



## **Viability Report**

**Land at Gold Street, Desborough,  
Northamptonshire, NN14 2PF**

**24<sup>th</sup> September 2019**

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## **Site Location and Background**

The development site is situated in a central location close to Desborough town centre. The site is approximately 1.1 hectares in size and is the former factory site once occupied by Dunkelman and Sons Limited who have relocated to a new facility at Magnetic Park, Desborough.

The site slopes significantly downwards from Gold Street towards its southern end with a total fall of approximately 9m metres. The site fronts onto Gold Street and is surrounded by residential development on all sides. The boundaries to the site are generally defined by the fences of the neighbouring residential properties with some overgrown hedges and shrubs within the site particularly along the southern and western boundaries. The primary access to the site is via Gold Street. There is also a secondary access via Harrington Road.

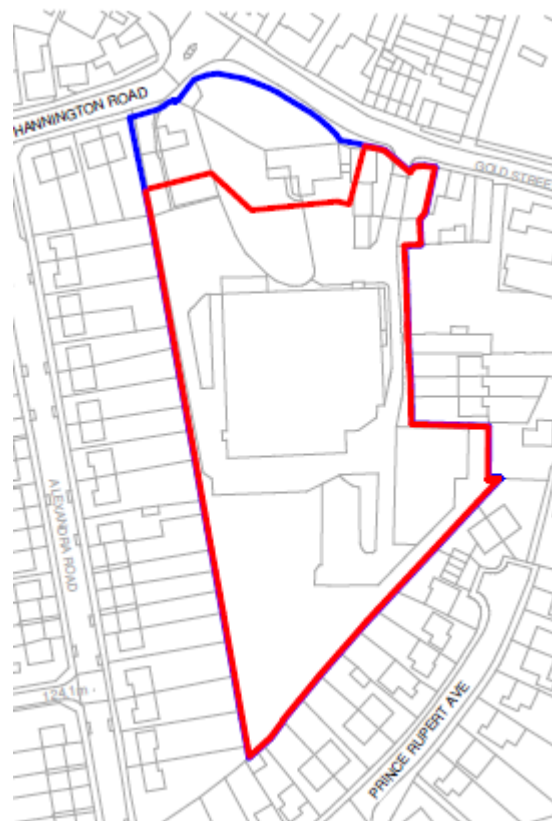
No. 1 Harrington Road and the main section of the existing Manor House do not form part of the re-development proposals. It is intended that both properties will be sold once planning permission has been granted for the re-development of the site and Snowdon Homes has completed the purchase.

## **Introduction**

Snowdon Homes has entered into a conditional contract to purchase the land at Gold Street, Desborough from the existing landowner. The contract is subject to receipt of a satisfactory planning permission for housing based upon the re-development of the site for 40 affordable dwellings being a mixture of affordable rented and shared ownership properties.

As outlined above, the site is situated close to Desborough town centre and delineated by residential properties on all sides.

**Figure 1: Site Location Plan**



## Proposed Scheme

The viability report supports a full planning application for the re-development of the land at Gold Street for 40 affordable dwellings with associated vehicular and pedestrian access. The proposed dwellings are a mixture of 2, 3 and 4 bedroom houses. The dwellings will be in the form of semi-detached, detached and terraced houses.

The proposed scheme will be 100% affordable housing and Snowdon Homes is working in partnership with the Longhurst Group to deliver this all affordable housing scheme. The proposed tenure mix is 50% affordable rented housing and 50% shared ownership housing.

The key drivers for the scheme design have been the preservation of the existing Manor House, the enhancement of its setting and the retention of the large trees in the northern part of the site whilst also delivering some much needed affordable housing to the area.

Longhurst Group has discussed the proposed mix with the housing team at Kettering Borough Council. Both the proposed housing and tenure mix have therefore been agreed in principle with the housing team at KBC.

Distribution of the house types across the site has been considered to provide a balanced spread of units and offering some variety to the frontages. The house types are laid out with a mixture of floor plans, some include quite open plan rooms and all have good size rooms which allows for future changes in residents needs and lifestyles.

Figure 2: Proposed Site Plan



The proposed development will deliver a mix of dwelling types as follows:

Type C	- Affordable Rent	2Bed	70m2 / 753sqft	5No.
Type B/B1	- Affordable Rent	2Bed	70m2 / 753sqft	3No.
Type D	- Affordable Rent	3Bed	84m2 / 904sqft	8No.
Type E/E1	- Affordable Rent	4Bed	106m2 / 1141sqft	2No.
Type F	- Affordable Rent	4Bed	106m2 / 1141sqft	2No.
				Total : 20No.

Type A	- Shared Ownership	2Bed	70m2 / 753sqft	6No.
Type C	- Shared Ownership	2Bed	70m2 / 753sqft	5No.
Type D/D1	- Shared Ownership	3Bed	84m2 / 904sqft	9No.
				Total : 20No.

All housetypes have been designed to meet the Nationally Described Space Standards.

### **Scheme Income**

Appendix 4 contains a full viability appraisal and summary. As the proposed scheme is an all affordable housing scheme, the scheme income is based upon an offer and deal agreed with Longhurst Group. A copy of Longhurst Group's offer letter is contained in Appendix 5.

The offer received from Longhurst Group is **£6,361,018** for the 40 completed dwellings. The Scheme income also makes an allowance for the re-sale of No.1 Harrington Road for £200,000 and the existing Manor House for £350,000 in due course. The total scheme income is therefore **£6,911,018**.

### **Scheme Development Costs**

The attached viability appraisal uses base construction costs for housebuild, all works on plot and all standard external works (road, drainage, etc.) at a rate of £110 per sq.ft.

These all in costs at £110 per sq.ft. (£ per m2 are comparable to BCIS lower quartile costs for 2 storey estate housing alone which currently stand in the region of £1,117 per m2/£104 per sq.ft.). BCIS costs however do not include external works and the norm within viability appraisals is to add this to the base build cost to allow for external works costs. The attached appraisal also includes for prelims costs for running the site. The assumed base construction cost can therefore be seen to be competitive and significantly cheaper than BCIS lower quartile costs.

### **Abnormal/Additional Development Costs**

The above BCIS and base construction costs relate to standard costs only and do not include exceptional site specific costs that arise from each site's constraints. The Gold Street site is a brownfield site therefore the attached appraisal includes abnormal/additional development costs totalling £739,539 which includes the following main areas of cost:

<u>Item</u>	<u>Cost</u>
Demolition and site clearance	£150,500
Deeper foundations due to made ground	£120,000
Boundary treatments and fencing	£49,800
Retaining walls	£75,000
Surface water attenuation/foul pump station	£50,000
Importing clean topsoil	£40,000
Service diversions	£25,000
Form new access, highway works	£25,000
Landscaping/tree works/planting to POS	£25,000
Carpets and white goods	£101,740
Drainage easement payment	£32,000
Contingency	£45,499
Total	£739,539

### **Professional Fees**

The attached appraisal allows for professional fees, planning fees, building control fees, warranty fees, engineering fees, survey fees, etc. totalling £186,390 which equates to 4.1% of the total scheme construction cost. This is comparable to the normal fee range in viability appraisals which can usually range from 4% to 8% of the total construction cost.

### **Contingency**

The appraisal includes a small contingency of £45,499 which equates to only 1% of the total scheme construction cost after abnormal costs are taken into account. This is very much at the lower end of normal contingency allowances provided in viability appraisals which can range from 4% to 10% depending upon the scope and risk of the project.

### **Marketing Costs**

There are no marketing costs as the proposed development is 100% affordable housing.

## **S106 Costs**

Snowdon Homes confirms that it is prepared to enter into a Section 106 Agreement with the Local Planning Authority to make provision to mitigate the impact of the proposed development. We anticipate however that, as the site is proposed for 100% affordable housing, it may not be feasible for the proposed development, being an all affordable housing development, to meet the potential S106 requirements set out by the Local Planning Authority and still be economically viable.

Subject to the usual negotiations, we anticipate that the following provision might be required:

- a. Payment of an education contribution;
- b. Payment of a libraries contribution;
- c. Payment of an open space contribution;
- d. Payment of a community facilities contribution;
- e. Payment of a public transport contribution; and
- f. Payment of a healthcare contribution.

**As the proposed development will be an affordable housing led scheme, we will seek a reduction in the level of the above contributions. Otherwise the proposed development will not be economically viable.**

## **Developers Profit and Margin**

The viability appraisal generates a gross profit margin of 12.5% (£864,036) based upon the agreed purchase price of £1,400,000. The profit margin of 12.5% of GDV is prior to the deduction of financing costs or office overhead. Recent NPPF guidance gives an advised range for net profit of between 15% and 20% of GDV which is what would be achieved less finance costs and overheads. The net profit margin in respect of this site is in the region of 7.90% once finance costs and office overheads have been deducted.

The viability appraisal and report have been prepared in order to demonstrate that the proposed re-development of the site will be economically unviable should the Local Planning Authority and County Council seek S106 contributions in addition to the proposed scheme delivering 100% affordable housing.

## **Summary and Conclusion**

This viability report has been prepared in support of a proposed residential development of an area of land consisting of a former factory at Gold Street, Desborough.

The application site is identified as previously developed land and as such the relevant planning policies of the Local Plan, which can be attributed weight in the determination of the planning application, provide support in principle for a proposed residential development.

As outlined, we believe that the proposed re-development of the site, which is providing 100% affordable housing, will be unable to deliver both the affordable housing provision and the anticipated level of S106 contributions likely to be requested by the Local Planning Authority and County Council. With this in mind, we seek a reduction in the level of S106 contributions likely to be associated with the proposed re-development of the site.

