/4/2017	D	F	£274,000	66	£4,152	£281,636	£4,267

Address		DSP Corresponding Research Area	Postcode	Deed Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Anchor Court, 80	Southwood Road	South Hayling	PO11 9UR	30/6/2017	F	L	£220,000	65	£3,385	£220,000	£3,385
Anchor Court, 80	Southwood Road	South Hayling	PO11 9UR	28/4/2017	F	L	£125,000	40	£3,125	£128,484	£3,212
Average:										£230,406	£3,345
Stoke & North West Hayling											
40	Island Close	Stoke & North West Hayling	PO11 0NJ	30/6/2017	S	F	£327,500	100	£3,275	£327,500	£3,275
Average:										£327,500	£3,275
West Town Hayling Island											
Anne's Court, 11	Sea Front	West Town Hayling	PO11 0AJ	23/6/2017	F	L	£136,000	27	£5,037	£136,000	£5,037
Ward Court, 65	Sea Front	West Town Hayling	PO11 0AL	26/5/2017	F	L	£185,000	82	£2,256	£188,500	£2,299
268	Sea Front	West Town Hayling	PO11 0AY	5/5/2017	F	L	£150,000	55	£2,727	£152,838	£2,779
354	Sea Front	West Town Hayling	PO11 0BA	21/6/2017	F	L	£125,000	51	£2,451	£125,000	£2,451
354	Sea Front	West Town Hayling	PO11 0BA	16/6/2017	F	L	£120,000	50	£2,400	£120,000	£2,400
354	Sea Front	West Town Hayling	PO11 0BA	19/5/2017	F	L	£130,000	48	£2,708	£132,460	£2,760

Address		DSP Corresponding Research Area	Postcode	Deed Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Exeter Court	Stamford Avenue	West Town Hayling	PO11 0BL	16/6/2017	F	L	£220,000	68	£3,235	£220,000	£3,235
18	St Helens Road	West Town Hayling	PO11 0BT	26/5/2017	D	F	£400,000	112	£3,571	£407,568	£3,639
12	Fernhurst Close	West Town Hayling	PO11 0DT	19/5/2017	D	F	£385,000	123	£3,130	£392,284	£3,189
51	Bacon Lane	West Town Hayling	PO11 0DW	24/5/2017	D	F	£573,000	170	£3,371	£583,842	£3,434
41	St Catherines Road	West Town Hayling	PO11 0HF	9/6/2017	D	F	£719,000	322	£2,233	£719,000	£2,233
47	Sinah Lane	West Town Hayling	PO11 0HJ	30/6/2017	S	F	£460,000	191	£2,408	£460,000	£2,408
12	North Shore Road	West Town Hayling	PO11 0HL	29/5/2017	D	F	£450,000	122	£3,689	£458,514	£3,758
28	North Shore Road	West Town Hayling	PO11 0HL	7/4/2017	D	F	£433,000	148	£2,926	£445,068	£3,007
9	Atherley Road	West Town Hayling	PO11 0JS	4/5/2017	S	F	£285,000	131	£2,176	£290,392	£2,217
12	Aubrey Close	West Town Hayling	PO11 0SU	26/5/2017	D	F	£370,000	121	£3,058	£377,001	£3,116
4	Bathurst Close	West Town Hayling	PO11 0UA	5/5/2017	D	F	£500,000	144	£3,472	£509,460	£3,538

Address		DSP Corresponding Research Area	Postcode	Deed Date	Property Type	Freehold / Leasehold	Sale Price	EPC Floor Area	Price per £/m ²	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
10	Rook Farm Way	West Town Hayling	PO11 9DF	23/6/2017	T	F	£245,000	71	£3,451	£245,000	£3,451
Average:										£331,274	£3,053

Table 1h – Land Registry Sold Prices Review Analysis – Resale properties (April – June 2017)

DSP Corresponding Research Area	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
North Hayling	£423,241	£3,615
Portsdown Hill*	£360,331	£3,366
Denvilles	£344,107	£3,419
West Town Hayling	£331,274	£3,053
Stoke and North West Hayling	£327,500	£3,275
Eastoke	£306,150	£3,047
Central Hayling Plain	£305,343	£3,146
Havant Historic Core	£266,856	£3,246
Bedhampton & Havant	£234,828	£2,695
South Hayling	£230,406	£3,345
West Leigh*	£198,569	£2,613
Leigh Park	£175,417	£2,286

- 3.11 Table 1h above shows the overall analysis of the above Land Registry new build data by the DSP research areas (see paragraph 3.3 above) and then sorted by the highest to lowest values within the Borough. These values have then been mapped to provide a visual representation of the values and how the different research areas compare with one another.

See Figures 3a and 3b on the following page.

Figure 3a – Land Registry Re-sale Property Mapped by DSP Research Areas (excluding Hayling Island).

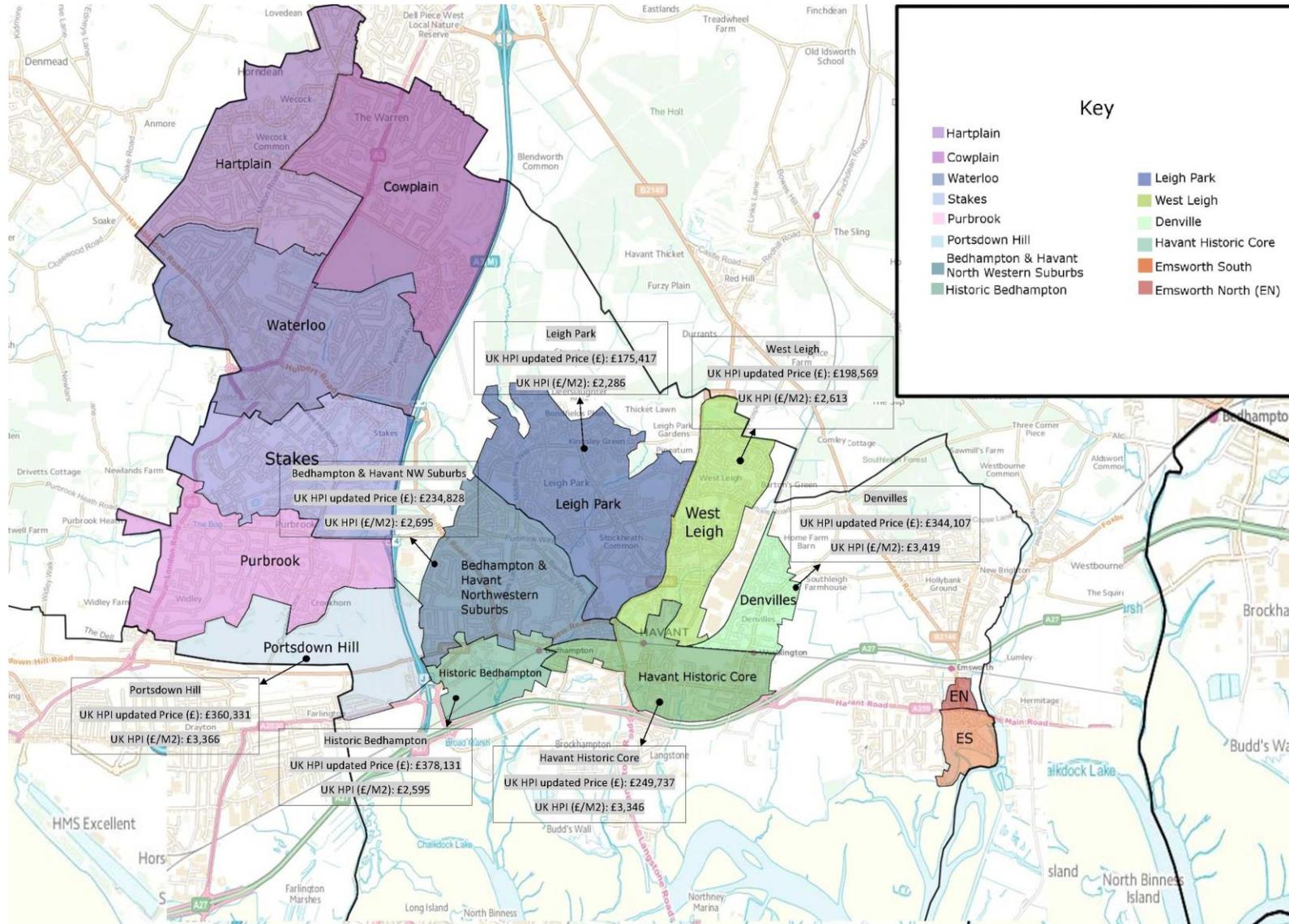
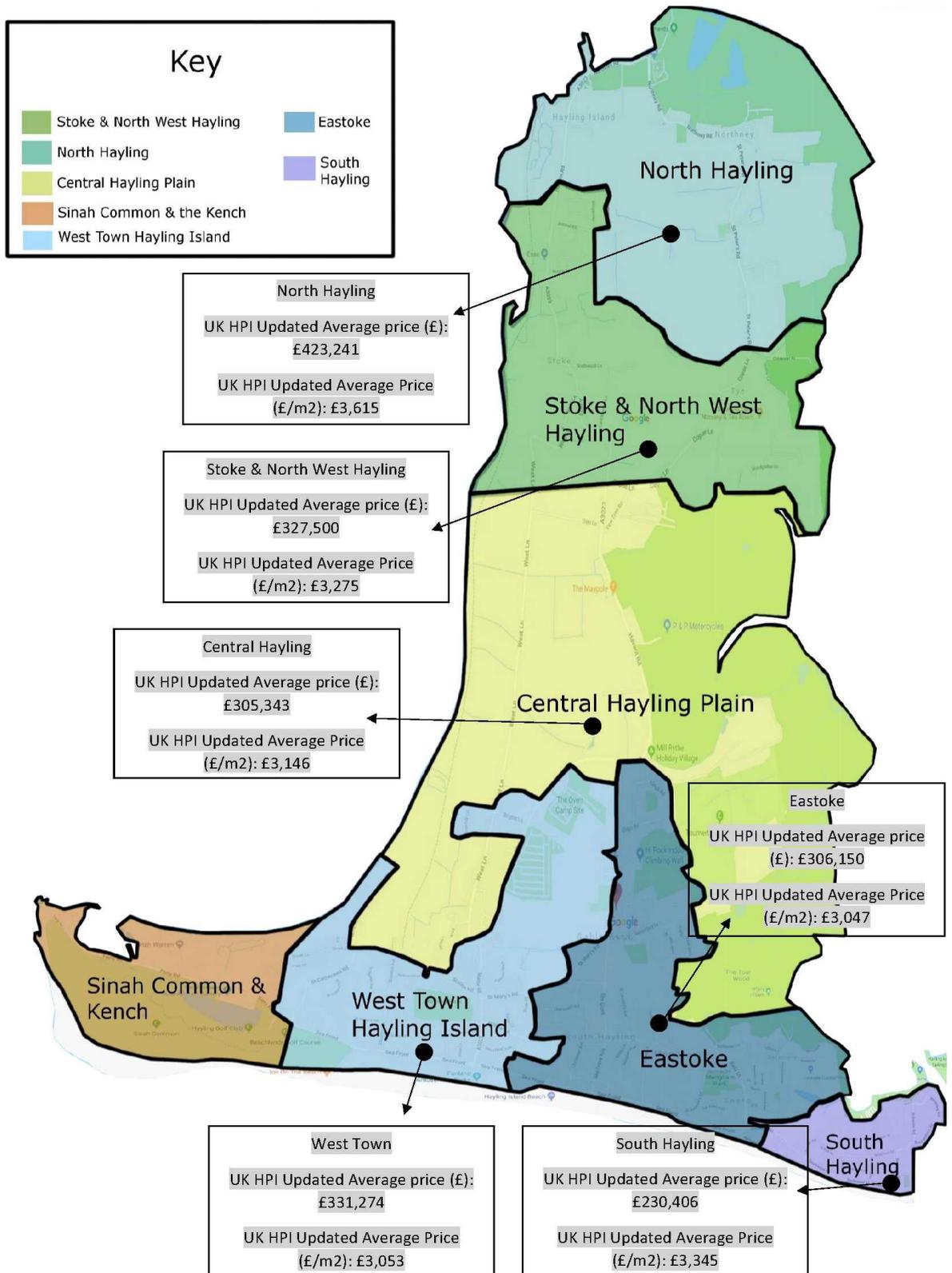


Figure 3b – Land Registry Re-sale Property Mapped by DSP Research Areas – Hayling Island only



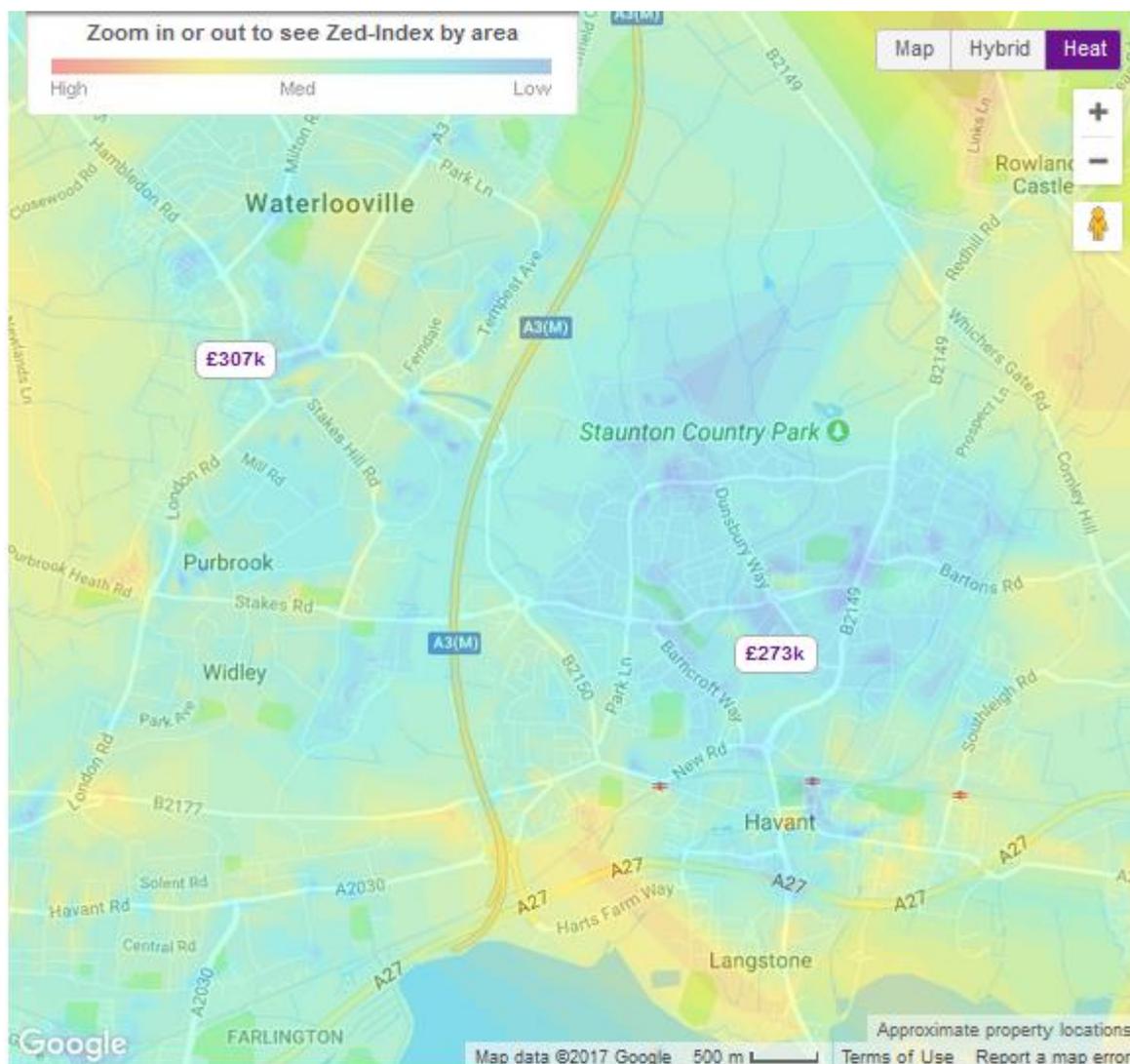
Zoopla sourced average values data (area guides / statistics)

