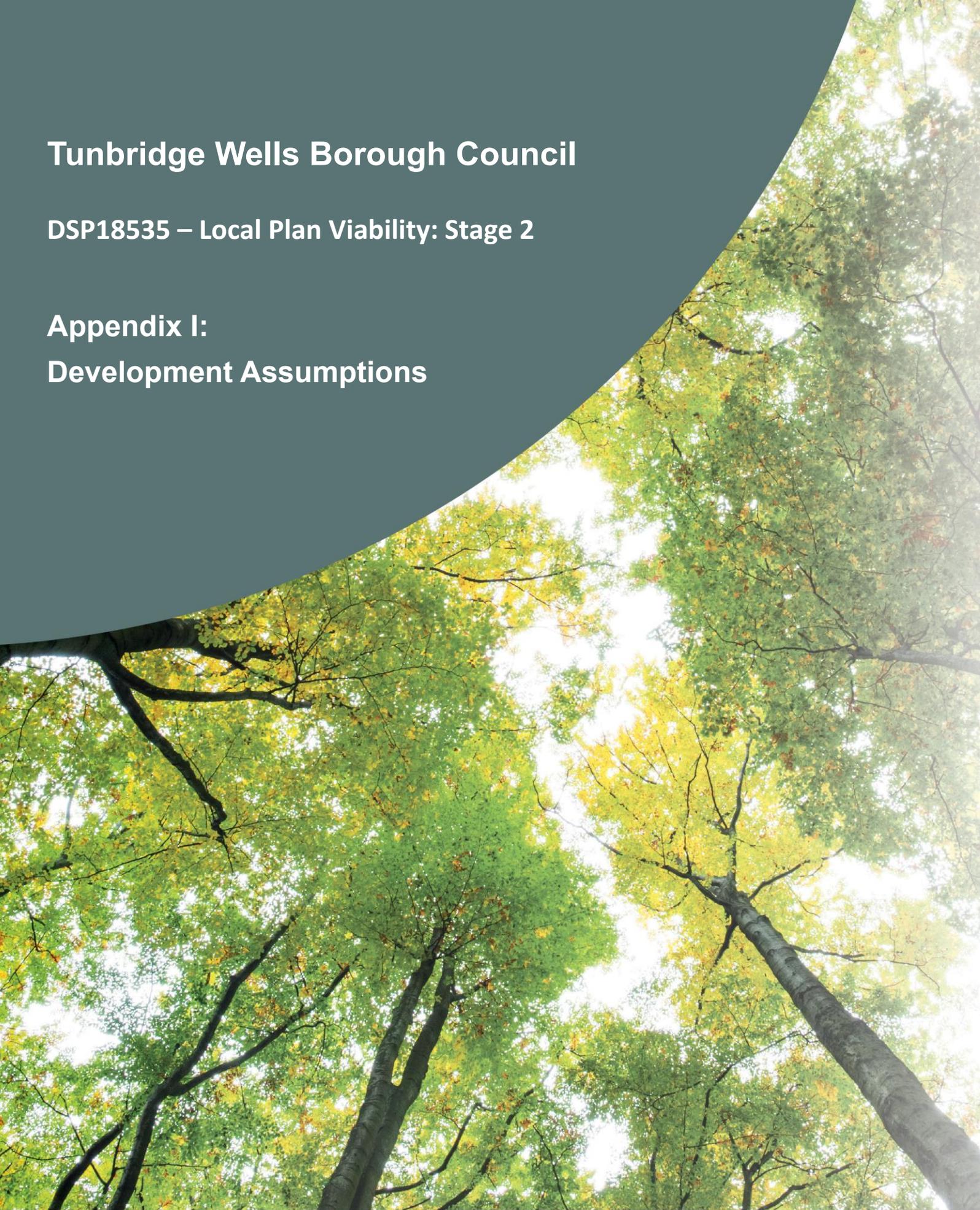


Tunbridge Wells Borough Council

DSP18535 – Local Plan Viability: Stage 2

Appendix I: Development Assumptions



**Tunbridge Wells BC: Appendix I - Local Plan Viability: Stage 2 - Residential Assumptions
(Sheet 1 of 4)**

| Stage 2: Sensitivity Testing Update - Typologies | | | | | | |
|--|----------------|-----------|---------------|--------------------|----------------------|---|
| Typology Appraised | Site type | AH % Test | Density (dph) | Net Land Area (ha) | Gross Land Area (ha) | Build Period (Months) |
| 15 Houses | PDL/Greenfield | 30% & 40% | 35 | 0.43 | 0.60 | 12 |
| 50 Mixed | PDL/Greenfield | 30% & 40% | 40 | 1.25 | 1.75 | 18 |
| 250 Mixed | Greenfield | 40% | 40 | 6.25 | 8.75 | 48 <i>(assumes multiple outlets)</i> |

| Stage 2: Sensitivity Testing Update - Strategic Sites | | | | |
|---|------------------------------|------------|-----------|----------------------|
| Site Appraised | No. of residential dwellings | Site type | AH % Test | Gross Land Area (ha) |
| Paddock Wood / East Capel | 3450 | Greenfield | 40% | 239 |
| Tudeley | 2800 | Greenfield | 40% | 151 |

| Stage 2: Sensitivity Testing Update - Mixed Use Allocations | | | | |
|---|------------------------------|------------|-----------|----------------------|
| Site Appraised | No. of residential dwellings | Site type | AH % Test | Gross Land Area (ha) |