## **Appendix 1: Site Location Plan**

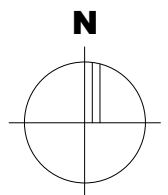
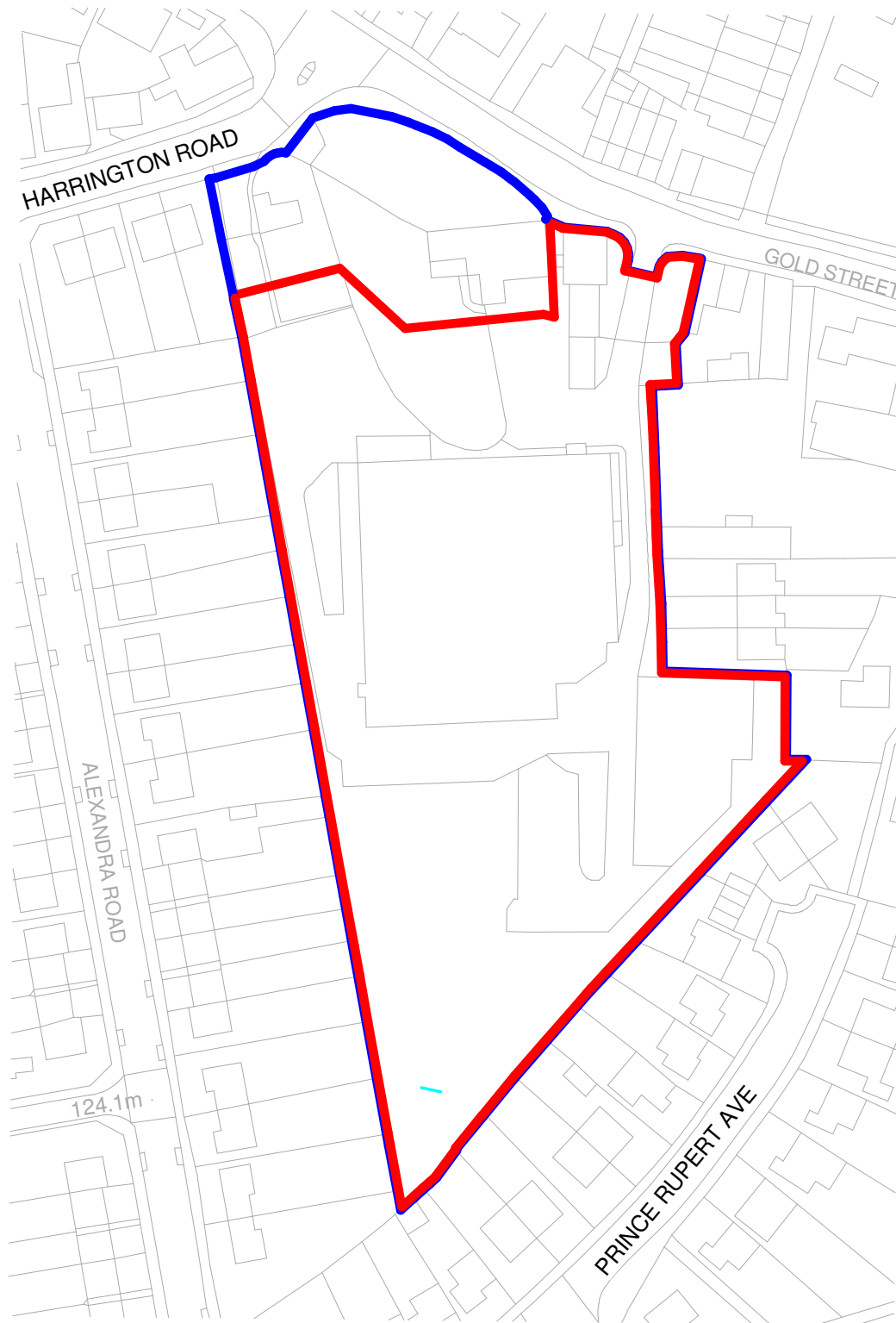


# S001 - Site Location

03/07/19

Scale 1 : 1250 @A4

Rev:A



19002

Gold Street, Desborough

Snowdon Homes Ltd

PLANNING ISSUE



## **Appendix 2: Masterplan – Proposed Planning Layout**

# SK001 - Proposed Site Plan

Scale 1 : 500 @A1

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24/09/19

Rev:D









## Schedule of Accommodation

Type C	- Affordable rent	2Bed	70m2 / 753sqft	5No.
Type B	- Affordable rent	2Bed	70m2 / 753sqft	2No.
Type B1	- Affordable rent	2Bed	70m2 / 753sqft	1No.
Type D	- Affordable rent	3Bed	84m2 / 904sqft	8No.
Type E	- Affordable rent	4Bed	106m2 / 1141sqft	1No.
Type E1	- Affordable rent	4Bed	106m2 / 1141sqft	1No.
Type F	- Affordable rent	4Bed	106m2 / 1141sqft	2No.
				<b>Total : 20No.</b>

Type A	- Shared Ownership	2Bed	70m2 / 753sqft	6No.
Type C	- Shared Ownership	2Bed	70m2 / 753sqft	5No.
Type D	- Shared Ownership	3Bed	84m2 / 904sqft	8No.
Type D1	- Shared Ownership	3Bed	84m2 / 904sqft	1No.
				<b>Total : 20No.</b>

**Grand Total : 40No.**

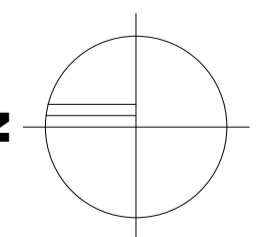
## Key

-  Existing Trees to be protected and retained
-  Proposed Trees
-  Root Protection Area
-  Buildings to be demolished
-  Trees and Hedging for removal
-  1.8m brick boundary walls

0m 5m 10m 15m 20m 25m  
VISUAL SCALE 1:500 @ A1

**PLANNING ISSUE**

19002  
Gold Street, Desborough  
Snowdon Homes Ltd



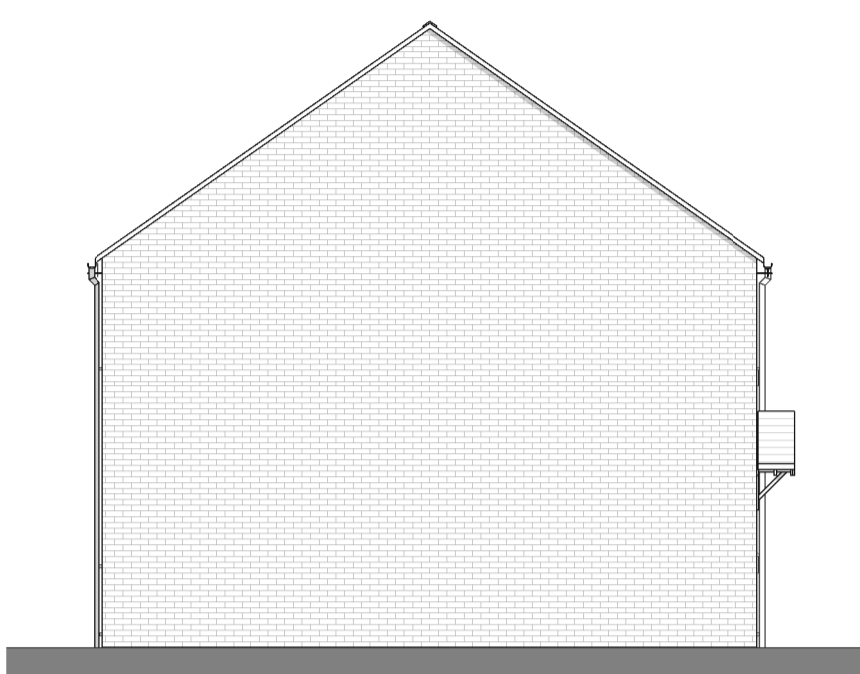
Tel : 01536 601735  
Email: info@wellandgroup.co.uk