3.12 The source of the information - maps and tables in the following pages is: www.zoopla.co.uk – as at July 2017. The Zoopla sourced indicative “heat” maps below provide a further indication as to the variable strength of residential values in Havant Borough. These present a relative picture. The “cooler” colours (blues) indicate the general extent of lower values, relative to the “warmer” colours - through yellow to red – indicating house prices generally moving to or at higher levels.

Figure 4a – Zoopla Heat Map – Havant overall (including Hayling Island) – Overview



Figure 4b – Zoopla Heat Map – Havant Focus



3.13 The tables below provide a quick analysis of the Zoopla ‘Average Current Values Estimate’ data (July 2017) based on searching Havant Borough settlements. This data was not available for all settlements, and as expect particularly relating to flats when moving away from the main town areas, but provides an additional data source and adds to the background picture in considering house price variance as part of informing the build-up of our appraisal assumptions – range of values for high-level overview to inform CIL testing.

Table 2 - Zoopla current values estimates – sourced from area stats by settlement

Settlement	Houses		Flats		Overall Average	
	Average Price per sq.ft.	Average Price per sq.m.	Average Price per sq.ft.	Average Price per sq.m.	Average Price per sq.ft.	Average Price per sq.m.
Emsworth	£358	£3,852	£353	£3,798	£356	£3,825
Hayling Island	£294	£3,167	£266	£2,862	£280	£3,015
Portsmouth Hill	£290	£3,117	£263	£2,830	£276	£2,973
Waterloo (Waterlooville)	£289	£3,110	£259	£2,787	£274	£2,948
Historic Bedhampton	£266	£2,862	n/a	n/a	£266	£2,862
Denvilles	£266	£2,862	n/a	n/a	£266	£2,862
Purbrook	£278	£2,995	£224	£2,410	£251	£2,703
Havant Historic Core	£268	£2,884	£222	£2,389	£245	£2,636
Hartplain	£248	£2,665	£218	£2,346	£233	£2,505
Cowplain	£248	£2,665	£218	£2,346	£233	£2,505
Stakes	n/a	n/a	n/a	n/a	n/a	n/a
Leigh Park	n/a	n/a	n/a	n/a	n/a	n/a
Bedhampton & Havant North Western Suburbs	n/a	n/a	n/a	n/a	n/a	n/a
West Leigh	n/a	n/a	n/a	n/a	n/a	n/a
Average	£279	£3,001	£251	£2,701	£268	£2,883

Available New Build properties for sale – 2017

Source: DSP research – based on a range of web searching – including from www.rightmove.co.uk ; various house builders' & estate agents' websites; associated / follow-up enquiries as relevant.

- 3.14 The tables below provide information, so far as found through web-searching and enquiries, on new build properties for sale – as at March 2017, based on DSP Research Areas. The noted property sizes are as were supplied with the agent's / developer's details or, where those were not stated, as per DSP's estimates – e.g. from agents' or other floor plans / dimensions (*Note: estimated dwelling sizes are shown in italics; Agent's or others' quoted property size details in non-italics*).
- 3.15 The variations to the stated (i.e. advertised) 'price per m²' are adjustments considered by DSP in the context of thinking about the influence of changing markets, but most

importantly the 5% deduction level ('Price less 5%') is intended to recognise that there will usually be an adjustment between marketing and sale price.

Table 3a - Available new build property – as marketed at time of research (March 2017)

Address	Description	Price	Size (m ²)	Price per m ²	Price per sq. ft.	Price Less 5%	Price Less 10%	Price Plus 10%	Agent
Hartplain									
Flats									
Hartplain Avenue	2 Bed Flat	£159,995	n/a	n/a	n/a	n/a	n/a	n/a	Harris Parkes & Drake
Average		£159,995	n/a	n/a	n/a	n/a	n/a	n/a	
Houses									
No Properties									
Cowplain									
Houses									
Copperview Mews	4 Bed Detached	£534,995	157	£3,408	£317	£3,237	£3,067	£3,748	Archbold Edwards
Copperview Mews	4 Bed Detached	£529,995	148	£3,581	£333	£3,402	£3,223	£3,939	Archbold Edwards
Copperview Mews	4 Bed Detached	£529,995	150	£3,533	£328	£3,357	£3,180	£3,887	Archbold Edwards
Copperview Mews	4 Bed Detached	£524,995	142	£3,697	£344	£3,512	£3,327	£4,067	Archbold Edwards
Copperview Mews	4 Bed Detached	£499,995	144	£3,472	£323	£3,299	£3,125	£3,819	Archbold Edwards
London Road	4 Bed Detached	£450,000	126	£3,571	£332	£3,393	£3,214	£3,929	Archbold Edwards
London Road	4 Bed Detached	£435,000	115	£3,789	£352	£3,600	£3,410	£4,168	Archbold Edwards
London Road	4 Bed Detached	£435,000	115	£3,789	£352	£3,600	£3,410	£4,168	Archbold Edwards
Arun Close	3 Bed Detached	£360,000	n/a	n/a	n/a	n/a	n/a	n/a	A.J. Eyre
Average		£477,775	137	£3,605	£335	£3,425	£3,245	£3,966	
Flats									
No Properties									
Waterloo									
Houses									
Old Park Farm	3 Bed Terrace	£289,000	104	£2,779	£258	£2,640	£2,501	£3,057	Taylor Wimpey
Old Park Farm	3 Bed Terrace	£287,500	104	£2,764	£257	£2,626	£2,488	£3,041	Taylor Wimpey
Old Park Farm	3 Bed Terrace	£285,000	109	£2,615	£243	£2,484	£2,353	£2,876	Taylor Wimpey
Average		£287,167	106	£2,719	£253	£2,583	£2,447	£2,991	

Address	Description	Price	Size (m ²)	Price per m ²	Price per sq. ft.	Price Less 5%	Price Less 10%	Price Plus 10%	Agent
Flats									
No Properties									
Stakes									
Houses									
Stakes Hill Road	4 Bed Detached	£695,000	197	£3,532	£328	£3,355	£3,178	£3,885	Hazle
London Road	4 Bed Detached	£479,950	123	£3,911	£363	£3,715	£3,520	£4,302	Redrow
Average		£587,475	160	£3,721	£346	£3,535	£3,349	£4,093	
Flats									
No Properties									
Portsmouth Hill									
Houses									
Bedhampton Hill	5 Bed Detached	£1,050,000	160	£6,558	£609	£6,230	£5,902	£7,213	David Wilson Homes
Bedhampton Hill	4 Bed Detached	£999,995	151	£6,643	£617	£6,311	£5,978	£7,307	David Wilson Homes
Bedhampton Hill	4 Bed Detached	£985,000	151	£6,543	£608	£6,216	£5,889	£7,197	David Wilson Homes
Bedhampton Hill	5 Bed Detached	£949,000	146	£6,519	£606	£6,193	£5,867	£7,171	David Wilson Homes
Bedhampton Hill	4 Bed Detached	£925,000	150	£6,153	£572	£5,845	£5,538	£6,768	David Wilson Homes
Average		£981,799	151	£6,483	£603	£6,159	£5,835	£7,131	
Flats									
No Properties									
Bedhampton & Havant NW Suburbs									
Houses									
Portsmouth Hill Road	5 Bed Link Detached	£475,000	n/a	n/a	n/a	n/a	n/a	n/a	Linden Homes
Portsmouth Hill Road	3 Bed Semi	£320,000	104	£3,087	£287	£2,933	£2,778	£3,396	Linden Homes
portsdown Hill Road	3 Bed Terrace	£310,000	80	£3,853	£358	£3,660	£3,468	£4,238	Linden Homes
Bedhampton Road	2 Bed Flat	£174,995	n/a	n/a	n/a	n/a	n/a	n/a	Jeffries
Average		£319,999	92	£3,470	£322	£3,296	£3,123	£3,817	
Leigh Park									
Flats									
Greywell Road	2 Bed Flat	£125,000	62	£2,006	£186	£1,906	£1,806	£2,207	Chaplins

Address	Description	Price	Size (m ²)	Price per m ²	Price per sq. ft.	Price Less 5%	Price Less 10%	Price Plus 10%	Agent
Greywell Road	2 Bed Flat	£120,000	56	£2,131	£198	£2,025	£1,918	£2,345	Chaplins
Greywell Road	2 Bed Flat	£115,000	56	£2,043	£190	£1,940	£1,838	£2,247	Chaplins
Greywell Road	1 Bed Flat	£99,950	n/a	n/a	n/a	n/a	n/a	n/a	Chaplins
Greywell Road	1 Bed Flat	£92,500	50	£1,854	£172	£1,761	£1,668	£2,039	Chaplins
Greywell Road	2 Bed Flat	£92,500	50	£1,869	£174	£1,775	£1,682	£2,056	Chaplins
Greywell Road	1 Bed Flat	£92,500	40	£2,307	£214	£2,191	£2,076	£2,537	Chaplins
Greywell Road	1 Bed Flat	£89,995	54	£1,670	£155	£1,586	£1,503	£1,837	Chaplins
Greywell Road	1 Bed Flat	£89,950	54	£1,669	£155	£1,585	£1,502	£1,836	Chaplins
Average		£101,933	53	£1,944	£181	£1,846	£1,749	£2,138	
Houses									
No Properties									
Historic Bedhampton									
Houses									
Ranelagh Road	3 Bed Detached	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Jacobs Foreman
Ranelagh Road	3 Bed Detached	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Jacobs Foreman
Meyrick Road	3 Bed Detached	£285,000	85	£3,353	£312	£3,185	£3,018	£3,688	Hazle & Co
Meyrick Road	3 Bed Detached	£285,000	84	£3,401	£316	£3,231	£3,061	£3,741	Hazle & Co
Ranelagh Road	3 Bed Detached	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Jacobs Foreman
Ranelagh Road	3 Bed Detached	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Jacobs Foreman
Ranelagh Road	2 bed Semi	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Jeffries
Average		£285,000	84	£3,377	£314	£3,208	£3,039	£3,715	
Flats									
No Properties									
Stoke & North West Hayling									
Houses									
New Cut, Hayling Island	3 Bed Detached	£400,000	n/a	n/a	n/a	n/a	n/a	n/a	Morris Dibeem
Average		£400,000	n/a	n/a	n/a	n/a	n/a	n/a	
Flats									
No Properties									
West Town Hayling Island									
Houses									

Address	Description	Price	Size (m ²)	Price per m ²	Price per sq. ft.	Price Less 5%	Price Less 10%	Price Plus 10%	Agent
Station Road	4 Bed Detached	£410,000	98	£4,198	£390	£3,988	£3,778	£4,618	Barratt Homes
Station Road	4 Bed Detached	£399,000	98	£4,086	£380	£3,881	£3,677	£4,494	Barratt Homes
Station Road	3 Bed Semi	£335,000	76	£4,394	£408	£4,174	£3,955	£4,833	Barratt Homes
Station Road	3 Bed Terrace	£295,000	70	£4,220	£392	£4,009	£3,798	£4,642	Barratt Homes
Average		£359,750	85	£4,225	£393	£4,013	£3,802	£4,647	
Flats									
No Properties									
Eastoke									
Houses									
Bound Lane	4 Bed Detached	£625,000	150	£4,154	£386	£3,946	£3,739	£4,570	Henry Adams
Bound Lane	3 Bed Semi	£460,000	81	£5,676	£527	£5,392	£5,108	£6,243	Henry Adams
Bound Lane	3 Bed Semi	£440,000	n/a	n/a	n/a	n/a	n/a	n/a	Henry Adams
Windsurfing Place	3 Bed Terrace	£245,000	123	£1,995	£185	£1,895	£1,796	£2,195	Beals
Average		£442,500	118	£3,942	£366	£3,745	£3,548	£4,336	
Flats									
No Properties									

Note: No available data for the following research areas at the time of data collection: Havant Historic Core, Purbrook, Denvilles, Emsworth North and South, West Leigh, North Hayling, Central Hayling, Sinah Common Hayling Island and South Hayling.

- 3.16 As the project progressed through to later draft / final stages, the above Rightmove Asking Price Analysis New Build data was updated in Autumn 2018. The purpose of this additional research exercise was to provide further background information on the emerging market values picture in the Borough.