| Land South of the Street, Sissinghurst (AL/CRS6) | 20 | Greenfield | 40% | 0.73 |
| Land East of Horsmonden (HO3) | 150 | Greenfield | 40% | 19 |

| Stage 2: Sensitivity Testing Update - Dwelling Sizes | | | | | | | |
|--|-----|--|-----|----------------------------|-----|------------------------------|-----|
| Unit Sizes (sq.m) - Market Housing Net | | Unit Sizes (sq.m) - Market Housing Gross | | Unit Sizes (sq.m) - AH Net | | Unit Sizes (sq.m) - AH Gross | |
| 1-bed flat | 50 | 1-bed flat | 58 | 1-bed flat | 50 | 1-bed flat | 58 |
| 2-bed flat | 61 | 2-bed flat | 70 | 2-bed flat | 67 | 2-bed flat | 77 |
| 2-bed house | 79 | 2-bed house | 79 | 2-bed house | 75 | 2-bed house | 75 |
| 3-bed house | 93 | 3-bed house | 93 | 3-bed house | 85 | 3-bed house | 85 |
| 4-bed house | 125 | 4-bed house | 125 | 4-bed house | 115 | 4-bed house | 115 |

| Stage 2: Sensitivity Testing Update - Typologies Market Values | | |
|--|---------------|---|
| Market Value (MV) - Private | MV (£/sq. m.) | Indicative relevance of VLS |
| VL1 | £3,000 | Lower end / falling values |
| VL2 | £3,500 | |
| VL3 | £4,000 | |
| VL4 | £4,250 | Typical New Build Values Range |
| VL5 | £4,500 | |
| VL6 | £4,750 | |
| VL7 | £5,000 | |
| VL8 | £5,250 | |
| VL9 | £5,500 | |
| VL10* | £6,000 | Upper end / rising values / bespoke design etc. |
| VL11* | £6,500 | |