### **Appendix 3: Proposed Housetypes**

# House Type A



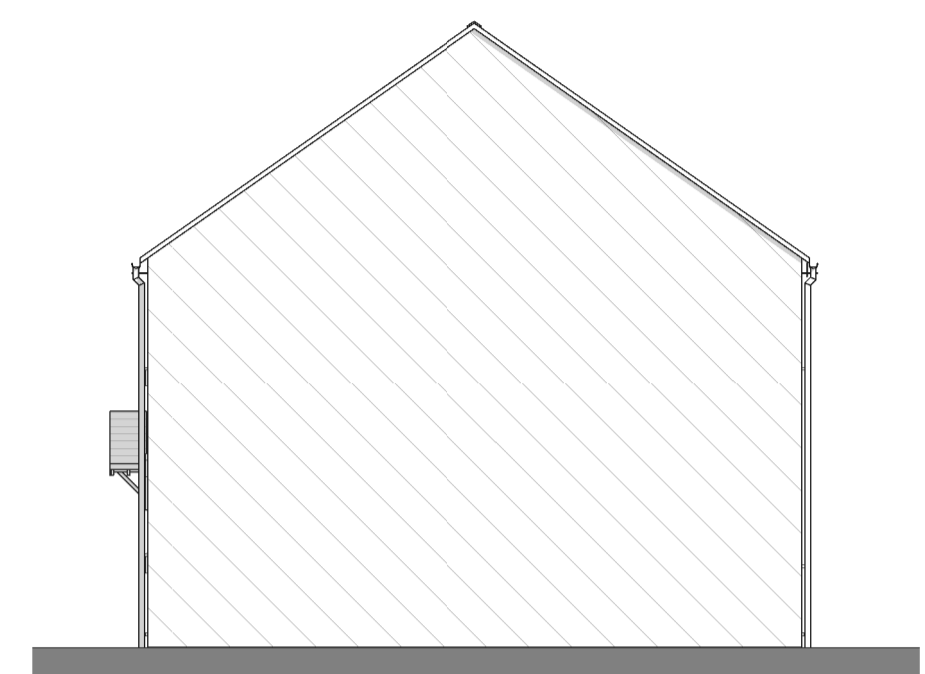
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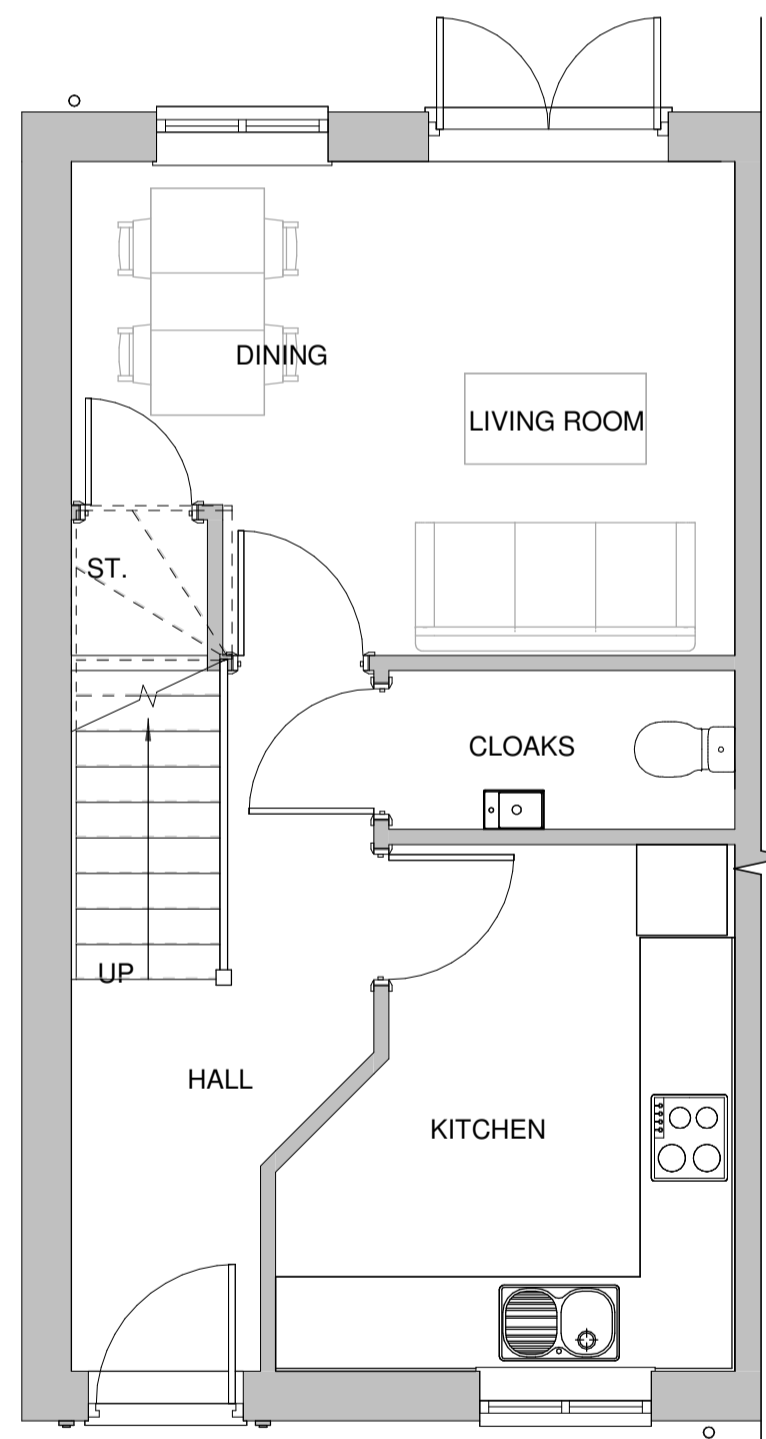
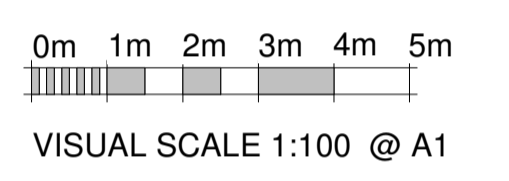
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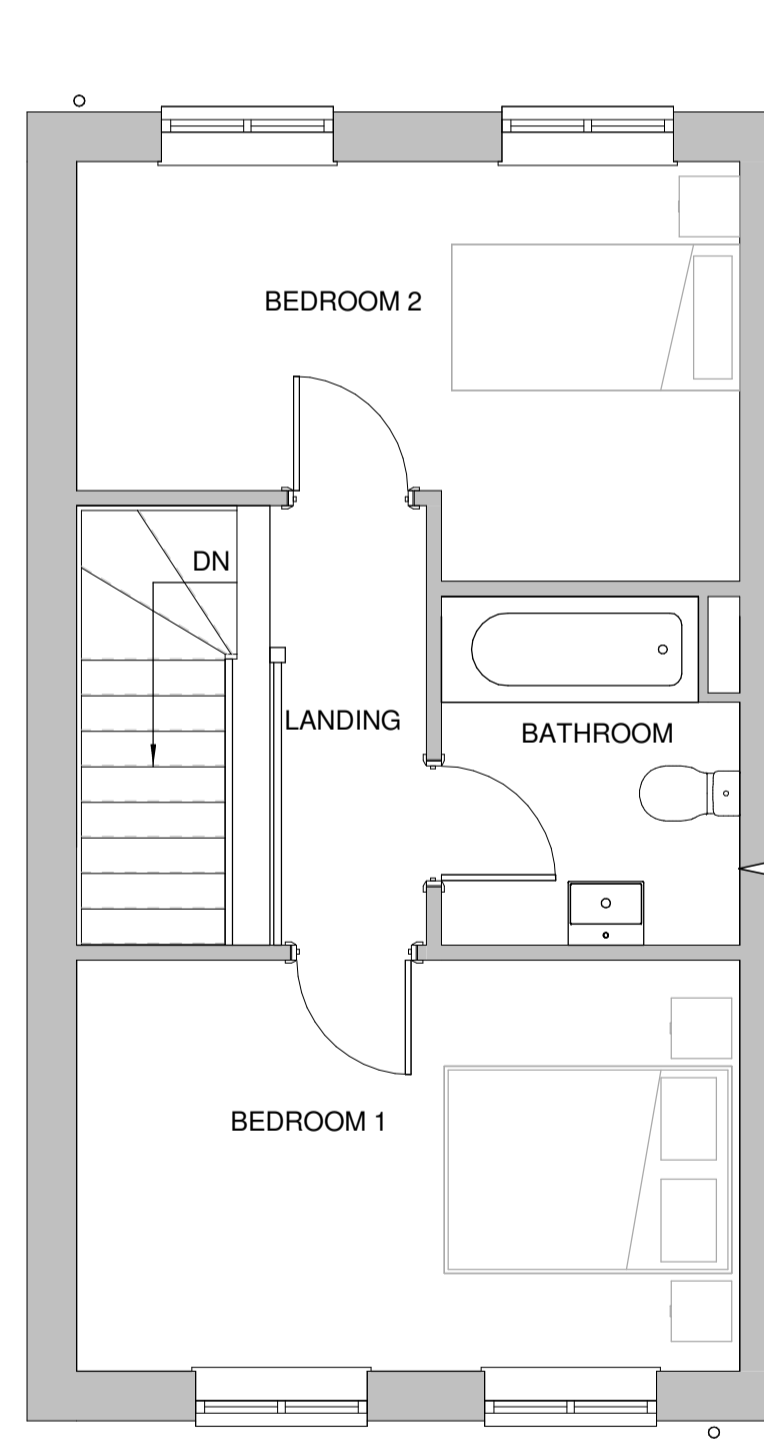
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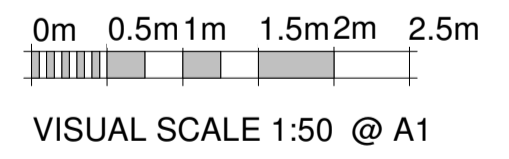
Side Elevation 2  
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Ground Floor  
1:50



First Floor  
1:50



GIA = 70m<sup>2</sup> / 753ft<sup>2</sup>

Rev.	Date	Drawn	Check	Description
C	24.09.19	BA	BA	Scale Bar Added
B	15.08.19	AL	BA	Size Update
A	03.07.19	BA	MC	Planning Issue

Notes

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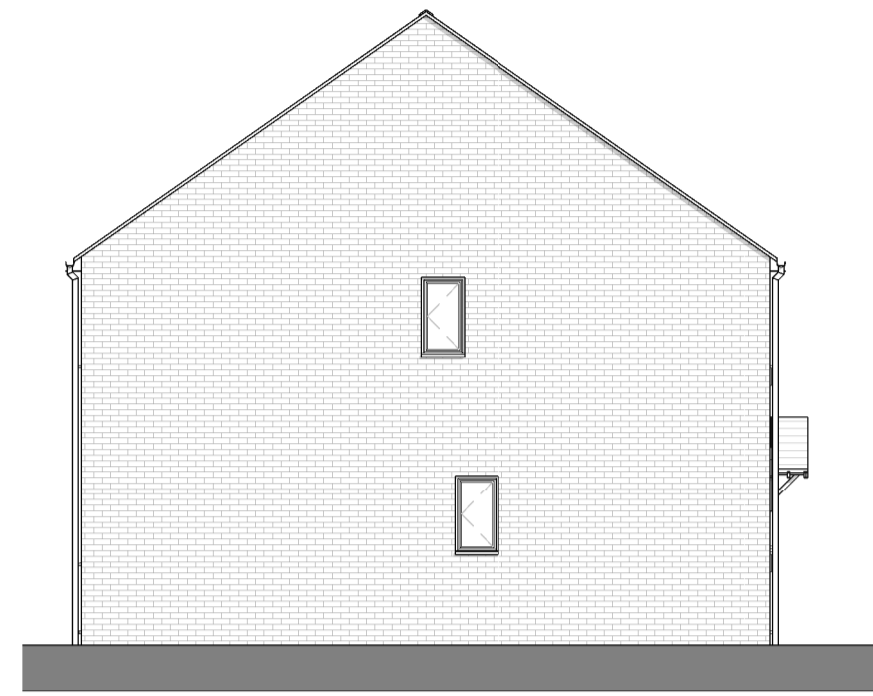
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<b>Client:</b> Snowdon Homes Ltd.				
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<b>Scale@A1:</b> As indicated	<b>Date:</b> 06/06/19	<b>Rev:</b> C		