Table 3a - Available new build property – as marketed at time of research (Autumn 2018)

Address	Description	Price	Size (m ²)	Price per m ²	Price per sq. ft.	Price Less 5%	Price Less 10%	Price Plus 10%	Agent
Eastoke									
Houses									
Eastoke Avenue	4 bed detached	£800,000	203	£3,941	£366	£3,744	£3,547	£4,335	Leaders
Austen Gardens	3 bed semi-detached	£399,950	106	£3,759	£349	£3,571	£3,383	£4,135	Henry Adams

Address	Description	Price	Size (m ²)	Price per m ²	Price per sq. ft.	Price Less 5%	Price Less 10%	Price Plus 10%	Agent
Bound Lane	3 bed semi-detached	£399,950	106	£3,759	£349	£3,571	£3,383	£4,135	Henry Adams
Austen Gardens	3 bed semi-detached	£389,950	106	£3,665	£341	£3,482	£3,298	£4,031	Henry Adams
Average		£497,463	131	£3,781	£351	£3,592	£3,403	£4,159	
Hartplain									
Houses									
Woodcroft Lane	4 bed detached	£455,000	151	£3,021	£281	£2,870	£2,719	£3,323	Linden Homes
Woodcroft Lane	4 bed detached	£445,000	151	£2,955	£275	£2,807	£2,659	£3,250	Linden Homes
Woodcroft Lane	4 bed detached	£405,000	118	£3,426	£318	£3,255	£3,084	£3,769	Linden Homes
Forest Mead	3 bed detached	£375,000	85	£4,417	£410	£4,196	£3,975	£4,859	EweMove
Woodcroft Lane	3 bed terraced	£345,000	121	£2,854	£265	£2,711	£2,568	£3,139	Linden Homes
Woodcroft Lane	3 bed semi-detached	£335,000	92	£3,661	£340	£3,478	£3,295	£4,027	Linden Homes
Woodcroft Lane	3 bed terraced	£335,000	121	£2,771	£258	£2,632	£2,494	£3,048	Linden Homes
Average		£385,000	120	£3,301	£307	£3,136	£2,971	£3,631	
Stakes									
Houses									
Kentidge Way	4 bed detached	£514,950	122	£4,235	£394	£4,023	£3,811	£4,658	David Wilson Homes
Kentidge Way	4 bed detached	£509,950	122	£4,194	£390	£3,984	£3,774	£4,613	David Wilson Homes
Oak Vale	4 bed detached	£499,950	99	£5,030	£467	£4,778	£4,527	£5,533	Redrow
Oak Vale	4 bed detached	£484,950	106	£4,558	£424	£4,330	£4,102	£5,014	Redrow
Oak Vale	3 bed detached	£479,950	114	£4,206	£391	£3,996	£3,786	£4,627	Redrow
Oak Vale	4 bed detached	£479,950	110	£4,375	£407	£4,156	£3,938	£4,813	Redrow
Oak Vale	3 bed detached	£459,950	122	£3,782	£352	£3,593	£3,404	£4,161	Redrow
Kentidge Way	4 bed detached	£445,000	102	£4,376	£407	£4,157	£3,938	£4,813	Barratt Homes
Kentidge Way	3 bed detached	£390,000	119	£3,266	£304	£3,103	£2,940	£3,593	David Wilson Homes
Kentidge Way	3 bed detached	£385,000	119	£3,224	£300	£3,063	£2,902	£3,547	David Wilson Homes

Address	Description	Price	Size (m ²)	Price per m ²	Price per sq. ft.	Price Less 5%	Price Less 10%	Price Plus 10%	Agent
Kentidge Way	3 bed terraced	£370,000	102	£3,613	£336	£3,433	£3,252	£3,975	David Wilson Homes
Kentidge Way	3 bed semi-detached	£340,000	102	£3,320	£309	£3,154	£2,988	£3,652	David Wilson Homes
Kentidge Way	3 bed semi-detached	£339,950	92	£3,703	£344	£3,518	£3,333	£4,073	David Wilson Homes
Kentidge Way	3 bed semi-detached	£299,950	115	£2,604	£242	£2,474	£2,343	£2,864	David Wilson Homes
Kentidge Way	2 bed semi-detached	£295,000	74	£4,008	£373	£3,808	£3,607	£4,409	David Wilson Homes
Average		£419,637	108	£3,900	£362	£3,705	£3,510	£4,290	
Flats									
Kentidge Way	2 bed flat	£235,000	68	£3,446	£320	£3,273	£3,101	£3,790	David Wilson Homes
Kentidge Way	2 bed flat	£220,000	68	£3,226	£300	£3,065	£2,903	£3,548	David Wilson Homes
Average		£227,500	68	£3,336	£310	£3,169	£3,002	£3,669	
Purbrook									
Houses									
Athens Way	3 bed semi-detached	£369,995	127	£2,911	£271	£2,766	£2,620	£3,202	David Wilson Homes
Serpentine Road	3 bed detached	£325,000	98	£3,327	£309	£3,160	£2,994	£3,659	Beals
Average		£347,498	112	£3,119	£290	£2,963	£2,807	£3,431	
Leigh Park									
Flats									
Leigh Road	2 bed flat	£197,500	57	£3,465	£322	£3,292	£3,118	£3,811	Savills
Leigh Road	2 bed flat	£187,500	57	£3,289	£306	£3,125	£2,961	£3,618	Savills
Leigh Road	1 bed flat	£160,000	47	£3,412	£317	£3,241	£3,070	£3,753	Savills
Leigh Road	1 bed flat	£145,000	38	£3,816	£355	£3,625	£3,434	£4,197	Savills
Average		£172,500	50	£3,495	£325	£3,321	£3,146	£3,845	
Denvilles									
Houses									
Horndean Road	4 bed detached	£609,995	165	£3,706	£344	£3,521	£3,335	£4,077	Bellway
Horndean Road	4 bed detached	£574,995	119	£4,816	£448	£4,575	£4,334	£5,297	Bellway
Horndean Road	4 bed detached	£564,995	119	£4,740	£441	£4,503	£4,266	£5,214	Bellway

Address	Description	Price	Size (m ²)	Price per m ²	Price per sq. ft.	Price Less 5%	Price Less 10%	Price Plus 10%	Agent
Horndean Road	4 bed detached	£479,995	124	£3,883	£361	£3,689	£3,495	£4,272	Bellway
Horndean Road	4 bed detached	£469,995	125	£3,775	£351	£3,586	£3,398	£4,153	Bellway
Horndean Road	3 bed detached	£399,995	93	£4,320	£401	£4,104	£3,888	£4,752	Bellway
Horndean Road	3 bed detached	£399,995	93	£4,320	£401	£4,104	£3,888	£4,752	Bellway
Horndean Road	2 bed semi-detached	£324,995	79	£4,140	£385	£3,933	£3,726	£4,554	Bellway
Horndean Road	3 bed terraced	£319,995	85	£3,769	£350	£3,581	£3,392	£4,146	Bellway
Horndean Road	2 bed terraced	£295,995	70	£4,259	£396	£4,046	£3,833	£4,685	Bellway
Horndean Road	2 bed terraced	£289,995	68	£4,265	£396	£4,051	£3,838	£4,691	Bellway
Average		£430,086	103	£4,181	£389	£3,972	£3,763	£4,599	

Residential ‘Value Levels’ – collective assumption overview

3.17 Overall, for the purposes of this strategic overview of development viability Local Plan and CIL Viability, we decided to focus our appraisals around the following values range - represented by what we refer to as Values Levels (VLs) ‘1 - 7+’ in accordance with the extensive research values analysis outlined above. See the following table below (note: table also included for ease of reference in Appendix I). Above all, this shows the scale of values as well as the variation of those values seen in different parts of the Borough. At the time of finalising the update assessment work in October/November 2017, we consider new build values in the Havant Borough to fall within the overall VL range of £2,750 - £4,500/m² – i.e. approximately £255 to £418/sq. ft. Typical new build values are, however, found around the middle>lower end of this key range, usually around VL3/4. For the assessment purpose, therefore, it is also appropriate to review viability across the whole range of values within the Borough

Table 4 – Havant Borough Council – Assumed Residential Value Levels

Assumed Market Value Level (VL) range & indicative match with localities	VL1	VL2	VL3	VL4	VL5	VL6	VL7+
Location (Range)	Havant Core & NW Suburbs, Waterlooille		Purbrook, Stakes, Horndean, Cowplain, Hayling Island		Langstone	East of Borough, Emsworth (South of A27), Denvilles, seafront properties (incl. Hayling Island), rural pockets	
	Leigh Park	West Leigh, Bedhampton, Hartplain		New Brighton, Emsworth (North of A27), Warblington			
1 Bed Flat	£137,500	£150,000	£162,500	£175,000	£187,500	£200,000	£225,000
2 Bed Flat	£192,500	£210,000	£227,500	£245,000	£262,500	£280,000	£315,000
2 Bed House	£217,250	£237,000	£256,750	£276,500	£296,250	£316,000	£355,500
3 Bed House	£275,000	£300,000	£325,000	£350,000	£375,000	£400,000	£450,000
4 Bed House	£357,500	£390,000	£422,500	£455,000	£487,500	£520,000	£585,000
Value House (£/m²)	£2,750	£3,000	£3,250	£3,500	£3,750	£4,000	£4,500

Sheltered Housing modelled at VL6 £4,000, VL7 £4,500, and VL8 £4,750

3.18 As in all areas, values are always mixed to some extent - within particular localities and even within sites. The table above assumes the following dwelling gross internal floor areas (these are purely for the purpose of the above market dwelling price illustrations):

- 1-bed flat at 50 sq. m (543 sq. ft.)
- 2-bed flat at 70 sq. m (753 sq. ft.)
- 2-bed house at 79 sq. m (914 sq. ft.)
- 3-bed house at 100 sq. m (1076 sq. ft.)
- 4-bed house at 130 sq. m (1398 sq. ft.)

4.0 Sheltered Housing values - research (November 2017)

4.1 Research was also carried out on new build sheltered housing through using property search engines 'Rightmove and 'Retirement Homesearch'. At the date of research there was only a limited number of new build sheltered housing for sale within the Havant Borough and as such we extended our research area to include some comparable adjoining areas as noted below:

- The Orchard House, Emsworth (McCarthy & Stone) – currently subject to planning.
- Savoy House, South Parade, Southsea (McCarthy & Stone) – 1-bed flats priced at £248,950 equating a £4,526/m² and 2-bed flats priced at £353,950 equating to £4,719/m².
- Tudor Rose Court, South Parade, Southsea (McCarthy & Stone) – 1-bed flats priced at £233,950 equating a £4,253/m² and 2-bed flats priced at £328,950 equating to £4,386/m².
- 38-44 Purbrook (McCarthy & Stone) – currently under construction. No price data currently available.
- Apsley Lodge, London Road, Waterlooville (Churchill Retirement) – 1-bed flats priced at £295,950 equating a £5,380/m² and 2-bed flats priced at £314,950 equating to £4,199/m².
- Simmonds Lodge, Drayton - (Churchill Retirement) – 1-bed flats priced at £247,950 equating a £4,540/m² and 2-bed flats priced at £354,950 equating to £4,732/m².

4.2 Taking into account the results of the above research which indicates a range of between £4,199 and £5,380/m², alongside DSP's significant experience of carrying out site specific viability reviews on numerous sheltered housing schemes, the above has led us to test Sheltered Housing at the same overall values range of £4,000 - £4,750/m². From both wider experience and research above, we would generally expect Sheltered Housing values to be representative of more towards the upper end of this overall range and this could even be found to be conservative. Information related to actual schemes within the area would be needed to verify these assumptions, which in the circumstances are considered reasonable for the purpose.

5.0 Commercial market information, rents and yields

5.1 Example sources used:

- CoStar based on searches for retail (all types, including larger supermarkets and convenience stores), offices, industrial/warehousing, distribution warehousing together with hotel data where available. This information will comprise of both lease and sales comparables within the Borough. (www.costar.co.uk – subscription based Commercial Property Intelligence resource used and informed by a wide range of Agents and other property firms).
- Valuation Office Agency (VOA) Rating List
- Others – RICS market information; property advertised; web-based research
- Any available local soundings – indications / examples

RICS Commercial Property Market Survey Q3 2017

5.2 Headline reads: *‘industrial sector remains strong while retail struggles’*

- *‘Rent expectations firm for industrial space, neutral across offices and marginally negative for retail*
- *Pick-up investment demand supporting modestly positive capital value expectations*
- *London continues to display more cautious sentiment relative to the national average’*

5.3 *‘The Q3 2017 RICS UK Commercial Property Market Survey results, on balance, show a slight improvement relative to the previous quarter. Indicators capturing both investor and occupier demand edged up during Q3, while near term capital value and rental growth expectations were somewhat more positive. That said, there is still a significant divergence while the backdrop for the retail sector remains more challenging.*

- 5.4 *At the national level, headline occupier demand held more or less steady, as a net balance of only +5% of respondents noted an increase over the quarter. That said, this does mark a modest improvement on the figure of -2% in Q2. When broken down, tenant demand increased strongly across industrial space (net balance +28%) and stabilised in the office sector, having fallen in Q2. Meanwhile, demand continued to fall for the second consecutive quarter in the retail sector, posting a reading of -16% (-15% previously). At the same time, availability of leasable space declined markedly in the industrial segment once again, and saw little change across both office and retail sectors.*
- 5.5 *Landlord incentives on offer to tenant in the office sector increased for fifth successive period during Q3. Retail inducements also picked up, marking the second quarter running in which they have done so. By way of contrast, incentives continued to decline in the industrial sector.*
- 5.6 *Given this, near term rent expectations point to firm growth in the industrial sector, and a broadly flat outturn for office rental values. In the retail segment, projections remain marginally negative at the headline level. Over the year ahead, rental expectations are positive for both prime and secondary industrial space. The same is true for prime offices and to a lesser extent prime retail space. The outlook for secondary retail were firmly negative, with rents still anticipated to decline over the coming twelve months.*
- 5.7 *With regards to the regional breakdown, near term all sector rent expectations are generally positive across most parts of the UK. London is again the exception, where negative projections in the office and retail sectors are cancelling out positive expectations for industrial rents. Over the next twelve months in the capital, it is the secondary retail and office portions of the market in particular which are weighing down the headline figure. That said, the rental outlook is now flat for prime retail and only marginally positive for prime offices.*
- 5.8 *In the investment market, headline demand series moved further into positive territory, with a net balance of +20% of respondents noting an increase in investment enquiries (+10% in Q2). Again, the industrial sector posted the strongest increase (in net balance terms). Following a flat reading in Q2, investment enquiries picked up in the office segment, but were little changed in the retail sector for a second consecutive*

quarter. Meanwhile, interest from overseas buyers reportedly increased across all areas of the market during A3.