*Stage 1 test only - excluded from Stage 2 typology testing

| Stage 2: Sensitivity Testing Update - Development Assumptions | | |
|--|-------------------------------------|---|
| Development / Policy Costs | Tunbridge Wells BC | Notes / variances |
| Market Values (£/sq.m.) | £4,000 - £4,500 | Bespoke range for site allocations only. See appraisal summaries. |
| Affordable housing values (average % of market value across all tenures) | 30% - 70% | |
| Base costs - BCIS Housing, mixed developments ² | £1,286 | |
| Base costs - BCIS Housing, Housing, Generally ² | £1,270 | |
| External Works | 15% | Added to build costs |
| Site Works - Infrastructure, s106, S278 (Paddock Wood & Tudeley) | See Appraisal Summaries | Paddock Wood / Tudeley based on DLA Infrastructure Schedule. |
| Site Works - generally | £300,000/gross Ha | Mixed Use Allocations & typology testing only. |
| Contingencies (% of build cost) | 5% | |
| Professional & Other Fees (% of build cost) | 10% | |
| Climate Change. HQM & BNG | c.1.5% - 7% of cost | Range tested across typologies and specific site modelling. |
| Potential Building Regs M4 (2) Compliance (£ per unit) | £1,646 (Flats) £2,447 (Houses) | per unit (applicable units only) - based on 100% of all units (excluding proportion of M4(3)) |
| Potential Building Regs M4 (3) Compliance (£ per unit) | £15,691 (Flats) £26,816 (Houses) | per unit (applicable units only) - based on 5% of AH units on schemes of 20+ dwellings |
| Planning Obligations / CIL (£m2) | Variable | Nil on Paddock Wood & Tudeley; £100/sq.m. for all other scenarios. ³ |
| Water Efficiency Standards | 110 litres per person per day | |
| Marketing & Sales Costs (% of GDV) | 3% | |
| Legal Fees on sale (£ per unit) | £750 | |
| DEVELOPER'S RETURN FOR RISK AND PROFIT | | |
| Open Market Housing Profit (% of GDV) | 17.5% - 20% | |
| Affordable Housing Profit (% of GDV) | 6% | |
| FINANCE & ACQUISITION COSTS | | |
| Agents Fees (% of site value) | 1.50% | |
| Legal Fees (% of site value) | 0.75% | |
| Stamp Duty Land Tax (% of site value) | 0% to 5% | HMRC scale |
| Finance Rate - Build (%) | 6.5% | |
| Finance Rate - Land (%) | 6.5% | |

Notes:

¹Mix based on TWBC information. Mixed Use Site Allocation AL/CRS6 includes only houses.

² Build cost taken as "Median" figure from BCIS for that build type unless otherwise stated - e.g. flats; houses storey heights etc. and then rounded. Median figure gives a better figure than the Mean as it is not so influenced by rogue figures that can distort the mean on small sample sizes. The BCIS figure for Tunbridge Wells Borough has been used. External added separately at 15%. Site works added separately.

³ proxy for s106 mitigation from mixed use allocation sites.

Tunbridge Wells BC: Appendix I - Local Plan Viability: Stage 2 - Paddock Wood / East of Capel Revenue & Cost Timings (Sheets 2 of 4)