# House Type B



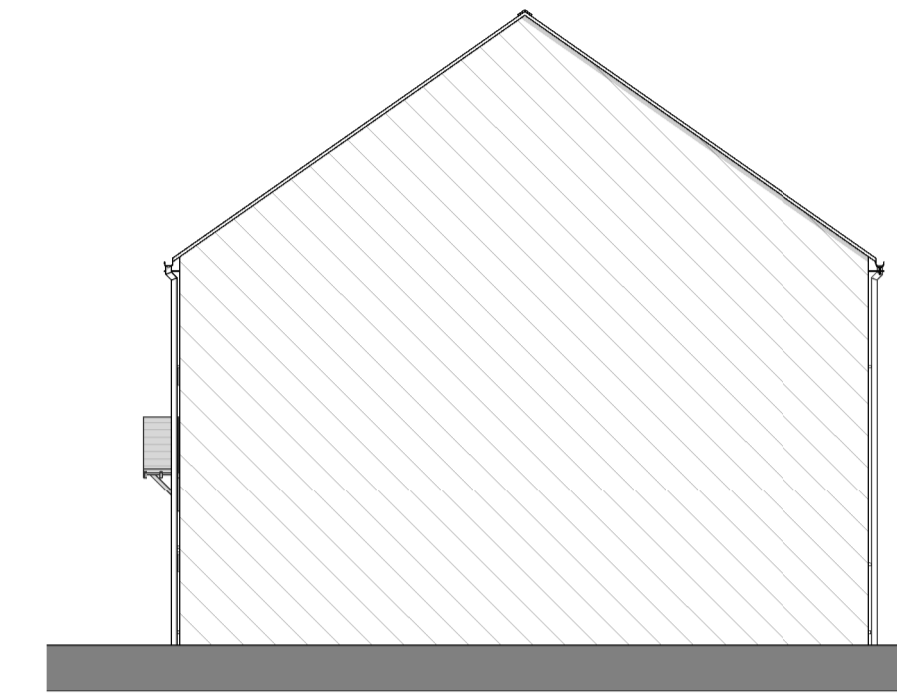
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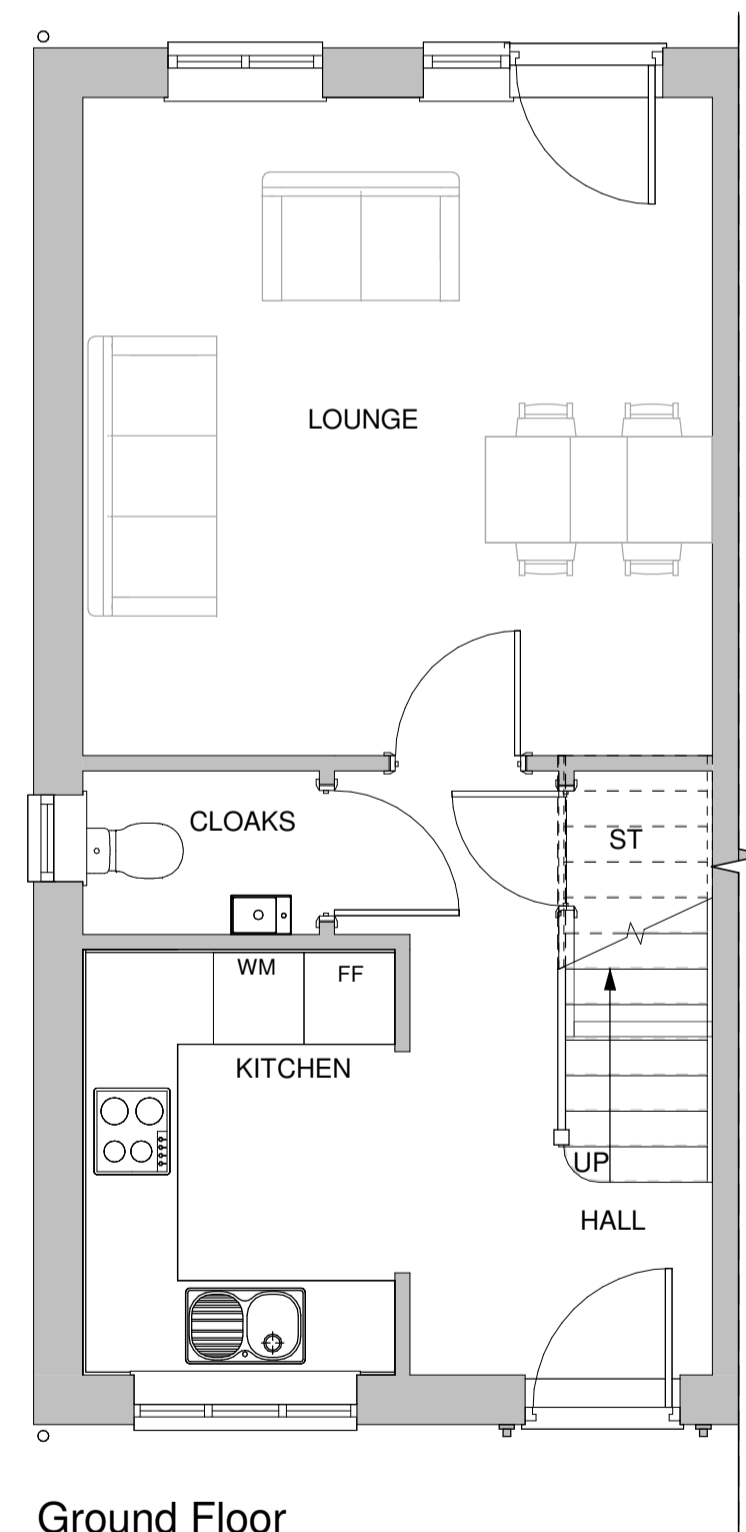
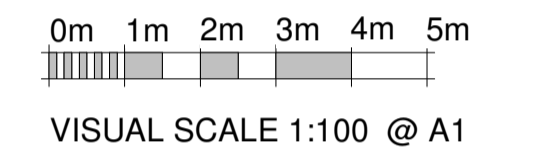
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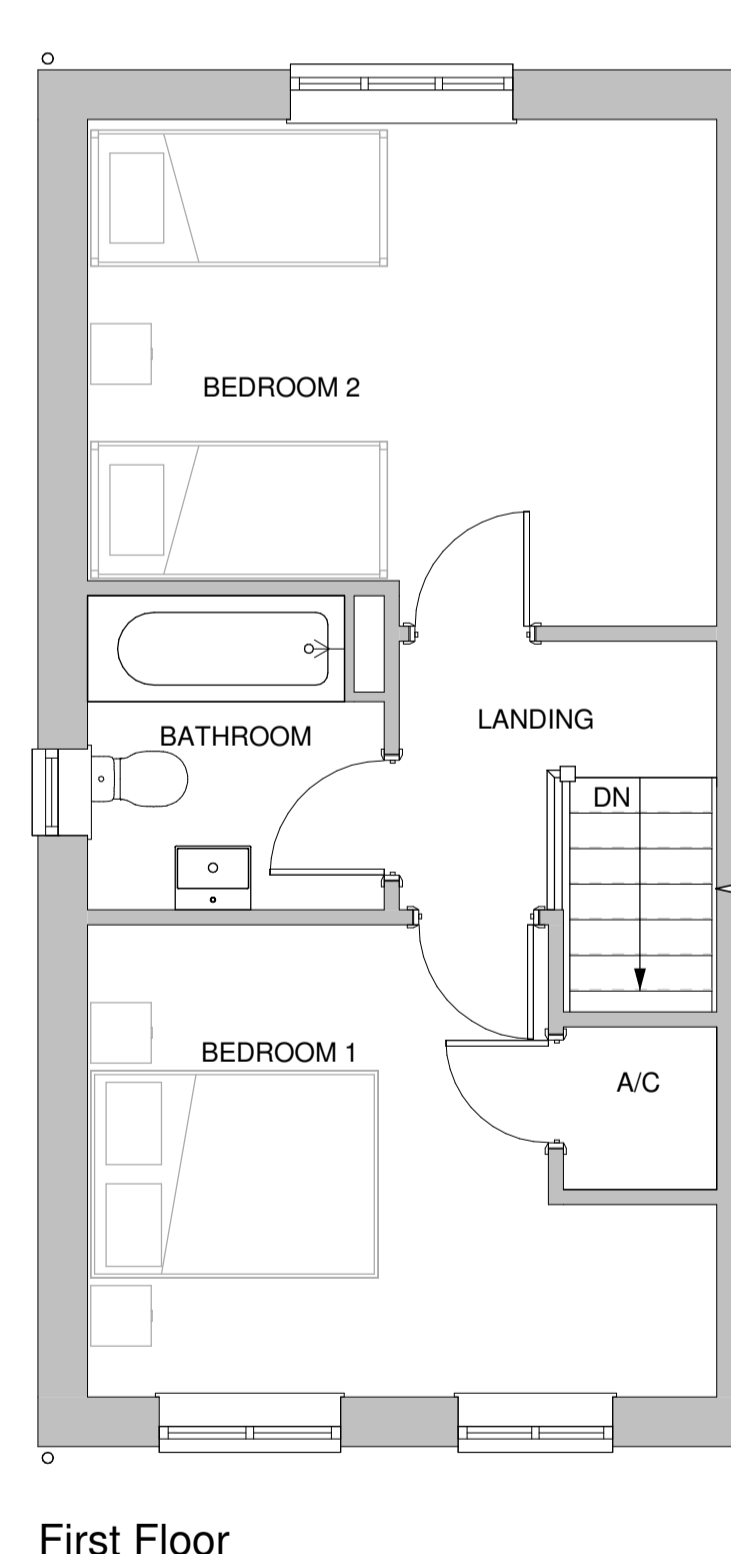
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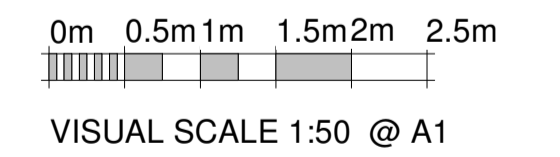
Side Elevation 2  
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Ground Floor  
1:50



First Floor  
1:50



GIA = 70m<sup>2</sup> / 753ft<sup>2</sup>

Rev.	Date	Drawn	Check	Description
D	24.09.19	BA	BA	Scale bar added
C	05.09.19	BA	MR	First Floor Windows Amended
B	15.08.19	AL	BA	Size Update
A	03.07.19	BA	MC	Planning Issue