- 5.9 *The supply of property for investment purposes declined in both the office and industrial segments, while holding steady in the retail sector. Alongside this, near term capital value expectations point to strong growth across industrial assets, a modest rise in office prices, and little change for values across the retail sector. On a twelve-month view, secondary retail is the only sub sector in which capital value expectations are negative at the national level.*
- 5.10 *When disaggregated, London continued to display more cautious expectations than virtually all other parts of the UK. While headline expectations are now relatively flat in the capital, this is largely due to positive projections in the industrial segment. By way of contrast, secondary retail and office values are anticipated to come under downward pressure over the year ahead. Prime locations may prove more resilient, but respondents still anticipate little in the way of positive momentum.*
- 5.11 *In terms of valuations, across the UK as a whole, a strong majority of contributors (65%) sense the market is fairly valued at present (unchanged from Q2). Central London continues to exhibit the highest proportion of respondents viewing the market to be overpriced to some extent (67%). Meanwhile, 37% of respondents from the South East are now of the opinion that values are stretched relative to fundamentals, a steady increase on 16% who were taking this view three quarters ago.*
- 5.12 *Finally, during Q3, although views remain mixed, the largest share of contributors nationally feel conditions are consistent with the middle stages of an upturn (30%). In Central London, 73% of respondents sense the market to be in some stage of a downturn.'*

RICS Commercial Property Market Survey Q3 2018

- 5.13 *Headline reads: 'Brexit seen causing some hesitancy among tenants'*
- *'Growth in tenant demand confined to the industrial sector with Brexit affecting occupier decisions*
 - *Retail availability and inducements continue to rise noticeably*

- *Twelve month capital value expectations downgraded across secondary office markets'*
- 5.14 *'The Q3 2018 RICS UK Commercial Property Market Survey results point to a fairly subdued trend across the occupier market, with respondents citing Brexit uncertainty as weighing on occupier decisions to a certain extent. That said, structural changes continue to pose the most significant near term challenge for retailers, while on the flipside, conditions within the industrial segment continue to benefit from the shift towards online shopping.*
- 5.15 *At the headline level, occupier demand fell slightly for a second consecutive quarter, with the net balance coming in at -9% (compared to -8% previously). Nevertheless, this average reading is still concealing significant disparities between the three traditional sectors of the UK market. Indeed, demand for industrial space continued to increase, albeit at a moderated pace, thereby extending a run of uninterrupted growth going back to 2012. At the same time, interest from tenants in the office space remained little changed. At the other end of the spectrum, demand from businesses looking to take-up retail space continued to fall for a sixth quarter in succession.*
- 5.16 *At the same time, a net balance of +39% of respondents reported a further rise in retail availability over the quarter, prompting landlords to increase the value of incentive packages. Vacancy rates were more or less stable in the office sector, although the use of inducement packages did increase slightly. Conversely, both availability and incentives continued to decline in the industrial segment.*
- 5.17 *At the all-sector level, respondents left near term rental expectations unaltered, with the national reading remaining at -2%. As such, this points to virtually no change in headline rents over the coming three months. On a twelve month view, both prime and secondary industrial rents are envisaged posting solid growth, with expectations moderately positive for prime offices. On the same basis, secondary office rental projections are broadly flat. Expectations remain firmly negative for retail rental levels over the coming twelve months, both in terms of prime and secondary space.*
- 5.18 *Looking at the regional figures, the retail sector continues to exhibit negative rental projections across all parts of the UK, with respondents anticipating a downward trend in prime locations as well as for secondary. In London, secondary office rents are still expected to fall slightly, albeit the net balance of -11% was the least negative reading*

since the beginning of 2016. The outlook is relatively flat for prime office rents in the capital, but more positive across all other UK regions. The industrial sector remains the outperformer in terms of rental growth expectations in all areas, although, in some cases, forecasts have been trimmed slightly.

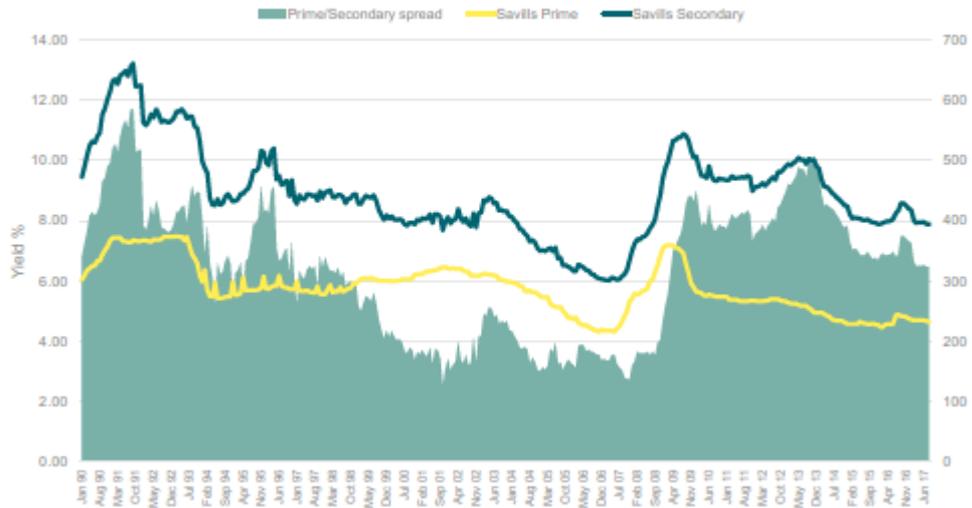
- 5.19 *In each quarter since the Brexit vote took place, survey participants have been asked if they have seen any evidence of firms looking to relocate at least some part of their business as a result. Throughout much of this time, the proportion reporting they had seen signs of this type of activity remained at around 15-18%. Interestingly, however, this picked up to 25% in the latest results. It remains to be seen whether or not this is truly indicative of there being a rise in firms implementing contingency plans to relocate, due to concerns about the potential outcome of the negotiation process.*
- 5.20 *On the investment side of the market, the survey's headline demand metric improved slightly, inching up to +4% from -3% in Q1. Investment enquiries rose most firmly in the industrial sector, with a net balance of +32% of contributors citing an increase (+28% in Q1). Demand for offices also picked up, although only marginally, following a flat trend in Q1. Investors continue to shy away from the retail sector however, with the enquiries net balance coming in at -33% (compared with -43% previously). Overseas investment demand remained largely unchanged overall, albeit a small increase was cited for industrial assets. Alongside this, the supply of property on the market for sale declined in all but the retail sector, where it continued to rise for a fifth consecutive quarter.*
- 5.21 *On the back of this, twelve month capital value expectations remain steeped in negative territory across the retail sector, with respondents foreseeing price declines for both prime and secondary assets. Relative to the previous results, expectations were pared slightly across the office sector. Indeed, while capital value projections remain modestly positive for prime offices, the outlook for secondary has turned slightly negative at the national level. Given the still supportive supply demand dynamic, prime and secondary industrial values are again seen posting solid gains over the year ahead.*
- 5.22 *From a regional perspective, prime offices are expected to chalk up solid capital value growth over the year ahead in virtually all parts of the UK. The outlook for secondary is more mixed, with respondents forecasting a flat to slightly negative trend in values for most areas. In London, capital value projections across the office market remain*

slightly weaker than the regional averages. Both prime and secondary retail values are anticipated to come under downward pressure right across the UK, albeit projections are significantly weaker for the latter. At the other end of the scale, prime industrial values are seen rising firmly in all parts of the country. The outlook for secondary industrial prices now appears strongest in the Midlands and the south of England.'

Savills: Commercial Market in Minutes (October 2017)

- 5.23 Headline reads: *'Rising risk-aversion continues to drive prime yield hardening'*
- 5.24 ***'Yields fall despite rising occupational risks*** - *The recent downward trend in prime yields across all sectors in the UK seems to suggest that the softening that took place last summer was an over-reaction to Brexit. However, what is going on in the world of "prime" and "secure" is maybe not the most accurate bellwether of how risks are changing. September 2017 saw the all sector prime yield remain stable at 4.65%, which is 31bps lower than a year ago.*
- 5.25 *Furthermore, this month saw the yield moving downwards for M25 offices, and more than half of the sub sectors are now expected to see downward pressure on their yields over the next few months. These trends seem vaguely counterintuitive in a world where we have to accept that occupational risks have risen as a result of Brexit (though how and when the moment of peak risk will come remain impossible to predict).*
- 5.26 *If the hardening in prime yields that we have seen over the last 12 months is a reflection of a 'flight to safety', then logically yields on riskier assets should be rising. However, only shopping centres have seen their prime yields rise this year, and that probably has more to do with the rise of internet shopping and American investors' perceptions of retail than Brexit. Nor are we seeing a measurable rise in secondary property yields, as the chart below shows. Perhaps a rise in secondary yields is not merited, if investors are already correctly pricing the higher occupational risk in secondary over prime.*
- 5.27 *Certainly, the spread between secondary and prime yields, at 324bps, is wider than the long-run average, and this should give investors and regulators a degree of comfort that investors have not convinced themselves that secondary is prime (something that was prevalent in the run-up to the Global Financial Crisis).'*

Gap between prime and secondary yields shows a realistic pricing of occupational risk

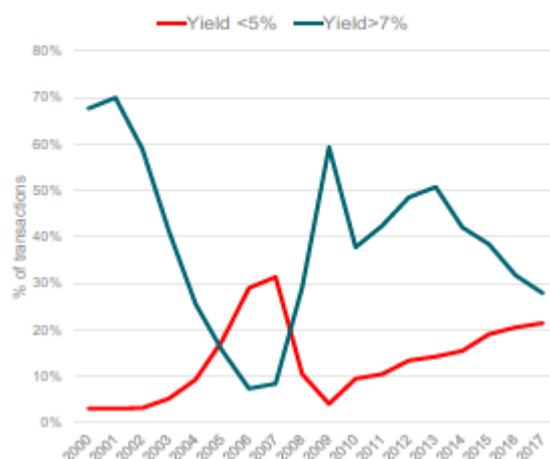


Prime yields

	Sep 16	Aug 17	Sep 17
West End Offices	3.50%	3.25%	3.25%
City Offices	4.25%	4.00%	4.00%
Offices M25	5.25%	5.25%↓	5.00%
Provincial Offices	5.25%	5.00%	5.00%
High Street Retail	4.25%	4.00%	4.00%
Shopping Centres	4.50%	4.50%	4.75%
Retail Warehouse (open A1)	5.25%	5.25%	5.25%↓
Retail Warehouse (restricted)	6.00%	5.50%	5.50%↓
Foodstores	5.50%	4.75%	4.75%↓
Industrial Distribution	5.00%	4.75%	4.75%↓
Industrial Multi-lets	5.00%	4.50%↓	4.50%↓
Leisure Parks	5.25%	5.00%↓	5.00%↓
Regional Hotels	5.50%	4.75%↓	4.75%↓

- 5.28 **Risk-aversion leading to falling appetite for secondary assets** - While secondary yields appear to be broadly pricing in flat or falling rents, it is important to note that the actual number of investment deals taking place is 6% down year-on-year. This means that if any sub-segment of the market is particularly quiet, then it can take a while for enough evidence to be gathered to justify an adjustment in our or any other valuation-based yield.
- 5.29 The global hunger for prime assets has meant that the secondary market in the UK has been comparatively quiet for several years (with a 27% year on year decline in the number of deals at 7% or above in 2017). Indeed, as Graph 2 shows, 2017 has seen almost as many deals at sub 5% yields as at 7% and above. In part, this is due to a steady reweighting of the yields of all types of property, but we also believe that it reflects a declining appetite for higher risk assets in the UK.

Continuing fall in the proportion of deals at a yield of 7% or above



- 5.30 *While some sectors are already seeing some re-pricing of secondary assets, this is by no means the story across the board. However, any re-pricing that does occur is likely to be short-lived, because the driver of the rise in yields will be more about an imbalance between the number of buyers and sellers rather than any intrinsic change to the risk profile of the secondary assets themselves.*
- 5.31 *There are also an increasing number of investors looking for opportunistic deals in the UK. However, as last summer showed, bargains will not last long, but the well-prepared investor could do well in the less competitive secondary space over the next 12 months.*
- 5.32 **Statistics, savings and future interest rate rises** - *The ONS has recently reviewed a variety of its sectoral accounts and one finding has been that household incomes have grown much more strongly than was previously thought. This certainly goes some way to explaining why retail sales have held up well during the recent periods of weaker consumer sentiment. In particular, the savings ratio (which was previously showing a record low of 2%) has been revived upwards to nearly 6%.*
- 5.33 *Not only do these revisions give us a better understanding of why consumers are spending and borrowing so strongly, it also supports a slightly more optimistic view of the likely impacts of future interest rate rises. This is particularly topical considering that Mark Carney has recently made his membership of the hawkish cohort clear, arguing that there is global pressure to raise rates.*

5.34 *While we are less convinced of the economic rationale for a rise in the UK base rate than some are, we suspect that a 25bps increase is now likely before the end of the year. This will have a negligible impact on either spenders or savers, let alone on property yields. However, it is clear from the recent data revisions that households are less financially stressed than we previously thought, and this will be a good thing as and when rates start to rise properly.'*

Savills: Commercial Market in Minutes (November 2018)

5.35 *Headline reads: 'All eyes are now on the final quarter of 2018, as this quarter typically accounts for 30% or more of annual investment volumes'*

5.36 **'Brexit hiatus ahead?'** *Last month saw few changes to our prime yields, with the overall average creeping up 4bps due to the expected rise in retail warehouse yields.*

5.37 *As we have touched on in previous Market reports, we increasingly feel that pricing is becoming divorced from actual prospects, and we touch on why speculation about the demise of both London offices and UK retail might be overplayed below.*

	Oct 17	Sep 18	Oct 18
West End Offices	3.25%	3.25%	3.25%
City Offices	4.00%	4.00%	4.00%
Offices M25	5.00%	5.00%↑	5.00%↑
Provincial Offices	5.00%	4.75%	4.75%
High Street Retail	4.00%	4.50%↑	4.50%
Shopping Centres	4.75%	5.25%	5.25%
Retail Warehouse (open A1)	5.25%↓	5.50%↑	5.75%
Retail Warehouse (restricted)	5.50%↓	5.75%↑	6.00%
Foodstores	4.75%↓	4.50%	4.50%
Industrial Distribution	4.75%↓	4.25%	4.25%
Industrial Multi-lets	4.50%↓	4.00%	4.00%
Leisure Parks	5.00%↓	5.25%	5.25%↑
Regional Hotels	4.75%↓	4.25%	4.25%