| Heading | Total | At Date | To Date | Distribution |
|--------------------------------------|--------------|---------|---------|--|
| Phase 1 : All Phases | | | | |
| Sale - Market Housing | 821,583,000 | Jan-25 | Dec-37 | Monthly |
| Sale - Affordable Housing | 211,912,800 | Jan-25 | Dec-37 | Monthly |
| Marketing & Sales Agent Fees | -24,647,490 | Jan-25 | Dec-37 | Related: Sale - Market Housing |
| Sales Legal Fee | -2,587,500 | Jan-25 | Dec-37 | Related: 750.00/un to Selected Total Units of 3,450 |
| Fixed Price | -59,812,500 | Jan-22 | Jan-25 | Related: 250,000.00/ha to Site Area of 239.25 Hectares |
| Stamp Duty | -2,980,125 | Jan-22 | Jan-22 | Related: Stamp Duty 2016 Commercial [2] |
| Agent Fee | -897,188 | Jan-22 | Jan-25 | Related: Fixed Price |
| Legal Fee | -448,594 | Jan-22 | Jan-25 | Related: Fixed Price |
| 1/2: 1 - Colts Hill Bypass | -11,040,000 | Jan-28 | Dec-28 | Monthly |
| 2: 23 - A228 Whetstead Rd/A228/B21 | -1,000,000 | Jan-24 | Dec-24 | Monthly |
| 2: 24 - A228 Maidst Rd / Whetstead | -82,800 | Jan-23 | Dec-23 | Monthly |
| 2: 22 - A228 Maidstone Rd / B2017 | -1,104,000 | Jan-23 | Dec-23 | Monthly |
| 2: 21 - B2017 Badsell Rd / B2160 | -1,000,000 | Jan-23 | Dec-23 | Monthly |
| 2: 25 - B2160 Mdstn Rd / Commercia | -500,000 | Jan-23 | Dec-23 | Monthly |
| 2: Shuttle Signal Bridge | -500,000 | Jan-30 | Dec-30 | Monthly |
| D: 17 - Access rd with loop in site | -2,562,500 | Jan-24 | Dec-31 | Monthly |
| D: 15 - Internal road off main acc | -687,500 | Jan-24 | Dec-31 | Monthly |
| D: 26 - Access road off Church Rd | -500,000 | Jan-22 | Dec-22 | Monthly |
| D: 5 - Internal link rd A228-B2160 | -2,100,000 | Jan-24 | Dec-31 | Monthly |
| D: 6 - Internal rd between link N&S | -1,800,000 | Jan-24 | Dec-31 | Monthly |
| D: 27 - Roundabout access A228 | -1,000,000 | Jan-23 | Dec-23 | Monthly |
| D: 28 - Priority access with Maidst | -400,000 | Jan-23 | Dec-23 | Monthly |
| D: 29- 1 x road / bus / cycle / ped | -288,000 | Jan-23 | Dec-23 | Monthly |
| D: 12- Internal road off Badsell Rd | -1,300,000 | Jan-26 | Dec-32 | Monthly |
| D: 31 - Access with A228 | -1,000,000 | Jan-28 | Dec-28 | Monthly |
| D: 32 - Access with Badsell Road | -400,000 | Jan-25 | Dec-25 | Monthly |
| D: 10 - Internal Road off A228 | -625,000 | Jan-26 | Dec-32 | Monthly |
| D: 30- 2 x road / bus / cycle / ped | -1,088,000 | Jan-27 | Dec-27 | Monthly |
| D: 33 - Bus / cycle / ped / countr | -488,000 | Jan-25 | Dec-25 | Monthly |
| 2: 4 - Crossing on A228 | -250,000 | Jan-23 | Dec-23 | Monthly |
| 1: Five Oak Green - A26 cycle route | -1,269,600 | Jan-23 | Dec-23 | Monthly |
| 2 - Ped / cycle route to T Wells | -579,600 | Jan-28 | Dec-28 | Monthly |
| 3 - Ped / cycle to Tudeley | -607,200 | Jan-23 | Dec-23 | Monthly |
| 1: 13,14 & 20 - Ped / cycle imps | -4,050,000 | Jan-24 | Dec-24 | Monthly |