Notes

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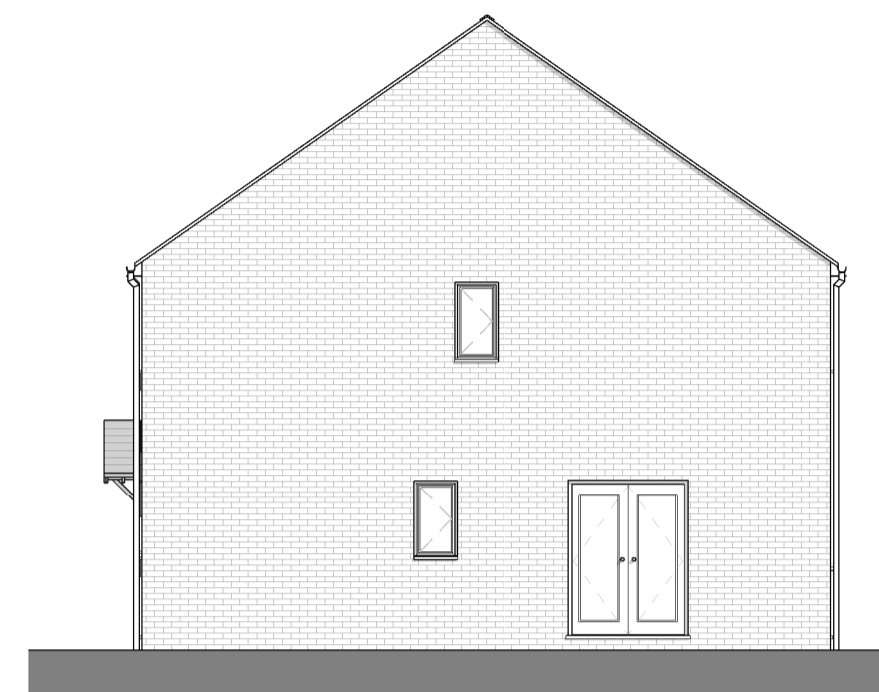
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<b>Client:</b> Snowdon Homes Ltd.				
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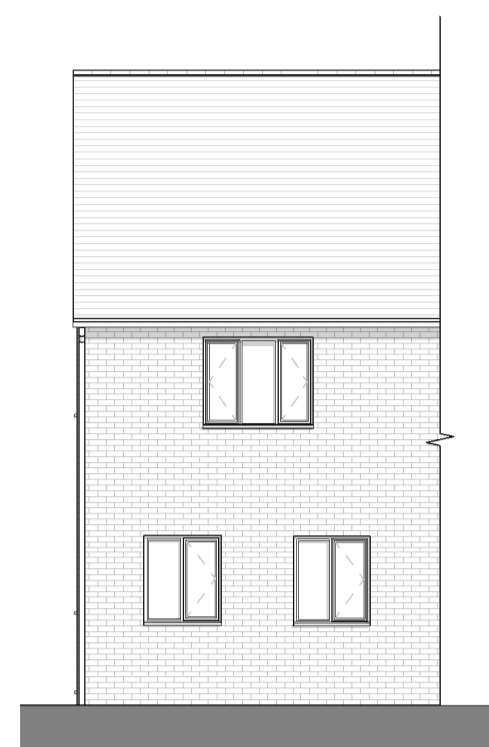
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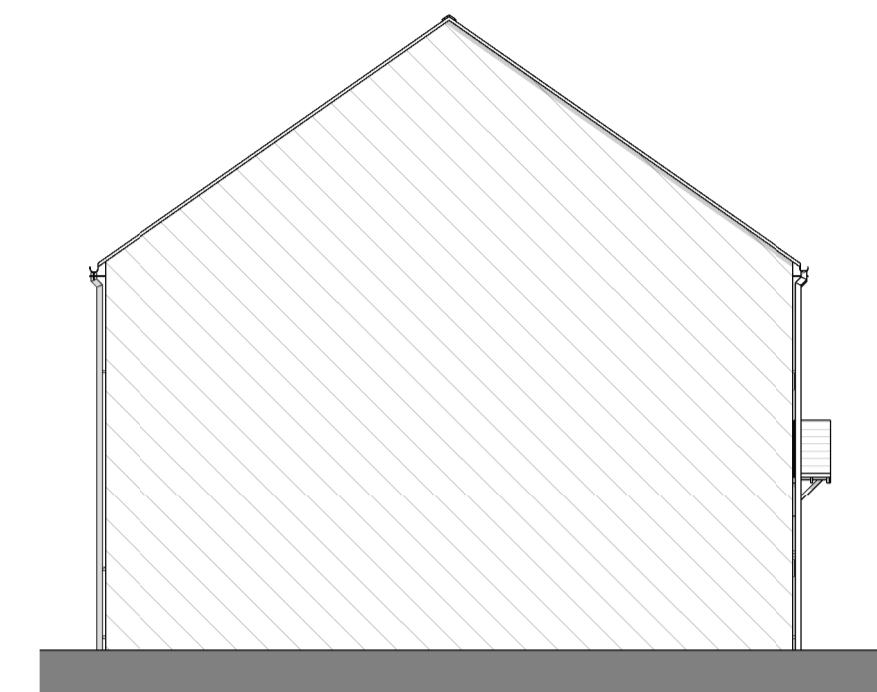
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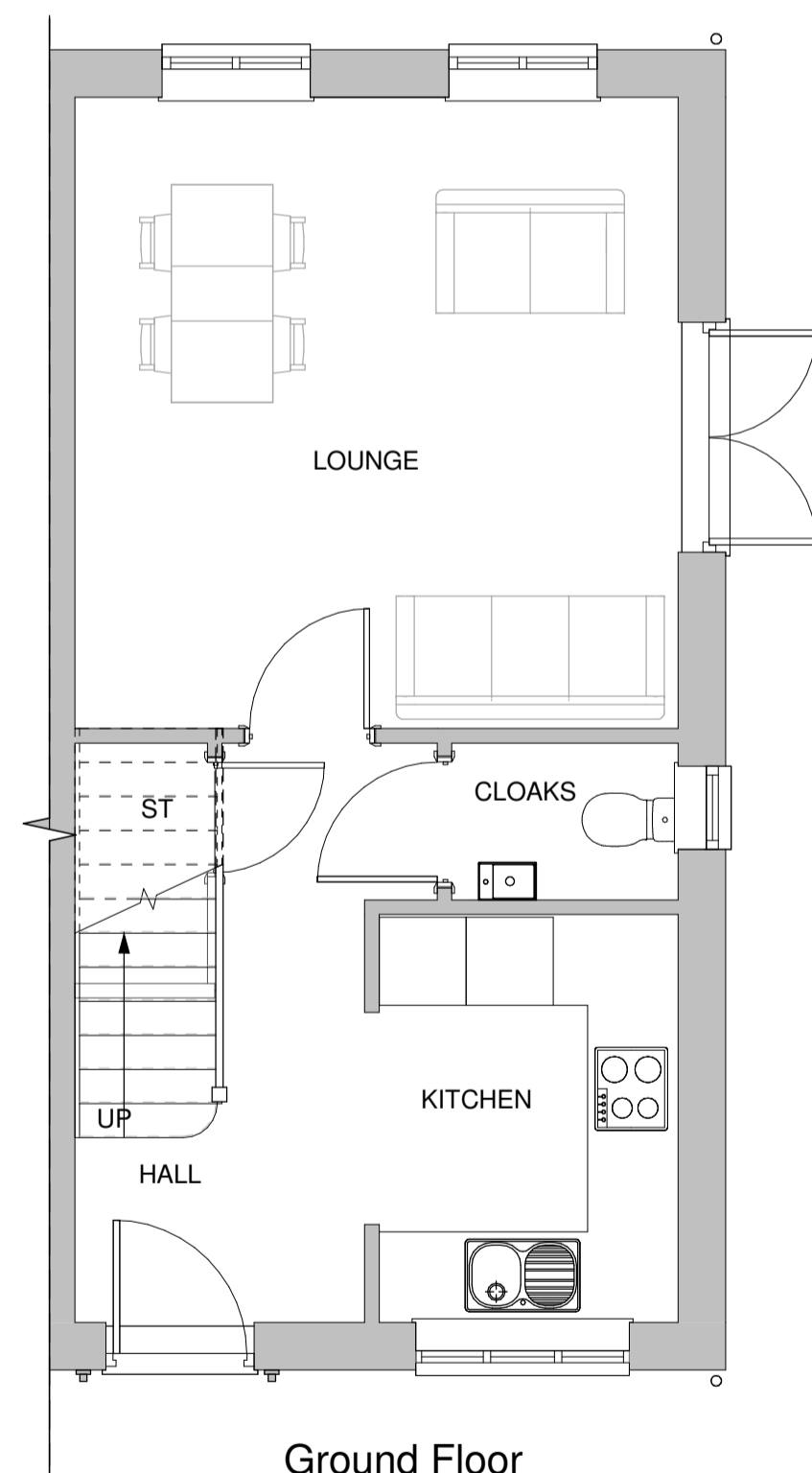
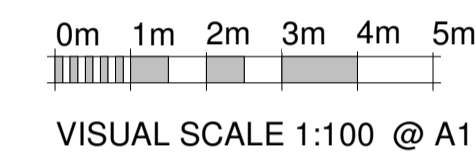
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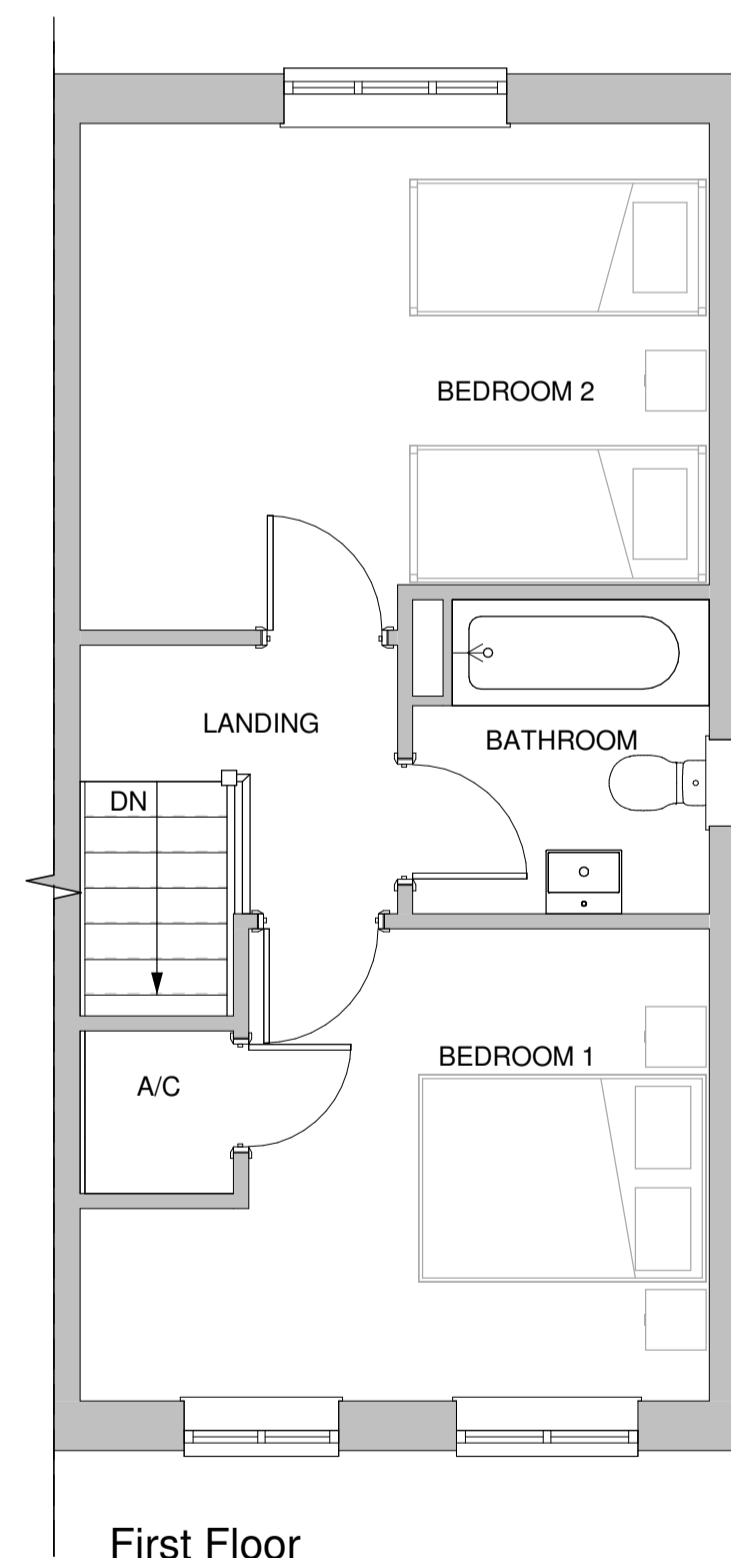
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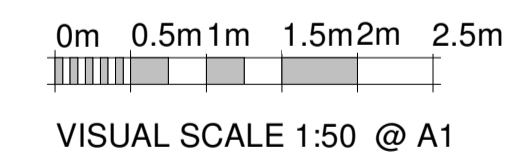
Side Elevation 2  
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Ground Floor  
1:50



First Floor  
1:50



GIA = 70m<sup>2</sup> / 753ft<sup>2</sup>

Rev.	Date	Drawn	Check	Description
D	24.09.19	BA	BA	Scale Bar Added
C	05.09.19	BA	MR	First Floor Windows Amended
B	15.08.19	AL	BA	Size Update
A	03.07.19	BA	MC	Planning Issue

Notes

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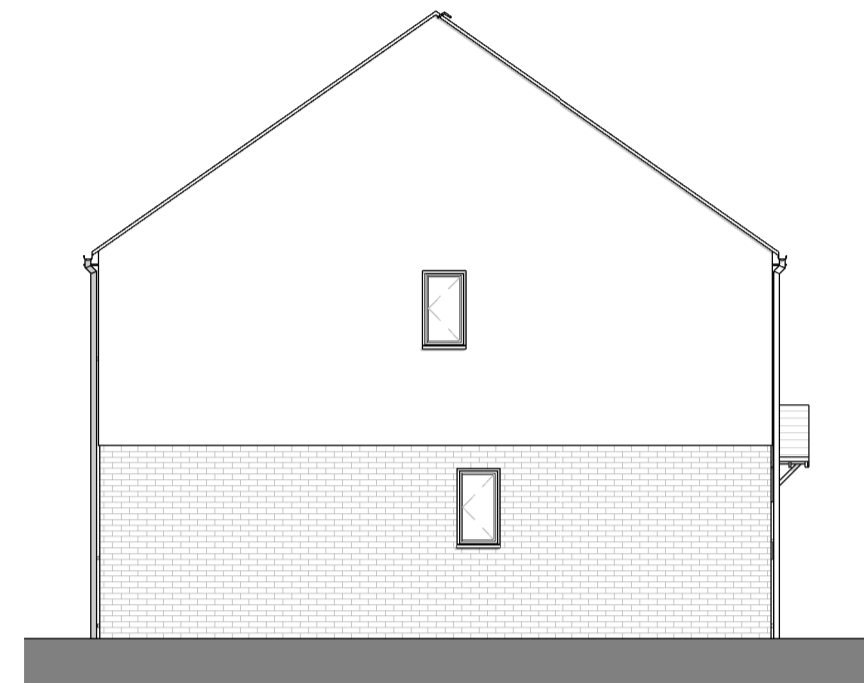
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<b>Client:</b> Snowdon Homes Ltd.				
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<b>Scale@A1:</b> As indicated	<b>Date:</b> 06/06/19	<b>Rev:</b> D		