TABLE 1 | Prime yields

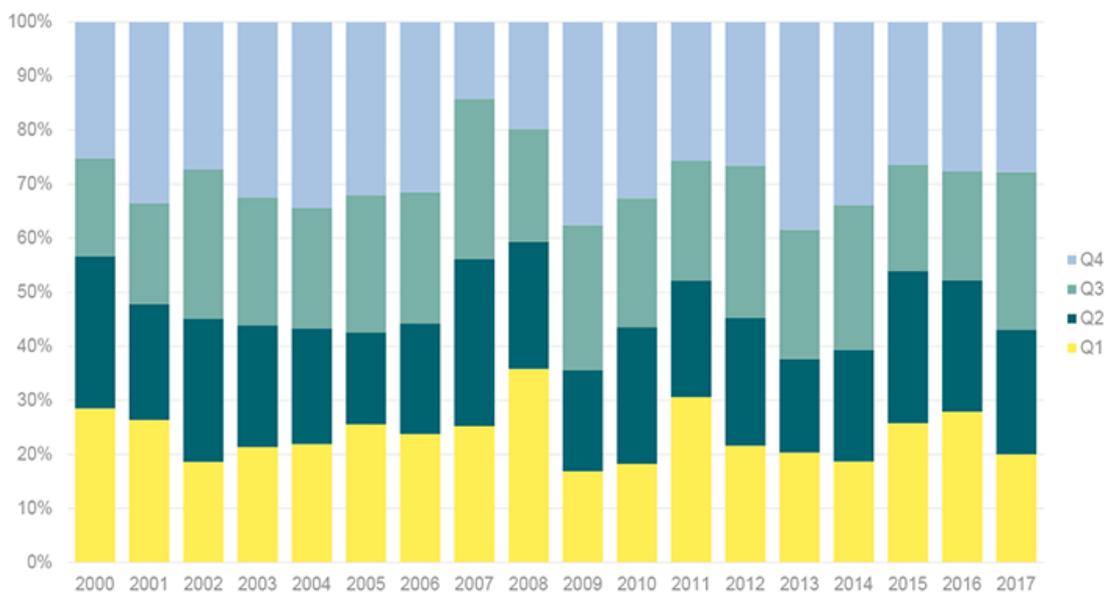
Source: Savills Research | Arrows indicate expected forward trend

- 5.38 *However, a more pressing issue for the UK investment market is the annual question that happens around this time of year of how strong the final quarter will be. Traditionally the fourth quarter of the year accounts for 30% or more of the annual activity, as investors (and agents) rush to complete deals by the year end. However, this year with March 30th 2019 very much at the forefront of many investor's minds, the question of whether it is worth delaying deals is coming up a lot.*
- 5.39 *For buyers, particularly those who do not have to hedge the currency, the reasons to wait and see look clear. There is little prospect of prices rising over the next six months (other than perhaps in London logistics), and a disorderly Brexit would undoubtedly*

result in further falls in the Pound. Some investors might even be hoping for distressed selling (as was briefly seen in Q3 2016). Vendors might also be tempted to hold back open marketing of assets to avoid poor levels of interest or even low bids.

5.40 *We think that some, but not all, of these arguments hold water. Distressed selling is probably the least likely scenario given the low LTVs that have been prevalent in the market since 2008, and the intentionally high cash balances that the retail funds have built up since 2016.*

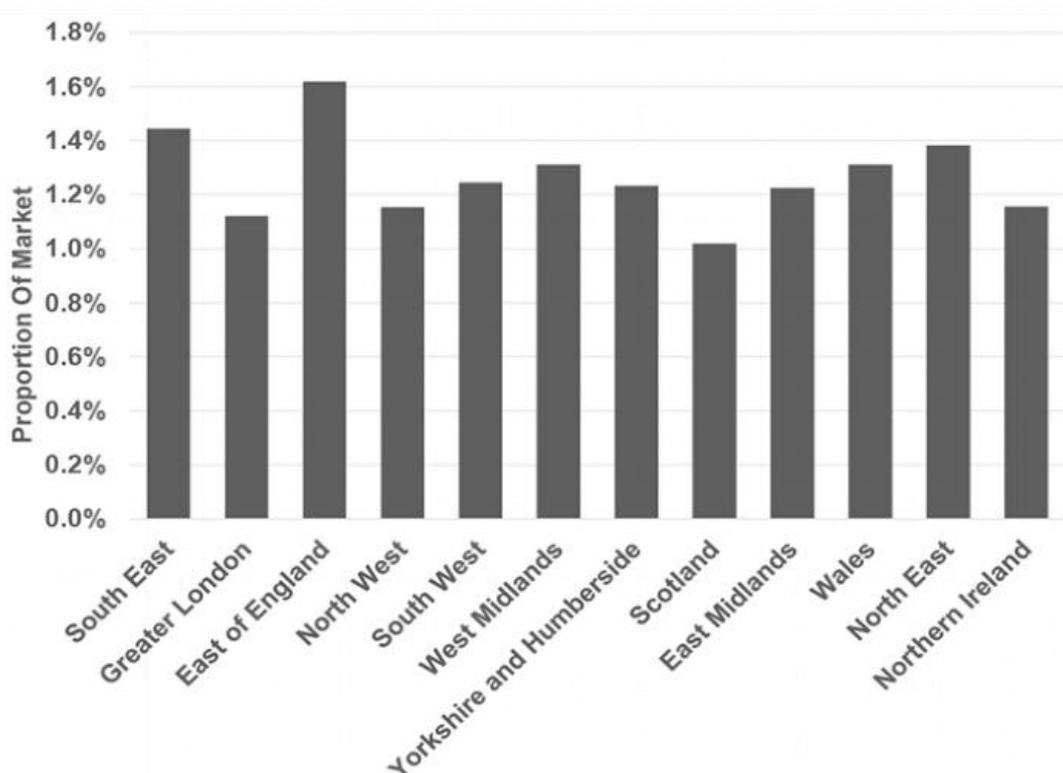
5.41 *However, this year more than most, it may be worth not spending on Black Friday if you think a better deal will be available in the Spring sales!*



GRAPH 1 | All eyes swing to final quarter investment volumes – could things be different this year?

Source: Savills Research

5.42 *There are undoubtedly large scale cyclical and structural challenges to UK retail, but even at the apex of these challenges where retailers are failing or enacting CVAs, only 1.27% of the shops in the UK have been affected (and only 25% of those units will actually close). Indeed, as the recent results from the major listed owners of retail property show, occupancy rates remain high in the best schemes.*



GRAPH 3 | CVAs and administrations have affected relatively few stores

Source: Savills Research

- 5.43 *If you accept that there is good and bad retail, then you should expect the bad retail to be performing worse than the good. However, looking at the MSCI rental growth data it appears that rents on the best and worst schemes are falling in lockstep.*
- 5.44 *The negative noises that have been prevalent around both these sectors over the last 24 months should definitely present buying opportunities in 2019.'*

Investment yields (driving the capitalization of rents)

5.45 The table below provides the most up to date available extracts from the Knight Frank Yield Guide as at November 2017 (time of original research).

Table 5 – Knight Frank Yield Guide (November 2017)

Sector	Nov-17	Market Sentiment
High Street Retail		
Prime Shops	4.00%	Positive
Regional Cities	4.25%	Positive
Good Secondary	6%	Positive
Secondary Tertiary	10%+	Negative
Shopping Centres		
Regionally Dominant (£200+ psf Zone A)	4.25%	Negative
Dominant Prime	5.25%	Negative
Town Dominant	7.50%	Negative
Secondary	9.50%++	Negative
Out of Town Retail		
Open A1/Fashion Parks	4.5%+	Stable
Secondary Open A1 Parks	5.75%	Negative
Bulky Goods Parks	5.75%	Positive
Secondary Bulky Goods Parks	7.00%	Negative
Solus Open A1	4.75%	Stable
Solus Bulky (c.50,000 sq. ft. let to strong covenant)	5.75%	Stable
Leisure		
Leisure Parks	5%	Positive
Specialist Sectors		
Dept. Stores Prime (with fixed uplifts)	5.25%	Negative
Car Showrooms (20yrs with fixed uplifts & manufacturer covenant)	4.50%	Stable
Car Showrooms (20yrs with fixed uplifts & dealer covenant)	5%	Stable
Budget Hotels	4.50%	Stable
Student Accommodation (Prime London - direct let)	4.50%	Positive
Student Accommodation (Prime Regional - direct let)	5.50%	Positive
Student Accommodation (Prime London - 25yr lease Annual RPI)	4.00%	Positive
Student Accommodation (Prime Regional - 25yr lease Annual RPI)	4.50%	Positive
Healthcare (Elderly Care 30yrs indexed linked reviews)	4.50%	Stable
Foodstores		
Annual RPI increases	4.25%	Positive

Sector	Nov-17	Market Sentiment
Open market reviews	5.00%	Stable
Warehouse & Industrial Space		
Prime Distribution/Warehousing (20yr income)	4.00%	Positive
Prime Distribution/Warehousing (15yr income)	4.25%	Positive
Secondary Distribution	5.25%	Positive
SE Estate (exc. London & Heathrow)	4.25%	Positive
Good Modern RoUK Estate	5.00%	Positive
Secondary Estates	6.00%	Positive
Offices		
Major Regional Cities	5.00%	Stable
Towns (SE)	5.00%	Positive
Business Parks (SE)	5.00%	Positive

Source: Knight Frank – with their notes:

- based on rack rented properties and disregards bond type transactions

-this yield guide is for indicative purposes only and was prepared on the 6th November 2017 by Knight Frank

- 5.46 The table below provides the most up to date available extracts from the Knight Frank Yield Guide as at November 2018 (time of updated research).

Table 6 – Knight Frank Yield Guide (November 2018)

Sector	Nov-18	Market Sentiment
High Street Retail		
Prime Shops	4.50%	Negative
Regional Cities	5.00%	Negative
Good Secondary	6.25%	Negative
Secondary Tertiary	10.00%++	Negative
Shopping Centres		
Regionally Dominant (£200+ psf Zone A)	5.00%	Negative
Dominant Prime	6.75%	Negative
Town Dominant	8.50%	Negative
Secondary	10.00%++	Negative
Out of Town Retail		
Open A1/Fashion Parks	5.25%	Negative
Secondary Open A1 Parks	6.25%	Negative
Bulky Goods Parks	5.75%+	Negative
Secondary Bulky Goods Parks	7.00%+	Negative
Solus Open A1	4.75%+	Negative
Solus Bulky (c.50,000 sq. ft. let to strong covenant)	5.00%+	Negative

Sector	Nov-18	Market Sentiment
Leisure		
Leisure Parks	5.00%	Negative
Specialist Sectors		
Dept. Stores Prime (with fixed uplifts)	7.00%	Negative
Car Showrooms (20yrs with fixed uplifts & manufacturer covenant)	4.50%	Stable
Car Showrooms (20yrs with fixed uplifts & dealer covenant)	4.50%	Stable
Budget Hotels	4.25%	Stable
Student Accommodation (Prime London - direct let)	4.25%	Positive
Student Accommodation (Prime Regional - direct let)	5.25%	Positive
Student Accommodation (Prime London - 25yr lease Annual RPI)	3.50%	Stable
Student Accommodation (Prime Regional - 25yr lease Annual RPI)	3.75%	Stable
Healthcare (Elderly Care 30yrs indexed linked reviews)	3.75%	Positive
Foodstores		
Annual RPI increases	4.25%	Stable
Open market reviews	5.00%	Stable
Warehouse & Industrial Space		
Prime Distribution/Warehousing (20yr income)	4.00%	Positive
Prime Distribution/Warehousing (15yr income)	4.25%	Positive
Secondary Distribution	5.00%	Positive
SE Estate (exc. London & Heathrow)	4.00%	Positive
Good Modern RoUK Estate	4.50%	Positive
Secondary Estates	5.75%	Positive
Offices		
Major Regional Cities	4.75%	Stable
Towns (SE)	5.00%	Stable
Business Parks (SE)	5.00%	Stable

Source: Knight Frank – with their notes:

- based on rack rented properties and disregards bond type transactions

-this yield guide is for indicative purposes only and was prepared on 03 November 2018

Commercial Property Values Research

5.47 The information as outlined in the following section is based on researching data as far as available reflecting property within the Havant Borough, covering the following types: -

- Shops / premises
- Retail Warehousing
- Supermarkets
- Offices
- Industrial Warehousing
- Student Accommodation
- Hotels
- Care Homes

5.48 DSP subscribes to commercial property data resource 'CoStar' and here we include relevant extracts, again as far as available for the Council's area. Summary reporting analysis for both lease and sales comparables is provided; combined with the full data extract to be found at the end of this Appendix. CoStar is a market leading commercial property intelligence resource used and informed by a wide range of Agents and other property firms, to provide commercial real estate information and analytics. CoStar conducts extensive, ongoing research to provide and maintain a comprehensive database of commercial and real estate information where subscribers are able to analyse, interpret and gain insight into commercial property values and availability, as well as general commercial market conditions.

Commercial Values Data - CoStar

5.49 The CoStar sourced research below is based on available lease and sales comparables within Havant Borough covering retail (all types), offices and industrial/warehousing. We have included the analysis summary for both lease and sales comparables only here (see below) with the full data set provided at the rear of this Appendix.

5.50 Figures 5a – 5c below provide the CoStar lease and sales comparable summary analysis for retail, office and industrial uses generally, covering the Havant Borough submarket. Other commercial uses such as Student Accommodation, Hotels and Care Homes will be considered separately.

Figure 5a – CoStar Lease Comparables Analytics – Retail (generally) – Havant Submarket

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
135	£12.33	£10.27	17

SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	99	£4.71	£12.33	£15.14	£76.74
Achieved Rent Per SF	68	£0.57	£10.27	£14.09	£38.81
Net Effective Rent Per SF	19	£0.39	£6.60	£16.42	£32.80
Asking Rent Discount	40	-28.6%	14.3%	6.5%	50.0%
TI Allowance	-	-	-	-	-
Rent Free Months	26	0	6	4	36

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	112	1	17	12	71
Deal Size	135	145	2,108	987	35,145
Lease Deal in Years	84	0.1	1.1	0.8	10.5
Floor Number	126	GRND	GRND	GRND	MEZZ

Figure 5b – CoStar Lease Comparables Analytics – Offices – Havant Submarket

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
186	£10.43	£11.60	20

SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	110	£1.35	£10.43	£11.74	£36.49
Achieved Rent Per SF	110	£4.11	£11.60	£11.05	£27.50
Net Effective Rent Per SF	25	£3.69	£10.69	£10.84	£20.51
Asking Rent Discount	66	-53.4%	5.8%	0.0%	66.5%
TI Allowance	-	-	-	-	-
Rent Free Months	19	0	4	3	12

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	101	0	20	12	106
Deal Size	186	90	2,760	1,239	82,000
Lease Deal in Years	109	0.1	0.7	0.4	5.5
Floor Number	94	BSMT	GRND	GRND	3

Figure 5c – CoStar Lease Comparables Analytics – Industrial – Havant Submarket

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
170	£6.18	£5.78	13

SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	106	£2.13	£6.18	£6.50	£114.00
Achieved Rent Per SF	76	£1.80	£5.78	£6.32	£15.85
Net Effective Rent Per SF	36	£3.25	£6.96	£7.99	£20.45
Asking Rent Discount	48	-84.3%	12.0%	0.0%	91.2%
TI Allowance	-	-	-	-	-
Rent Free Months	16	0	3	2	12

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	123	1	13	8	65
Deal Size	170	226	8,361	2,825	110,816
Lease Deal in Years	79	0.1	0.8	0.5	14.3
Floor Number	107	GRND	GRND	GRND	MEZZ

Further commercial property values data sources - VOA Rating List

5.51 In addition to the above we have also reviewed the VOA data contained in the tables below providing further analysis and summary of the rents for offices, retail warehouses, supermarkets and convenience stores. Note: the full data set has not been included due to the size.