| 1: Cycle storage imps PW station | -50,000 | Jan-23 | Dec-23 | Monthly |
| D: 16 - Cycle / footway routes site | -900,000 | Jan-23 | Dec-27 | Monthly |
| D: Bus stops internal road | -250,000 | Jan-24 | Dec-28 | Monthly |
| D/1: 18 - Hop Pickers - ped & cycle | -325,000 | Jan-23 | Dec-23 | Monthly |
| 1: 7 - Cycle / footway | -1,050,000 | Jan-23 | Dec-23 | Monthly |
| D: Bus stops along link road | -200,000 | Jan-24 | Dec-24 | Monthly |
| 1: 8 - Ped / cycle bridge r/way | -3,500,000 | Jan-26 | Dec-26 | Monthly |
| 1: 9 - Ped / cycle bridge E of A228 | -3,500,000 | Jan-26 | Dec-26 | Monthly |
| D: Bus stops along access road | -200,000 | Jan-26 | Dec-26 | Monthly |
| 1: Bus route subsidy | -1,500,000 | Jan-24 | Dec-33 | Monthly |
| D: 11 - Ped / cycle route thru site | -425,000 | Jan-23 | Dec-23 | Monthly |
| 1:19 - Imp to NE ped / cycle bridge | -3,500,000 | Jan-32 | Dec-32 | Monthly |
| 1: Travel Plan contribution | -1,606,500 | Jan-25 | Dec-35 | Monthly |
| Con. - Market Housing | -276,437,467 | Jan-22 | Dec-36 | S-Curve |
| Con. - Affordable Housing | -151,637,533 | Jan-22 | Dec-36 | S-Curve |
| Con. - Serviced School Land - 8.27ha | -4,962,000 | Jan-25 | Dec-36 | S-Curve |
| D: Enhanced / new channels in SFRA | -1,590,000 | Jan-24 | Dec-36 | Monthly |
| D: Flood defences | -991,975 | Jan-24 | Dec-36 | Monthly |
| D: Raised platform | -5,335,000 | Jan-24 | Dec-28 | Monthly |
| D: Groundworks | -2,500,000 | Jan-24 | Dec-31 | Monthly |
| D: SUDS | -745,000 | Jan-24 | Dec-28 | Monthly |
| D: Climate change Adaptation | -7,140,000 | Jan-25 | Dec-36 | Monthly |
| D: Electric - New Connections | -9,655,500 | Jan-22 | Dec-29 | Monthly |
| D: Electric - Diversions | -1,200,000 | Jan-22 | Dec-29 | Monthly |
| D: Gas - New Connections | -25,572 | Jan-22 | Dec-29 | Monthly |
| D: Water - New Connections | -219,937 | Jan-22 | Dec-29 | Monthly |
| 1: Sewage Works Upgrade | -200,000 | Jan-22 | Dec-29 | Monthly |
| D: Foul Water - New Connections | -150,000 | Jan-22 | Dec-29 | Monthly |
| D: Foul Water - Diversions | -100,000 | Jan-22 | Dec-29 | Monthly |
| 1: G&T Pitches x 3 | -270,000 | Jan-28 | Dec-28 | Monthly |
| 1: EDU - 8FE Primary Provision | -27,038,035 | Jan-25 | Dec-34 | Monthly |
| 1: EDU - 3FE Secondary Contribution | -13,219,786 | Jan-32 | Dec-32 | Monthly |
| 1: EDU - 2FE Secondary Annex | -7,982,963 | Jan-27 | Dec-27 | Monthly |
| 1: POS - Allotments | -550,100 | Jan-24 | Dec-32 | Monthly |
| 1: POS - Amenity | -1,329,039 | Jan-24 | Dec-32 | Monthly |
| 1: POS - Children's Play | -1,108,080 | Jan-24 | Dec-32 | Monthly |
| 1: COM - Health - PC contribution | -1,135,740 | Jan-25 | Dec-36 | Monthly |
| 1: COM - New health centre | -2,760,000 | Jan-32 | Dec-32 | Monthly |
| 1: COM - Indoor sports hub | -10,840,000 | Jan-28 | Dec-28 | Monthly |
| 1: COM - Outdoor sports hub | -3,620,000 | Jan-28 | Dec-28 | Monthly |