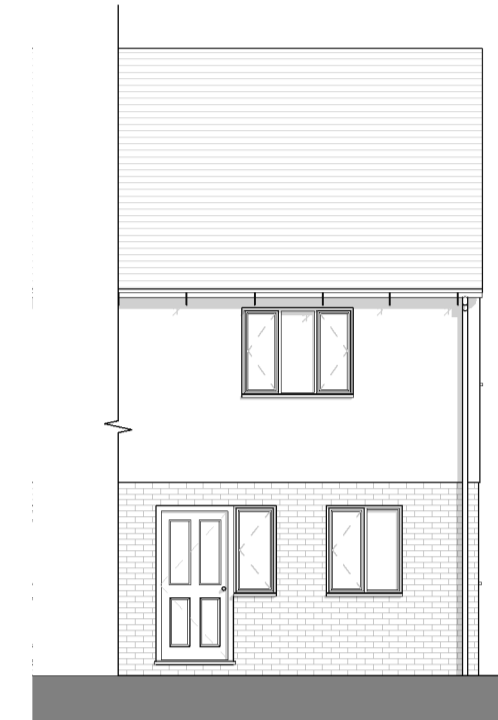
# House Type C



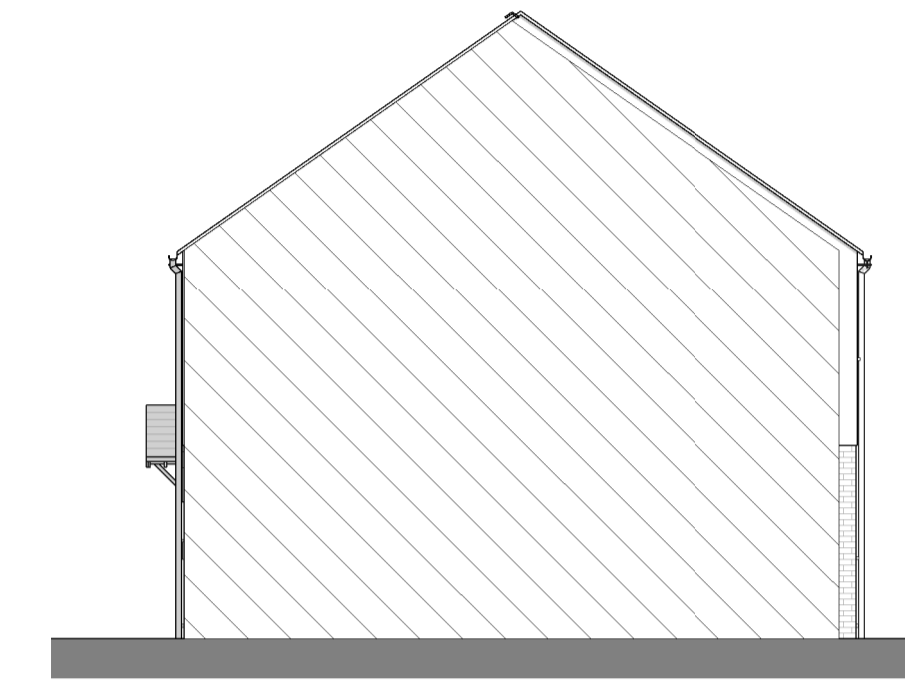
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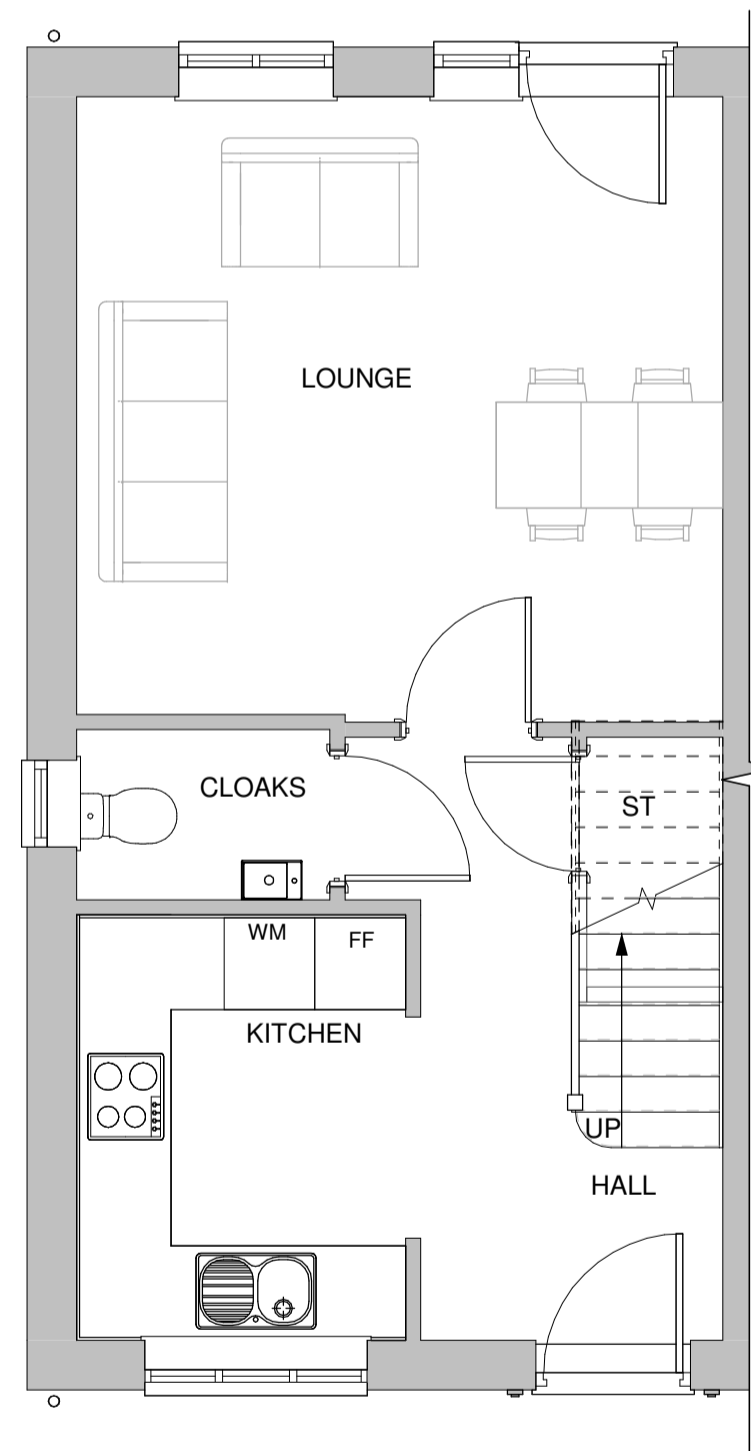
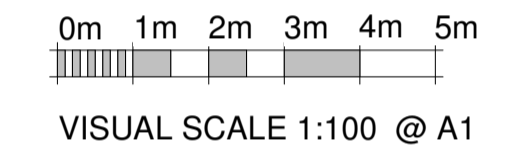
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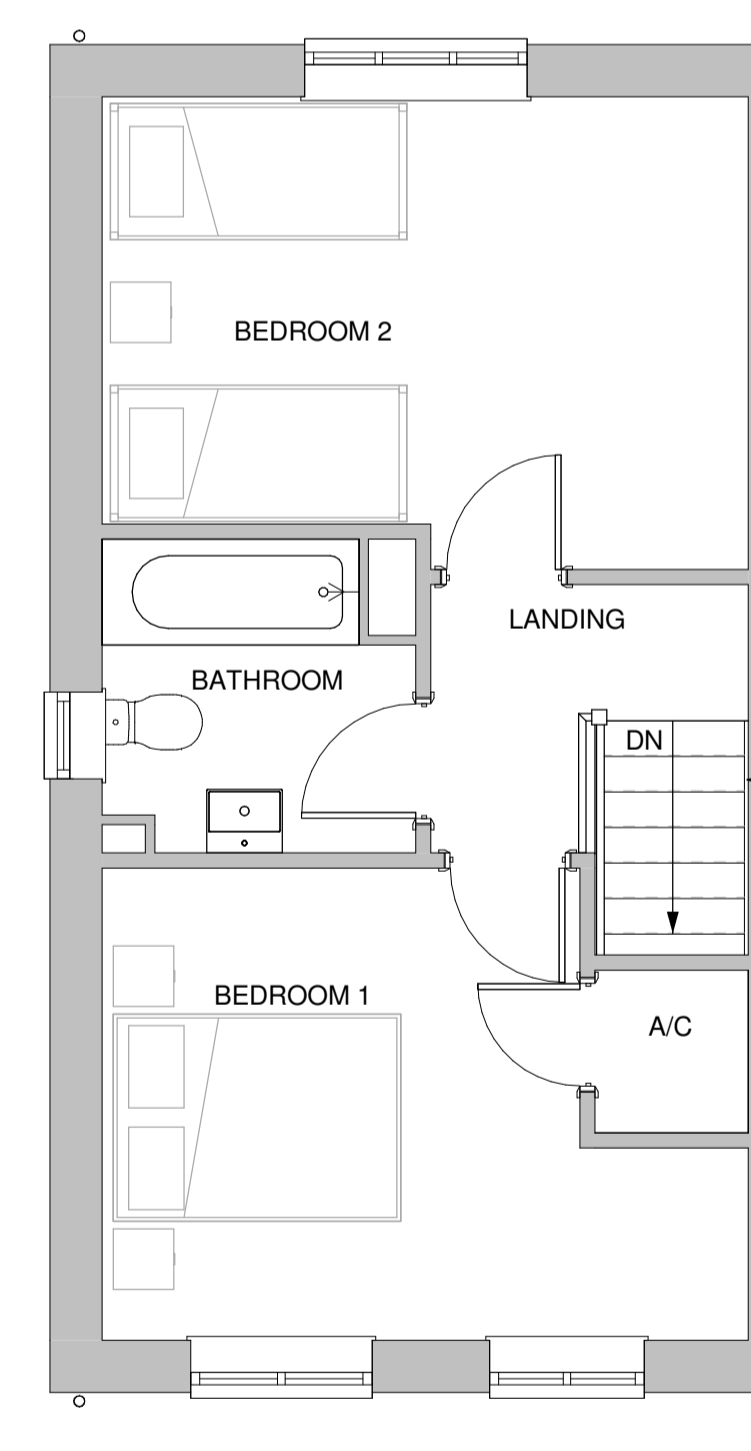
Rear Elevation  
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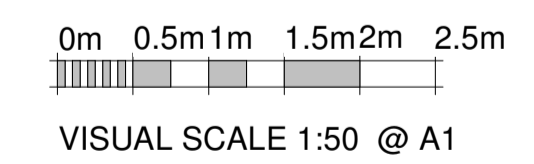
Side Elevation 2  
1:100