Table 6: VOA Data Summary – Offices, Retail Warehousing, Supermarkets and Convenience Stores

Type	£/m2 Minimum Average Rental Indications	£/m2 1st Quartile Rental Indications	£/m2 Median Rental Indications	£/m2 3rd Quartile Rental Indications	£/m2 Maximum Average Rental Indications
Offices	£29.96	£70.25	£105.56	£138.89	£184.74
Retail Warehousing	£40.73	£177.93	£213.68	£224.79	£238.35
Supermarkets	£49.89	£49.91	£79.88	£154.38	£214.81
Convenience Stores	£64.96	£87.39	£99.03	£115.71	£149.91

Further commercial property values data sources – Student Accommodation

- 5.52 As part of our extensive commercial scenario testing, we have also considered a Student Accommodation (Halls of Residence), as a relevant type of development with potential to come forward in the Havant Borough context.
- 5.53 In this case, combined with DSP experience, we have reviewed relevant information from the University's in reasonably close proximity to Havant, including the University of Portsmouth, University of Southampton and the University of Chichester websites – all information readily available and therefore not considered to be commercially sensitive. This data has been analysed on a per room basis, both for catered and self-catered products with and without ensuite facilities, as set out in Tables 7a – 7c below.

Table 7a: Student Accommodation Analysis – Price per Room Analysis – University of Portsmouth

University of Portsmouth Hall of Residence	Total No. Rooms	Catering	Room Type	Price per Week
Rees Hall, Southsea	267	Catered	Ensuite	£158.00
Langstone Student Village Qeqm Hall	330	Part-catered	Ensuite	£107.00
Langstone Student Village Langstone Flats	192	Self-catered	Ensuite	£108.00
Langstone Student Village Trust Hall	62	Self-catered	No Ensuite	£89.00
Bateson Hall	282	Self-catered	No Ensuite	£89.00
Harry Law Hall	286	Self-catered	Ensuite	£124.00
Greetham Street	746	Self-catered	Ensuite	£143.00
James Watson Hall	688	Self-catered	Ensuite	£128.00
Margaret Rule Hall	342	Self-catered	Ensuite	£133.00
Trafalgar Hall	288	Self-catered	Ensuite	£119.00
Catherine House	700	Self-catered	Ensuite	£132.00
Overall Average:				£121
Average self-catered ensuite:				£127

Table 7b: Student Accommodation Analysis – Price per Room Analysis – University of Southampton

University of Southampton Hall of Residence	Total No. Rooms	Catering	Room Type	Price per Week
Wessex Lane	1811	Self-Catered	Non-en suite cat 2	£105
		Self-Catered	En suite cat 1	£140
		Self-Catered	En suite cat 2	£150
		Self-Catered	Studio Flat cat 1	£184
		Part-Catered	Non-en suite cat 1	£136
		Part-Catered	Non-en suite cat 2	£146
		Part-Catered	Non-en suite cat 1	£178
Glen Eyre	2290	Self-Catered	Non-en suite cat 1	£105
		Self-Catered	Non-en suite cat 2	£126
		Self-Catered	Non-en suite cat 3	£140
		Self-Catered	En suite cat 1	£150
		Self-Catered	En suite cat 2	£164
		Self-Catered	Studio Flat cat 2	£193
Liberty Point	316	Self-Catered	En suite cat 2	£153
Highfield Hall	184	Part-Catered	Non-en suite cat 1	£151
		Part-Catered	Non-en suite cat 2	£173
		Self-Catered	Non-en suite cat 3	£184
Archers Road	417	Self-Catered	En suite cat 1	£126
Mayfower – new build	1104	Self-Catered	En suite cat 1	£150
		Self-Catered	En suite cat 2	£164
		Self-Catered	Studio flat cat 1	£184
		Self-Catered	Studio flat cat 2	£193
		Self-Catered	One bed flat	£231
City Gateway – new build	364	Self-Catered	En suite cat 1	£150
		Self-Catered	Studio flat cat 2	£193
		Self-Catered	1-bed flat	£231
		Self-Catered	2-bed flat	£299
Erasmus Park	381	Self-Catered	En suite cat 1	£133
Riverside Way – new build	139	Self-Catered	En suite cat 2	£159
		Self-Catered	Studio flat cat 2	£188
Overall Average:				£147
Average self-catered ensuite:				£149

Table 7c: Student Accommodation Analysis – Price per Room Analysis – University of Chichester

University of Chichester Hall of Residence	Total No. Rooms	Catering	Room Type	Price per Week
Duncton Hall	100	Catered	Ensuite	£165.34
Springfields	68	Catered	No Ensuite	£150.99
Ashling	40	Catered	No Ensuite	£160.16
Chilgrove Hall	124	Self-Catered	Ensuite	£139.09
Havenstoke Close	40	Self-Catered	No Ensuite	£115.64
Pinewood	53	Self-Catered	No Ensuite	£99.05
Stockbridge - new build	405	Self-Catered	Ensuite	£127.75
St Christophers	68	Self-Catered	No Ensuite	£117.95
Barbara Smith Halls	160	Catered	Ensuite	£165.34
Longbrook	160	Catered	No Ensuite	£150.99
Overall Average:				£139
Average self-catered ensuite:				£133

- 5.54 We noted that the majority of student accommodation appear to be all self-catered, and although most were older style blocks there were some new build or recently refurbished blocks. Although we have considered both sets of data in detail, the newer / refurbished Halls of Residence blocks are the most comparable to any potential new build student accommodation development. However due to the likely type of student accommodation potentially coming forward in a Havant context, we have considered the range of research as detailed above.
- 5.55 Following our extensive research and analysis as summarised above, we have assumed a range of values for student accommodation development of £110, £120 and £130 per week within our commercial appraisal modelling

Further commercial property values data sources – Hotels

5.56 In addition to the above, we have also researched hotel sales and values comparables within the Havant Borough context but necessarily due to limited available data we have also expanded the research to the adjoining areas. All information we found readily available via publicly accessible online sources and therefore not considered to be commercially sensitive. This data has been analysed on a price per room basis as set out in Table 8 below.

Table 8 – Hotel comparable values research

Address	Freehold Price £	No. rooms	Price per room
Bishop's Table Hotel, 27 West Street , Farnham , GU9 7DR	£2,550,000	24	£106,250
The Hop Inn & Shamrock Bar, 6 West Cliff Road , Bournemouth , BH2 5EY	£1,950,000	12	£162,500
Basingstoke Country Hotel, Hampshire	£5,500,000	100	£55,000
Warbrook House, Hampshire	£6,000,000	74	£81,081
Southampton	£4,750,000	95	£50,000
Country House Hotel, New Forest	£3,000,000	38	£78,947
Hotel - Portsmouth	£3,000,000	119	£25,210
City Centre Hotel, Southampton	£2,500,000	72	£34,722
New Forest, Hampshire	£1,700,000	17	£100,000
Hampshire	£1,395,000	40	£34,875
Buriton, Hampshire	£850,000	17	£50,000
The Langstone Hotel, Hayling Island	£14,500,000	148	£97,973
Overall Average:			£73,047

5.57 Following our extensive research and analysis as summarised above, we have assumed the following range of values for hotel development of £3,000 to £4,000 (annual room rates) within our commercial appraisal modelling as outlined fully in Appendix I.

Further commercial property values data sources – Care Homes

5.58 As described earlier, we have also researched Care Home sales and value comparables within the Havant Borough context but necessarily due to limited available data we have also expanded the research to the adjoining areas. All information we found readily available via publicly accessible online sources and therefore not considered to be commercially sensitive.

Table 9 – Care Homes comparable values research

Address	Freehold Price £	No. rooms	Notes
Hampshire	£5,650,000	54	Purpose Built
Hampshire	£3,900,000	45	Popular location, majority of rooms ensuite
Waterlooville	£2,300,000	26	Retirement sale. Planning permission for additional 19 rooms.
Hampshire	£1,400,000	17	Retirement sale
Hampshire	£1,000,000	12	Category: mental health
Winchester	£950,000	7	Retirement sale, closed former care home, suitable for a variety of uses STPP
Southampton	£850,000	9	High Specification, category: learning disabilities. Owners / staff accommodation
Hampshire	£795,000	15	Retirement sale, category: old age & dementia
Fareham	£785,000	10	Retirement Sale
Lindford, Hampshire	£700,000	20	Ensuite rooms. Former care home.
Hampshire	£695,000	15	Former care homes. Expired PP for 3 extra bedrooms. Scope for alternative uses STPP
Southampton	£595,000	20	Retirement sale
Hampshire	£499,000	14	Grade II listed. PP for additional 7 rooms.
Totton, Southampton	£1,200,000	23	
Wickham, Hampshire	£968,000	11	Potential to redevelop to residential STPP
Botley Road, Southampton	£13,000,000	60	Sale & leaseback. Yield 6.8%. CoStar sourced.

5.59 Following our extensive research and analysis as summarised above, we have assumed the following range of values for care home development of £200 to £300/m² within our commercial appraisal modelling as outlined fully in Appendix I.

6.0 Stakeholder Consultation

6.1 As part of the information gathering process, DSP invited a number of local stakeholders to help contribute by providing local residential / commercial market indications / experiences and values information. This was in order to both invite engagement and to help inform our study assumptions, alongside our own research, with further experience and judgements. It was conducted by way of a survey / pro-forma (containing some suggested assumptions) supplied by email by DSP for comment. The covering email contained a short introduction about the project, and also explained the type of information we required as well as assuring participants that any information they may provide would be kept in confidence, respecting commercial sensitivities throughout the whole process.

6.2 The list of stakeholders contacted was as below: -

Table 10a: Stakeholder Consultation List

A G Design Ltd	Kirkwells Town Planning & Sustainable Development Consultants
Adams Hendry Consulting Ltd	Lambert Smith Hampton
ADP Architects Ltd	Land and Partners Limited
Alliance Planning	Lilley Architecture
Architectural Planning	Living Space Design
Ashville Asset Management	Luken Beck Ltd
Barratt David Wilson Homes Ltd	M2 Architecture
BH Architecture Ltd	Marlow
Bidwells	Martin Critchell Architects
Blake Laphorn	Martin Ralph Chartered Surveyors
Blue Sky Planning Ltd	McCarthy and Stone
Boyer Planning Ltd	MF Designs Ltd
Bryan Jezeph Consultancy Ltd	Morgan Carey Architects
Carter Planning	Nash & Partners Ltd
Chandler Hawkins	PDP Architecture LLP
Chris Flint Associates Ltd	Peacock & Smith
CMA Planning Ltd	Pearsons
Councillor M Carpenter	Persimmon Homes
Derek Treagus Associates	Peter Galloway Partnership
DK Planning Services Ltd	Pickup Town Planning
DM Designs	PL Architects
Douglas Briggs Partnership	Planning Development Management Ltd
Drivers Jonas Chartered Surveyors	Planning Potential Ltd

Dwell Designs	Planning Solutions Ltd
Edward Caush Associates	Planware Ltd
Fasset Ltd	PMG
Firstplan	Portsmouth City Council
Fusion Online Limited	Portsmouth Water
Genesis Town Planning	Principal Design Ltd - Paul White
Gladman Developments	Pro Vision Planning and Design
Glanville	Pure Town Planning Ltd
Graham Ash Architects Ltd	PWP Architects
Gregory Gray Associates	Quod (Tim Rainbird)
Hampshire County Council	Rapleys LLP
Harrington Design and Bloomfield	Reside Developments Ltd
Harris Lamb Property Consultancy	Robert Tutton
Hayling Island Builders Ltd	Roger Clark (Architectural Services)
HBF	RPS Planning & Development Ltd
Helyer Davies Architects	Savills
Henry Adams Planning Ltd	SCP Designs
Holman Reading Partnership	Simpson Hilder Associates
HSB Planning & Design	Southern Planning Practice
Hunt Family Trust	Southern Water Services Limited
Ian Judd and Partners LLP	SSA Planning Ltd
Ian Murray	Strutt & Parker LLP
Ian Wallace	Tanner Tilley
IJ Murray Associates Ltd	Technically Awair Ltd
Island Design	Terence O' Rourke Ltd
Jane Mottershead Design Ltd	The McAndrew Martin Partnership
JBC Ltd	The Planning Bureau
Jeffrey Douglas Chartered Architects	The Planning Service - John Jay
JLL	The Project Support Practice
John Groom Chartered Architect	Thorns Young Ltd
John Inkster Limited	Turley Associates
Jones Lang LaSalle	Turley Associates
Kalotec	Vail Williams
Kanavan & Wingfield	West Waddy ADP
Ken Ross RIBA & Associates	White Young Green

6.3 Other stakeholders contacted as part of the information gathering process included the following locally active Affordable Housing Providers:

Table 10b: Affordable Housing Provider Consultation List

First Wessex
Radian
The Hyde Group
Sanctuary Housing
Latimer Homes
Places for People Homes
Portsmouth Rotary Housing Association Ltd
BCHA
Consultant Project Manager
Stonewater
Wayfarer
Guinness Hermitage
Hanover Housing
Aster Group

- 6.4 The response rate overall was limited. However, this is not unusual for this type of process in DSP's wide experience of undertaking strategic level viability testing. There are a range of sensitivities and aspects involved, which were acknowledged by DSP throughout the process.
- 6.5 However, any information / comments that were provided as a result of this consultation helped to inform and check / support our assumptions but due to commercial sensitivity and confidentiality they are not listed here.