**Tunbridge Wells BC: Appendix I - Local Plan Viability: Stage 2 - Tudeley Revenue & Cost Timings
(Sheet 3 of 4)**

| Heading | Total | At Date | To Date | Distribution |
|--|--------------|---------|---------|--|
| Phase 1 : All Phases | | | | |
| Sale - Market Housing | 666,792,000 | Jan-25 | Jul-41 | Monthly |
| Sale - Affordable Housing | 171,987,200 | Jan-25 | Jul-41 | Monthly |
| Marketing & Sales Agent Fees | -20,003,760 | Jan-25 | Jul-41 | Related: Sale - Market Housing |
| Sales Legal Fee | -2,100,000 | Jan-25 | Jul-41 | Related: 750.00/un to Selected Total Units of 2,800 |
| Fixed Price | -37,772,500 | Jan-22 | Jan-25 | Related: 250,000.00/ha to Site Area of 151.09 Hectares |
| Stamp Duty | -1,878,125 | Jan-22 | Jan-22 | Related: Stamp Duty 2016 Commercial [2] |
| Agent Fee | -566,588 | Jan-22 | Jan-25 | Related: Fixed Price |
| Legal Fee | -283,294 | Jan-22 | Jan-25 | Related: Fixed Price |
| 1/2: 1 - Colts Hill Bypass | -8,960,000 | Jan-28 | Dec-28 | Monthly |
| 2: A228 Maidstone Rd / Whetstead | -67,200 | Jan-23 | Dec-23 | Monthly |
| 2: A228 Maidstone Rd / B2017 | -896,000 | Jan-23 | Dec-23 | Monthly |
| 1: Five Oak Green - A26 cycle route | -1,030,400 | Jan-23 | Dec-23 | Monthly |
| 1: Ped / cycle route to T Wells | -470,400 | Jan-28 | Dec-28 | Monthly |
| 1: Ped / cycle to PW | -492,800 | Jan-23 | Dec-23 | Monthly |
| D: Site Access E of Tudeley | -1,000,000 | Jan-24 | Dec-24 | Monthly |
| D: Site Access W of Tudeley | -1,000,000 | Jan-24 | Dec-24 | Monthly |
| D: Site Access S of Tudeley | -1,000,000 | Jan-24 | Dec-24 | Monthly |
| D: Primary Roads x 5 | -3,646,050 | Jan-24 | Dec-32 | Monthly |
| D: Secondary Roads x 8 | -3,228,888 | Jan-24 | Dec-32 | Monthly |
| D: Tunnel | -20,000,000 | Jan-34 | Dec-34 | Monthly |
| D: Link road through site | -2,144,675 | Jan-29 | Dec-29 | Monthly |
| D: Railway bridge - all modes | -10,000,000 | Jan-26 | Dec-26 | Monthly |
| D: Railway bridge - ped & cycle | -3,500,000 | Jan-37 | Jun-41 | Monthly |
| 1: Reduce existing rail bridge | -150,000 | Jan-24 | Dec-24 | Monthly |
| 1/2: By-pass link Five Oak Grn | -8,860,980 | Jan-26 | Dec-26 | Monthly |
| 1/2: A26 / B2017 Roundabout | -1,000,000 | Jan-28 | Dec-28 | Monthly |
| 1/2: A21 / A26 Roundabout | -1,000,000 | Jan-28 | Dec-28 | Monthly |
| 1/2: Traffic Man Five Oak Grn | -200,000 | Jan-26 | Dec-26 | Monthly |
| 1/2: Widening B2017 | -3,100,000 | Jan-26 | Dec-26 | Monthly |
| D: Cycle / foot routes x 6 | -2,103,695 | Jan-24 | Dec-32 | Monthly |
| 1: Cycle route west to A26 | -833,965 | Jan-24 | Dec-24 | Monthly |
| 1/2: Bus stops along internal road | -200,000 | Jan-24 | Dec-24 | Monthly |
| D: Ped / cycle crossings | -300,000 | Jan-24 | Dec-24 | Monthly |
| 1: Cycle route S to A21 Half m | -1,420,000 | Jan-24 | Dec-24 | Monthly |
| 1: Cycle storage imps Tonbridge | -50,000 | Jan-24 | Dec-24 | Monthly |