Ground Floor  
1:50



First Floor  
1:50



GIA = 70m<sup>2</sup> / 753ft<sup>2</sup>

Rev.	Date	Drawn	Check	Description
D	24.09.19	BA	BA	Scale Bar Added
C	05.09.19	BA	MR	First Floor Windows Amended
B	15.08.19	AL	BA	Size Update
A	03.07.19	BA	MC	Planning Issue

Notes

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<b>Client:</b> Snowdon Homes Ltd				
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<b>Scale@A1:</b> As indicated	<b>Date:</b> 12/06/19	<b>Rev:</b> D		

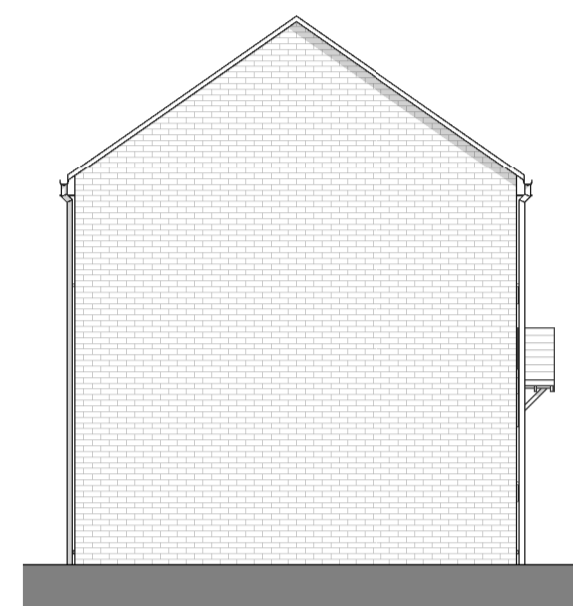


**Welland**

Tel : 01536 601735  
Email: info@wellandgroup.co.uk



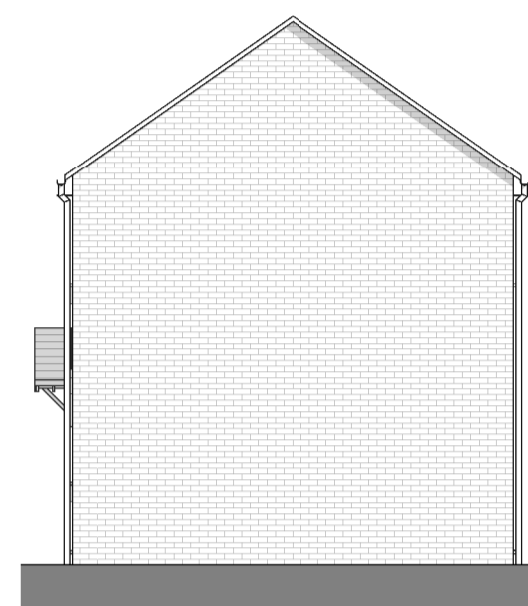
# House Type D1



Front Elevation  
1:100



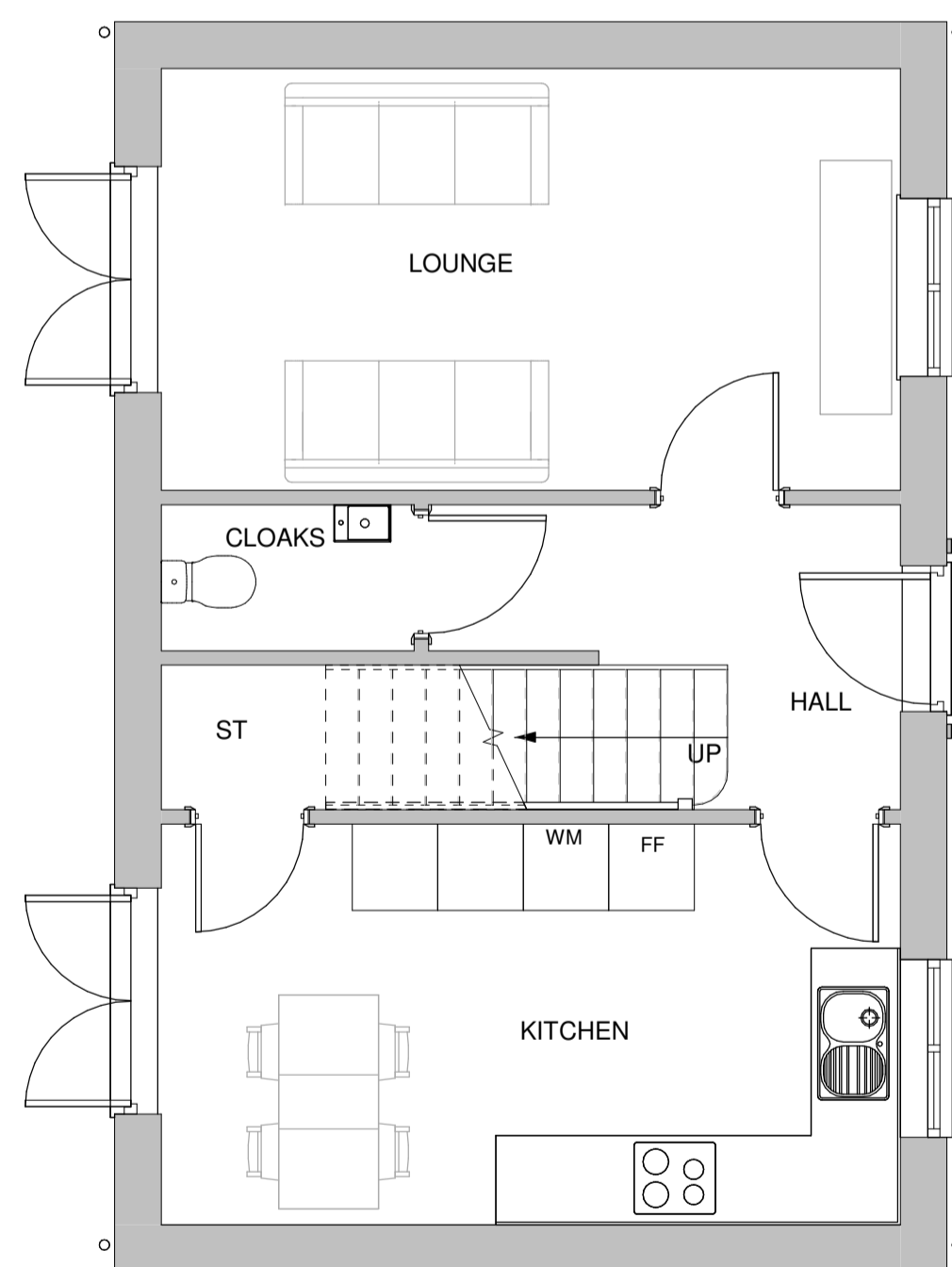
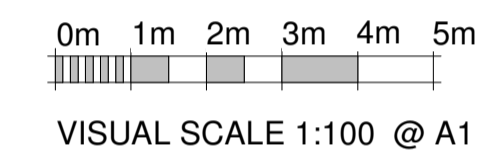
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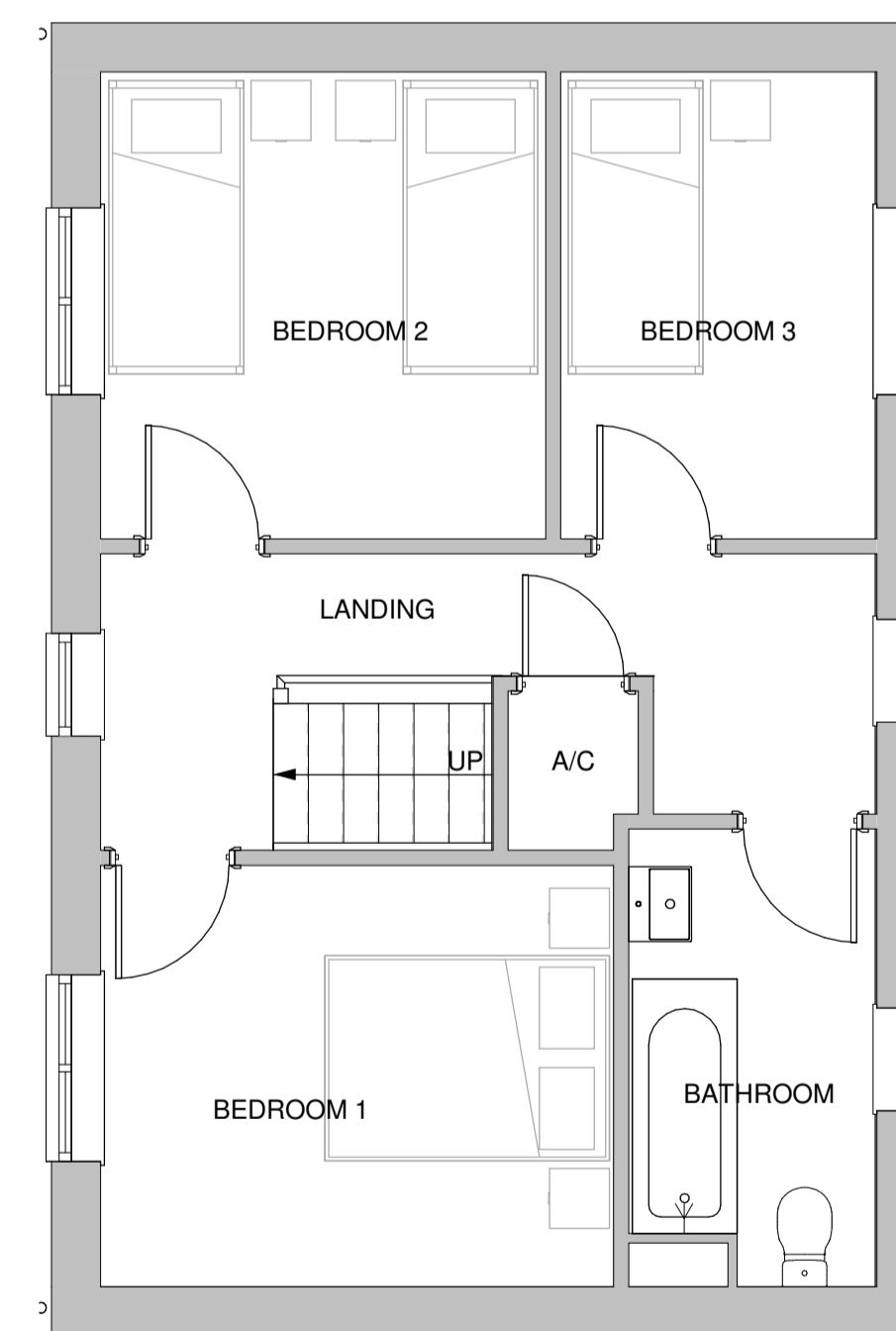
Rear Elevation  
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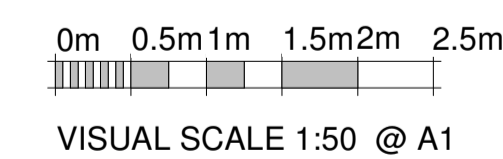
Side Elevation 2  
1:100