7.0 Land Values Context

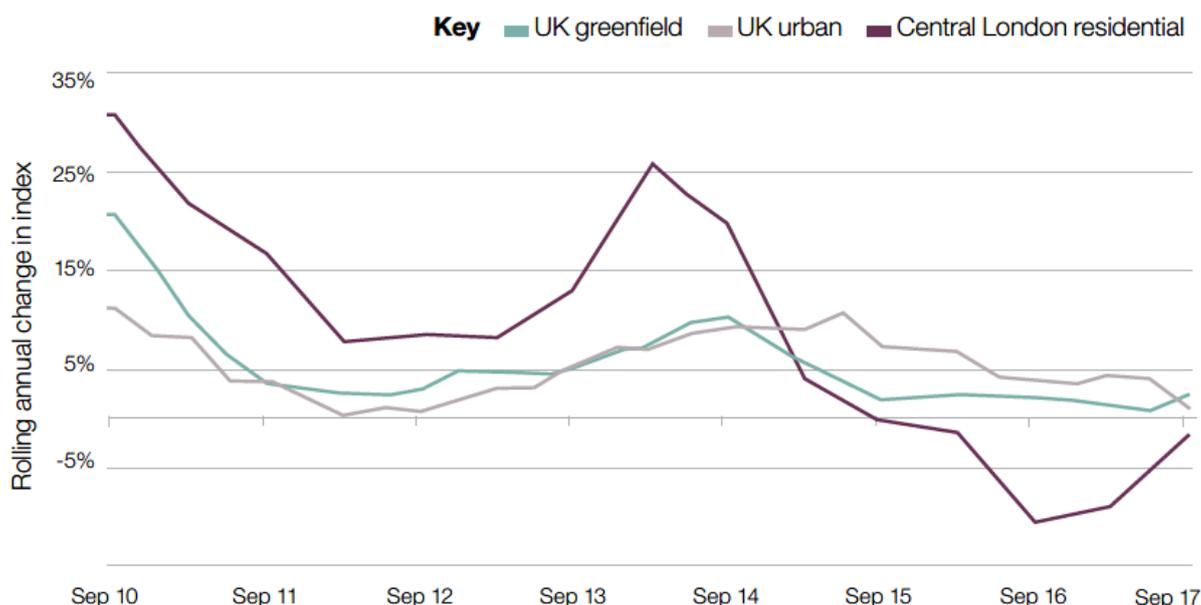
General context - Savills Market in Minutes: UK Residential Development Land - October 2017

- 7.1 Summary reads: *'Housebuilders expand into new territories to make the most of regional growth, while £10 billion of additional funding for Help to Buy is expected to increase confidence in buying land to feed into the pipeline'*
- 7.2 *'Housebuilders are expanding into new regions and territories. This is enabling them to diversify their operational market and make the most of house price growth in the Midlands and north of the country.'*
- 7.3 *In the last quarter, greenfield land values grew 1.1% - as much as they had in the year to June 2017. This brings annual growth to 2.2% for urban sites, land value increased 0.7% in the quarter, 4.7% in the last year.'*
- 7.4 *An additional £10bn will be invested into the Help to Buy Equity Loan scheme. This is a positive step to support housebuilding in England.'*
- 7.5 *In Central London, the values in land for residential development continue to fall- by 2% in the last six months. Drops in residential land values reflect falling house prices in the prime markets, particularly in higher value, central and western areas of Central London.'*
- 7.6 *Office land values in Central London also continue to fall – by 1.7% in the last six months. Rising build costs coupled with occupational risk and more difficult access to finance have all been factors.'*
- 7.7 **'Opening for new Business** - *Housebuilders continue to expand and have opened, or plan to open, offices in new regions. These include national housebuilders such as Barratt, Persimmon, Crest Nicholson and Miller, as well as regional concerns such as Wain Homes in the Bristol area and Story Homes in the Manchester area.'*

7.8 *Some are reopening offices in areas they left following the global financial crisis, while others are branching into new territory to diversify and mitigate against regional fluctuations in prices and demand.*

7.9 *Rising completions have facilitated this expansion. According to their annual reports, completions by Redrow and Linden (Galliford Try) are up more than 10% on last year (year ending June 2017). Meanwhile, medium-sized housebuilders are buying more land and building more homes. House price growth in the Midlands and north of England has also made these areas more viable to build in.'*

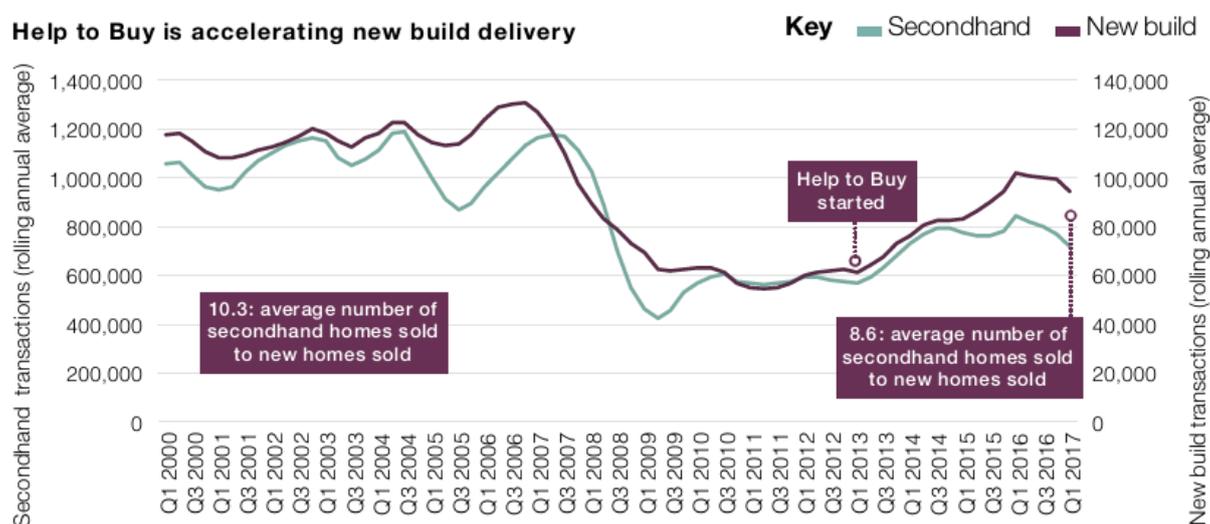
7.10 **'Growth in greenfield value** - *On a UK-wide basis, greenfield development land values increased by 1.1% in the third quarter, bringing annual growth to 2.2% this is as much as values had grown in the year to June 2017. Meanwhile, urban development land values increased by 0.7% in Q3 2017 with annual growth of 4.7%.'*



7.11 **'Treasury Commits £10bn extra or loan scheme** - *Despite uncertainty over the future of the Help to Buy Equity Loan, the Treasury has said there will be a further £10 billion to ensure that it is fully funded until 2021.*

7.12 *So far, £6.7 billion has been loaned using the scheme, which originally had a budget of £3.8 billion and has been extended several times. Since Help to Buy London was introduced, the value of loans issued have increased - £2.5 billion was loaned in the year to June 2017 compared with £1.7 billion the previous year.*

7.13 *The additional funding will mean that there is more than £15 billion of equity loan available to use between now and 2021. We expect this commitment to translate into increased confidence in buying land to feed into pipeline.'*



Savills Market in Minutes: UK Residential Development Land – Q3 2018

- 7.14 *Headline reads: ‘Market adjusts to lower land value in London’*
- 7.15 *Summary reads (extract): ‘**Financial Support** – There is more support for housing associations, allowing them to make longer-term plans, more finance for SMEs and more borrowing capacity for councils allowing them to invest more in land and develop more homes.’*
- 7.16 *‘**An increasingly crowded land market** - Over the last year, the land market has become more crowded, with recent government funding announcements further opening up the market to housing associations, SMEs and local authorities.*
- 7.17 *In September, Theresa May announced £2 billion of additional funding for affordable housing from 2022, providing the HA sector with confidence to invest in longer-term development projects. The announcement builds on the Strategic Partnership programme and supports land-led development instead of Section 106 acquisition.*
- 7.18 *The government is encouraging HAs to be ambitious in ‘taking on and leading major developments’.*

- 7.19 *Homes England launched a partnership with Barclays Bank to provide £1 billion of development finance to small and medium- sized housebuilders.*
- 7.20 *By enabling greater access to finance, the Housing Delivery Fund aims to increase the number of new homes delivered by SMEs and the pace of delivery.*
- 7.21 *Across parts of the country, we are seeing smaller and medium-sized housebuilders bidding on more sites, particularly those of fewer than 100 units. With better access to finance, we expect their presence in the land market to increase.*
- 7.22 *The recent announcement by the PM of the lifting of the housing revenue account borrowing cap could remove a major constraint on council development. This could offer greater scope for local authorities to increase their building programmes, invest in larger sites and lead to more opportunities for partnerships and joint ventures. With local authorities able to set their own borrowing limits, Savills estimates that councils could build at least 15,000 homes a year (in the long term, subject to capacity) and will need land to do so.'*

Knight Frank: Residential Development Land Index Q3 2017

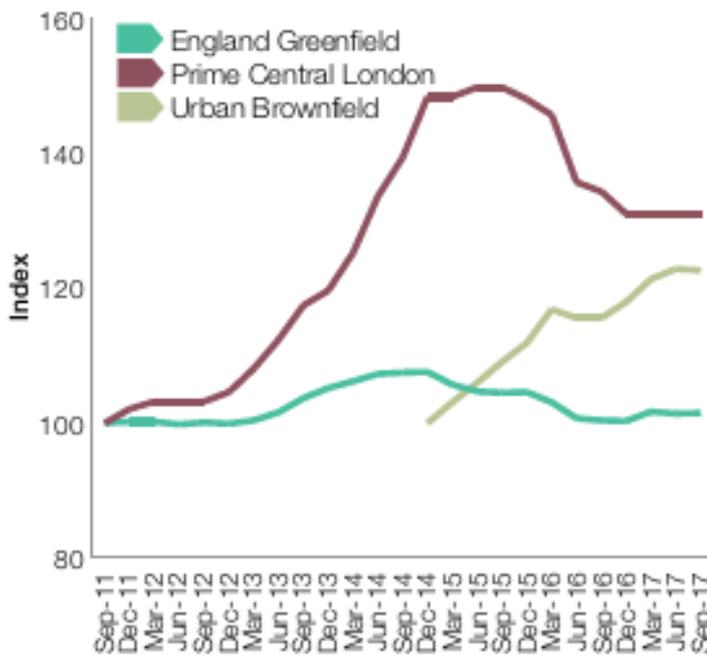
- 7.23 *Headline reads: 'Development land values remain steady in Q3'*
- 7.24 *'The average value of English greenfield development land was unchanged in Q3, as was the value of prime Central London development land. Urban brownfield site values slipped slightly over the quarter, but on an annual basis are still outperforming.*

Key Facts: -

- *Greenfield land prices were unchanged in Q3, taking the annual rise in prices to 1.1%, the biggest rise in more than two years*
- *There was no change in average prime Central London, land prices in Q3, with a 2.5% annual decline, the most modest fall in prices since Q3 2015*
- *Urban brownfield sites slipped on average by 0.2%, taking the annual change in values to 6.1%.*

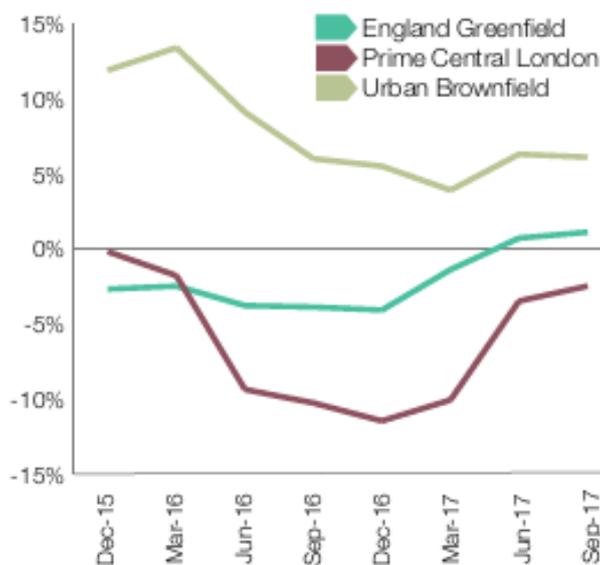
- 7.25 *'English greenfield land values were up 1.1% year-on-year in Q3, the second consecutive quarter they have been in positive territory after two years of modest declines in pricing. There is now a steadier supply of greenfield development land in many parts of the market. This is likely to keep pricing level overall in the coming year, although there is potential for outperformance in some areas where sites are over-ready and have access to good infrastructure.'*
- 7.26 *In urban area, the continued price growth in the urban brownfield land index reflects continued demand in these markets (which can also be seen in growth in house prices). While this sustained demand will likely continue to underpin pricing, average land values remained broadly flat in Q3, suggesting that pricing in some urban markets may have found its equilibrium.'*
- 7.27 *In prime Central London, the decline in development land values shows continued signs of abating, with values down just 2.5% on the year, compared to a 10.3% decline seen in Q3 last year.'*
- 7.28 *In general, the prime central London land market is showing signs of stabilising after a period of deflation and this trend is expected to continue over the next 12 months. Ian Morris, Joint Head of Residential Development, said: "The liquidity in the land market is low as sentiment is nervous however for the brave there is value to be found. Deals are price sensitive and risk needs to be appropriately analysed and understood". There are challenges for developers trying to secure debt and equity funding, and development economics must also account for the fact that there is, so far, little sign of any significant softening in construction costs. The weaker pound is boosting import prices, while the lack of resource in the labour market is also a key consideration for developers currently active in the market.'*

Residential development land prices



7.29 *‘This is market for the experienced who know and understand how to extract value in uncertain times. That said, we believe there is opportunity for investors who will be building out into a market, which, over the next few years, looks to be extremely limited in respect of new supply,’ Mr Marris added.*

Annual change in average land values



England Greenfield Development Land Index

Date	Index	12-month % change	6-month % change	3-month % change
Sep-15	104.48	-2.8%	-1.1%	-0.2%
Dec-15	104.64	-2.7%	-0.1%	0.2%
Mar-16	103.08	-2.5%	-1.3%	-1.5%
Jun-16	100.75	-3.8%	-3.7%	-2.3%
Sep-16	100.36	-3.9%	-2.6%	-0.4%
Dec-16	100.31	-4.1%	-0.4%	0.0%
Mar-17	101.69	-1.4%	1.3%	1.4%
Jun-17	101.42	0.7%	1.1%	-0.3%
Sep-17	101.46	1.1%	-0.2%	0.0%