| 1: New bus route subsidy | -1,500,000 | Jan-26 | Dec-35 | Monthly |
| 1: Travel Plan Contribution | -1,260,000 | Jan-26 | Jun-41 | Monthly |
| Con. - Market Housing | -224,355,046 | Jan-22 | Jul-41 | S-Curve |
| Con. - Affordable Housing | -123,068,142 | Jan-22 | Jul-41 | S-Curve |
| Con. - Sports Land - 4.41Ha | -2,646,000 | Jan-25 | Dec-34 | Monthly |
| Con. - Serviced school land - Tudeley - 5.52 | -3,312,000 | Jan-28 | Dec-32 | S-Curve |
| D: Groundworks | -1,500,000 | Jan-25 | Dec-25 | Monthly |
| D: Climate change Adaptation | -5,600,000 | Jan-26 | Jun-41 | Monthly |
| D: Electric - New Connections | -4,000,000 | Jan-22 | Dec-33 | Monthly |
| D: Electric - Diversions | -7,500,000 | Jan-22 | Dec-22 | Monthly |
| D: Gas - New Connections | -18,600 | Jan-22 | Dec-33 | Monthly |
| D: Water - New Connections | -153,856 | Jan-22 | Dec-33 | Monthly |
| D: Sewage Works Upgrade | -200,000 | Jan-22 | Dec-33 | Monthly |
| D: Foul Water - New Connections | -150,000 | Jan-22 | Dec-33 | Monthly |
| S: Foul Water - Diversions | -100,000 | Jan-22 | Dec-33 | Monthly |
| 1: COM - New health centre | -2,240,000 | Jan-32 | Dec-32 | Monthly |
| 1: EDU - 3FE Secondary Provision | -10,729,102 | Jan-28 | Dec-32 | Monthly |
| 1: EDU - 4FE Primary Provision | -15,450,306 | Jan-28 | Dec-32 | Monthly |
| 1: POS - Allotments | -450,374 | Jan-24 | Dec-32 | Monthly |
| 1: POS - Amenity | -1,088,102 | Jan-24 | Dec-32 | Monthly |
| 1: POS - Children's Play | -907,200 | Jan-25 | Dec-32 | Monthly |
| 1: POS - Sport Pitches Contrib | -7,078,411 | Jan-25 | Dec-33 | Monthly |
| 1: COM - PC Contrib | -921,760 | Jan-26 | Jun-41 | Monthly |
| D: COM - Indoor Hall & Sports | -2,000,000 | Jan-31 | Dec-31 | Monthly |
| D: COM - Tennis Courts | -750,000 | Jan-31 | Dec-31 | Monthly |
| D: COM - Cricket Pitch | -1,000,000 | Jan-36 | Dec-36 | Monthly |

**Tunbridge Wells BC: Appendix I - Local Plan Viability: Stage 2 - Build to Rent - Rental and Investment Value Assumptions
(Sheet 4 of 4)**

| CIL rate TWBC £100/sq. m where applicable | | | Rents (based on 20% increase on average PRS rent for similar properties within X miles of X railway station) |
|---|-------|------|--|
| Beds | sq ft | sq m | Rent per Month |
| 1 Bed | 538 | 50 | £1,100 |
| 2 Bed | 753 | 70 | £1,500 |
| 3 Bed | 926 | 86 | £1,700 |

| Affordable Private Rented units (BTR units provided at 80% of market rent as per Govt Guidance) | |
|---|----------------|
| Size of unit | Rent per month |
| 1 Bed | £880 |
| 2 Bed | £1,200 |
| 3 Bed | £1,360 |

BTR tested with 20% Affordable Private Rent (APR)
(and 100% market units as a sensitivity test)

Dixon Searle Partnership (2021)

| Rental related assumptions | |
|----------------------------|---------|
| Rent inflation | 3% |
| IRR | 6% |
| Net exit yield | 4.25% |
| Management | 7% |
| Maintenance | 13% |
| Major Repairs | £10,000 |
| Voids | 2% |
| Bad debts | 3% |