Knight Frank: Residential Development Land Index Q4 2018

7.30 Headline reads: *'Rising costs and uncertainty curb land value growth'*

7.31 *'Increasing build costs, patchy house price growth and increased economic uncertainty are, to different degrees, weighing on land values in urban brownfield, greenfield and Prime central London locations.'*

Key Facts Q4 2018: -

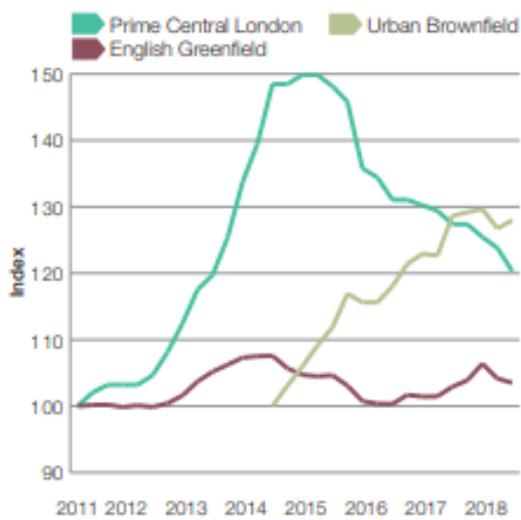
- Average greenfield development land prices declined 0.6% in Q4, taking the annual growth to 0.6%
- Urban brownfield development land prices returned to growth, climbing 1.0% during the quarter. The annual change was -0.5%

7.32 *Average greenfield development land prices declined 0.6% in Q4 2018, down from 2.6% growth in Q3, paring annual growth to 0.6%. Labour costs continue to edge up and the relatively weak pound has made imported building materials more costly for housebuilders.*

7.33 *Anecdotally, site visitor numbers remain robust, though customers are taking longer to commit to purchases, particularly in the south of England. In the resale market during the first nine months of this year, when compared with 2016, the average time taken from listing a home to sale agreed in the East of England, the South East and London climbed more than 30%, according to Rightmove data. By contrast, the time taken from listing to sale agreed over the same period declined by 5.6% in the East Midlands, 11.4% in the West Midlands and 9.9% in the North West.*

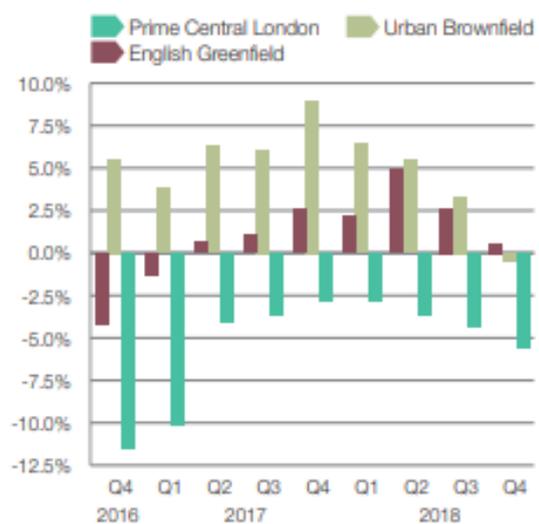
- 7.34 *These risks, alongside economic uncertainty over Britain’s impending departure from the European Union, have prompted developers to increase their margins, which is suppressing growth in greenfield land values.*
- 7.35 *Urban brownfield land values declined by 0.5% during 2018, also for the reasons outlined above. That’s the first annual decline since Knight Frank began tracking Urban Brownfield land values in Q4 2015. Values edged up 1.0% during the quarter, however, following a 2.3% decline in Q3, led by gains in Birmingham City Centre sites.*
- 7.36 *Sites of all types are transacting, though volumes remain low. The central London land market is also susceptible to negative sentiment relating to Brexit and land owners are in many cases choosing to wait for more clarity before choosing to sell.’*

FIGURE 1
Residential development land prices
 Rebased 100 = Sep 2011 (Urban Brownfield = Dec 2014)



Source: Knight Frank Research

FIGURE 2
Annual change in average land values



Source: Knight Frank Research

RESIDENTIAL DEVELOPMENT LAND INDEX Q4 2018

England Greenfield Development Land Index

Date	Index	12-month % change	6-month % change	3-month % change
Sep-17	101.46	1.1%	-0.2%	0.0%
Dec-17	102.92	2.6%	1.5%	1.4%
Mar-18	103.88	2.2%	2.4%	0.9%
Jun-18	106.07	4.6%	3.1%	2.1%
Sep-18	104.14	2.6%	0.3%	-2.1%
Dec-18	103.51	0.6%	-2.7%	-0.6%

Source: Knight Frank Research

The Knight Frank Residential Development Land Index is designed purely to give a snapshot of broad trends in the development land market, and should be only be used as such. It is derived from valuations of a basket of more than 70 residential development sites around the country.

Benchmark Land Values

7.37 Land value in any given situation should reflect specific viability influencing factors, such as:

- the existing use scenario;
- planning potential and status / risk (as an indication and depending on circumstances, planning risk factors may equate to a reduction from a “with planning” land value by as much as 75%);
- development potential – scale, type, etc. (usually subject to planning) and;
- development constraints – including site conditions and necessary works, costs and obligations (including known abnormal factors);
- development plan policies

7.38 It follows that the planning policies and obligations will have a bearing on land value; as has been recognised by examiners and Planning Inspectors.

7.39 In order to consider the likely viability of local plan policies in relation to any development scheme relevant to the Local Plan, the outturn results of the development appraisals (the RLVs viewed in £/ha terms) need to be somehow measured against a comparative level of land value. This is a key part of the context for reviewing the strength of the results as those changes across the range of

assumptions on sales values (GDVs) and crucially including the effect of local plan policies (including affordable housing), and other sensitivity tests.

- 7.40 This comparison process is, as with much of strategic level viability assessment, not an exact science. It involves judgements and the well-established acknowledgements that, as with other appraisal aspects, land values will in practice vary from scheme to scheme as well as being dependent to some extent on timing in relation to market conditions and other wider influences such as Government policy. The levels of land values selected for this comparison context are often known as ‘benchmark’ land values, ‘viability tests’ (as referred to in our results tables – Appendices IIa to IIc) or similar. They are not fixed in terms of creating definite cut-offs or steps in viability, but in our experience, they serve well in terms of adding a layer of filtering to the results, to help enable the review of those; they help to highlight the tone of the RLV results and therefore the changing strength of relationship between the values (GDVs) and development costs as the appraisal inputs (assumptions) change.
- 7.41 As suitable (appropriate and robust) context for a high-level review of this nature, DSP’s practice is to compare the wide range of appraisal RLV results with a variety of potential land value comparisons in this way. This allows us to consider a wide range of potential scenarios and outcomes and the viability trends across those.
- 7.42 The land value comparison levels are not fixed or even guides for use on scheme specifics; they are purely for this assessment purpose. In our experience, sites will come forward at alternative figures – including in some cases beneath the levels assumed for this purpose. We have considered land values in a way that supports an appropriately “buffered” type view.
- 7.43 The revised NPPF was published in July 2018 alongside updated Planning Practice Guidance (PPG) (in particular in relation to viability both at plan making and decision taking stages of the planning process). This latest PPG on viability makes it clear that benchmark land values (BLVs) should be based on the Existing Use Value (EUV) plus approach and states:-

‘A benchmark land values 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 comply with policy requirements. This approach is often called 'existing use value plus (EUV+)...

Benchmark land value should:

- *Be based upon existing use value*
- *Allow for a premium to landowners (including equity resulting from those building their own homes)*
- *Reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees and*
- *Be informed by market evidence including current uses, costs and values wherever possible. Where recent market evidence is used to inform assessment of benchmark land value this evidence should be based on developments which are compliant with policies, including for affordable housing. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.*

In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.

Existing use value (EUV) is the first component of calculating benchmark land value. EUV is the value of the land in its existing use together with the right to implement any development for which there are policy compliant extant planning consents, including realistic deemed consents, but without regard to alternative uses. 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. EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published sources of information such as agricultural or industrial land values, or if appropriate capitalised rental levels at an appropriate yield. Sources of data can include (but are not limited to): land registry records of transactions; real estate licensed software packages; real estate market reports; real estate research; estate agent websites; property auction results;

valuation office agency data; public sector estate/property teams' locally held evidence...

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

Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration. For any viability assessment data sources to inform the establishment the landowner premium should include market evidence and can include benchmark land values from other viability assessments. Any data used should reasonably identify any adjustments necessary to reflect the cost of policy compliance (including for affordable housing), or differences in the quality of land, site scale, market performance of different building use types and reasonable expectations of local landowners. Local authorities can request data on the price paid for land (or the price expected to be paid through an option agreement).'

- 7.44 In order to inform the BLVs for use here, we have reviewed existing evidence, previous viability studies, site specific viability assessments and in particular have had regard to published Government sources of land values for policy application¹. The Government data provides industrial, office, residential and agricultural land value estimates for the local sub-region but not all areas are covered. This includes data for Havant in relation to residential land estimates. Not all areas are covered and as is the case in most LA areas. Therefore where data is insufficient we have made use of our own experience and judgement in order to utilise a 'best fit' from the available data. The benchmarks indicated within the appendices are therefore informed by this data and other source as described above.
- 7.45 The residential land value estimates in particular require adjustment for the purposes of strategic viability testing due to the fact that a different assumptions basis is used in our study compared to the truncated valuation model used for the residential land

¹ MHCLG: Land value estimates for policy appraisal 2017 (May 2018)

value estimate. This (and other) viability assessments, assume all development costs are accounted for as inputs to the RLV appraisal, rather than those being reflected within a much higher, “serviced” i.e. “ready to develop” level of land value. The MHCLG truncated valuation model provides a much higher level of land value as it assumes all land and planning related costs are discharged, assumes that there is a nil affordable housing requirement (whereas in practice the affordable housing requirement can impact land value by around 50% on a 0.5 ha site with 40% AH) with no CIL or other planning obligations allowance. That level of land value would also assume that full planning consent is in place, whereas the risk associated with obtaining planning consent can equate to as much as a 75% deduction when adjusting a consented site value to an unconsented land value starting point. Lower quartile build costs and a 17% developer’s profit (compared to the assumed median build costs and 20% developer’s profit used in this study) are additional assumptions that lead to a view of land value well above that used for comparison (benchmark purposes) in viability assessments such as this. So, the assessment approach (as relates to all land values) assumes all deductions from the GDV are covered by the development costs assumptions applied within the appraisals. In our view this would lead to a significantly reduced residential land value benchmark when taking into account all of those factors.

- 7.46 The figure that we consider representing the minimum land value likely to incentivise release for development under any circumstances in the local context is around £250,000/ha, based on gross site area with lower and upper ends at £100,000 and £500,000/ha. In our experience of dealing with site specific viability, greenfield land values tend to be assumed at minimum option agreements levels. These are typically around £100,000 and not exceeding £150,000 per gross acre (i.e. approx. £250,000 to a maximum of £370,000 per gross hectare). Land values at those levels are likely to be relevant to development on greenfield land (e.g. agricultural land or in cases of enhancement to amenity land value).
- 7.47 At this level, it could be relevant for consideration as the lowest base point for enhancement to greenfield land values (with agricultural land reported by the VOA and a range of other sources to be valued at circa £20,000 - £25,000/ha in existing use). The HCA issued a transparent assumptions document which referred to guide parameters of an uplift of 10 to 20 times agricultural land value. This sort of level of land value could also be relevant to a range of less attractive locations or land for

improvement. This is not to say that land value expectations in such scenarios would not go beyond these levels either – they could well do in a range of circumstances.

- 7.48 The EUV+ BLVs used within the study therefore range between £100,000/ha - £250,000/ha for greenfield land (including a significant uplift from existing agricultural values) to approximately £2.2m for residential land in existing use.
- 7.49 Matters such as realistic site selection for the particular proposals, allied to realistic land owner expectations on site value, will continue to be vitally important. Even moving away from a ‘market value’ led approach, site value needs to be proportionate to realistic development scope and site constraints, ensuring that headroom for supporting necessary planning obligations is not overly squeezed beneath the levels that should be achieved.
- 7.50 The RICS Guidance² (pre-dating the new NPPF and PPG) refers to site value in the following *‘Site Value should equate to the market value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan... The residual land value (ignoring any planning obligations and assuming planning permission is in place) and current use value represent the parameters within which to assess the level of any planning obligations’*.
- 7.51 The Local Housing Delivery Group report³ chaired by Sir John Harman (again pre-dating the new NPPF and PPG), notes that: *‘Consideration of an appropriate Threshold Land Value needs to take account of the fact that future plan policy requirements will have an impact on land values and landowner expectations. Therefore, using a market value approach as the starting point carries the risk of building-in assumptions of current policy costs rather than helping to inform the potential for future policy. Reference to market values can still provide a useful ‘sense check’ on the threshold values that are being used in the model (making use of cost-effective sources of local information), but it is not recommended that these are used as the basis for the input to a model.*

We recommend that the Threshold Land Value is based on a premium over current use values and credible alternative use values’.

² Financial viability in planning – RICS Guidance note (August 2012)

³ Local Housing Delivery Group – Viability Testing Local Plans (June 2012)

- 7.52 The revisions to the Viability PPG and the new NPPF (in July 2018), as described above, now very clearly advise that land value should be based on the value of the existing use plus an appropriate level of premium or uplift to incentivise release of the land for development from its existing use.
- 7.53 Any overbid level of land value (i.e. incentive or uplifted level of land value) would be dependent on a ready market for the existing or other use that could be continued or considered as an alternative to pursuing the redevelopment option being assumed. The influences of existing / alternative uses on site value need to be carefully considered. At a time of a low demand through depressed commercial property market circumstances, for example, we would not expect to see inappropriate levels of benchmarks or land price expectations being set for opportunities created from those sites. Just as other scheme specifics and appropriate appraisal inputs vary, so will landowner expectation.
- 7.54 In summary, reference to the land value benchmarks range as outlined within the report and shown within the Appendices II results summary tables footnotes (range overall £100,000 to £2,217,000/ha) have been formulated with reference to the principles outlined above and are considered appropriate.

**DSP Havant Borough Council Local Plan and CIL Viability Assessment
Appendix III ends (v7)**

Extracts sourced from CoStar follow this