Ground Floor  
1:50



First Floor  
1:50



GIA = 84m<sup>2</sup> / 904ft<sup>2</sup>

Rev.	Date	Drawn	Check	Description
C	24.09.19	BA	BA	Scale Bars Added
B	15.08.19	AL	BA	Size Update
A	03.07.19	BA	MC	Planning Issue

Notes

## PLANNING ISSUE

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<b>Project Title:</b> Proposed Residential Development, Gold Street, Desborough				
<b>Client:</b> Snowdon Homes Ltd.				
<b>Project Number:</b> 19002	<b>House Type:</b> D1	<b>Dwg No.:</b> SK401	<b>Drawn By:</b> SS	<b>Checked By:</b> BA
<b>Drawing Title:</b> House Type D1 - Proposed Floor Plans & Elevation				
<b>Scale@A1:</b> As indicated	<b>Date:</b> 13/06/19	<b>Rev:</b> C		



# House Type E



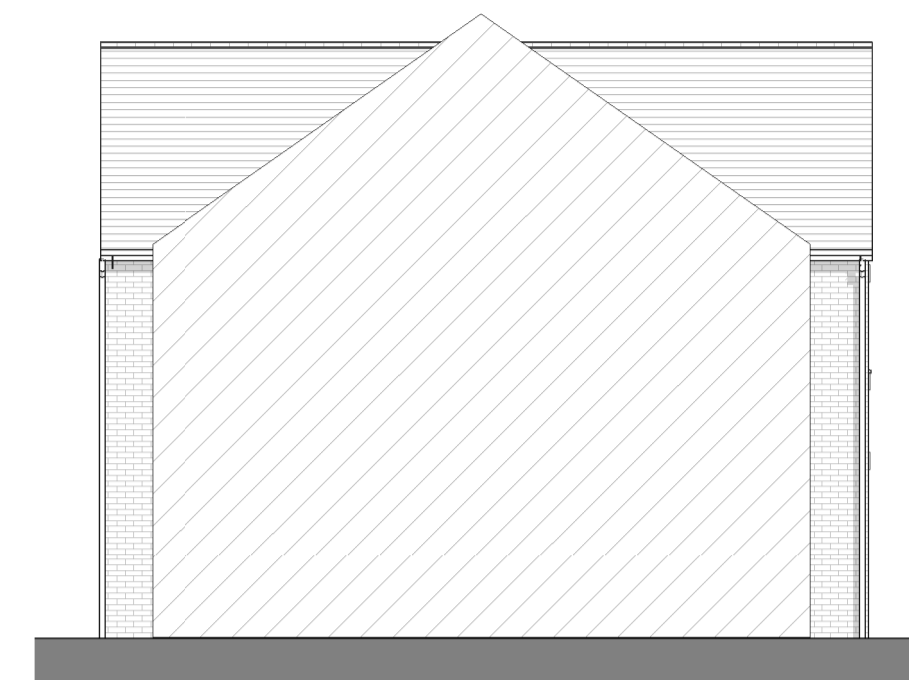
Front Elevation  
1:100



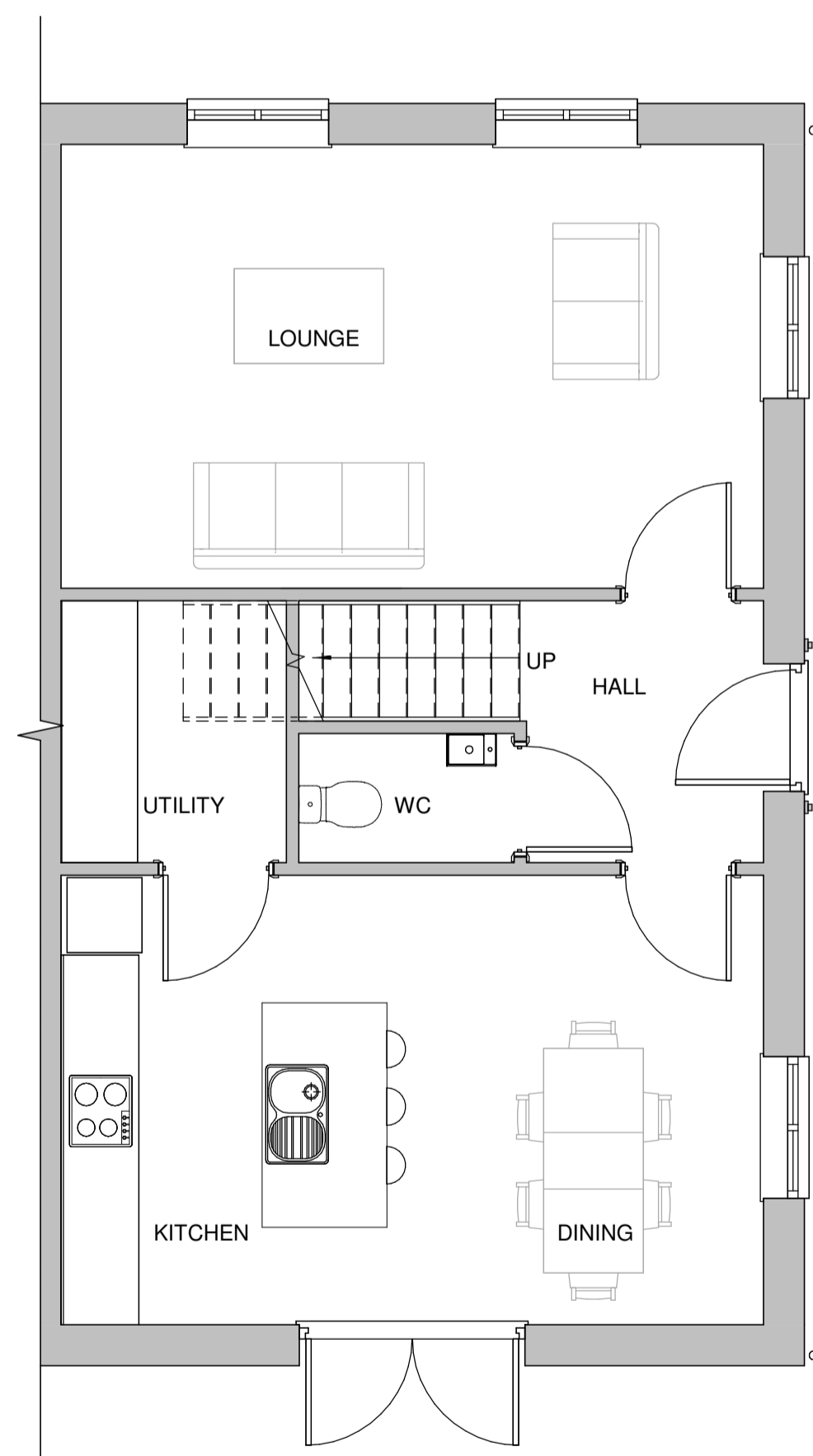
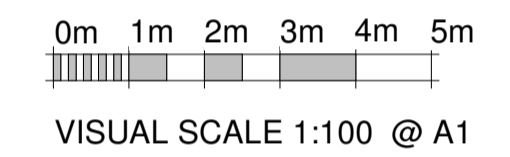
Side Elevation 1  
1:100



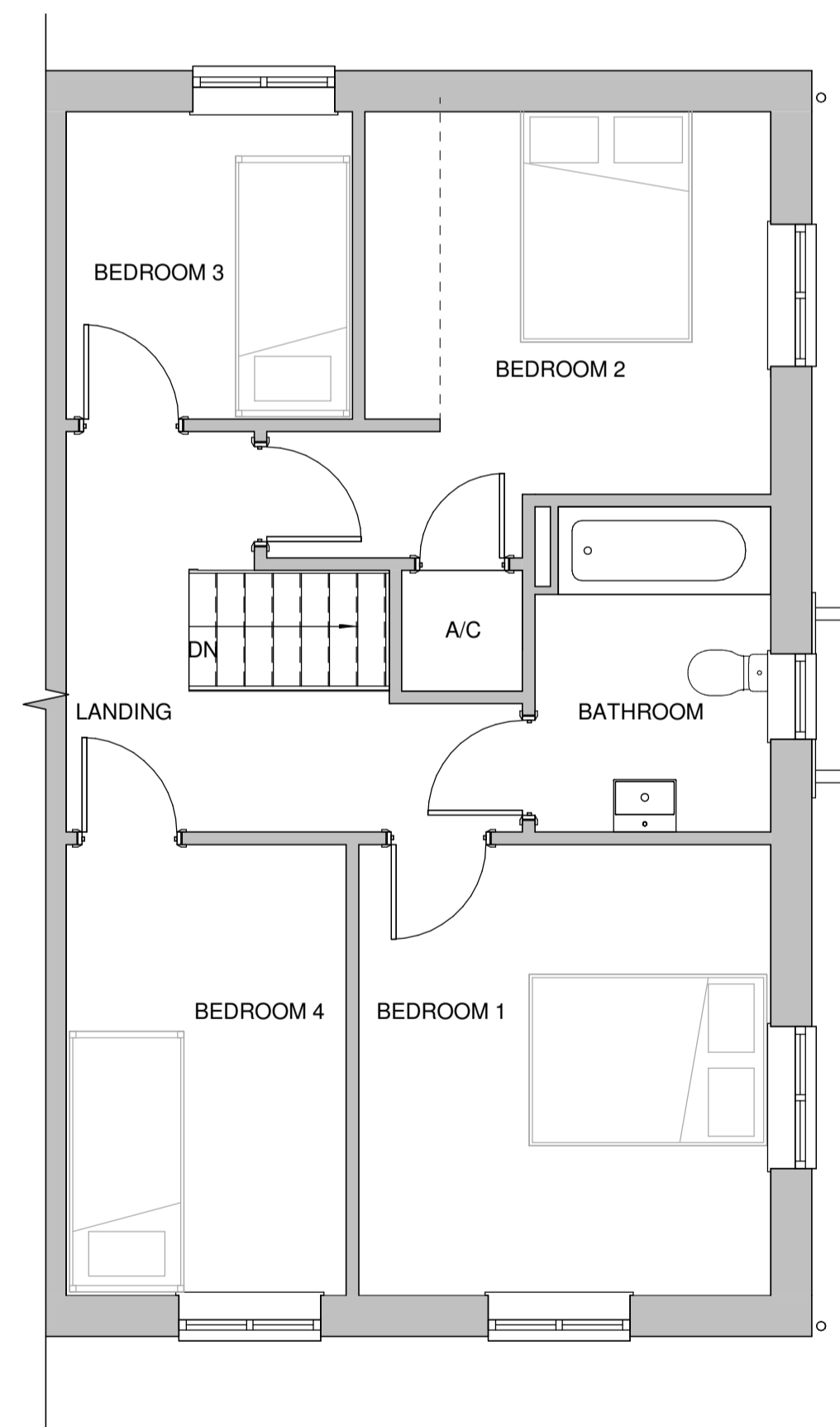
Rear Elevation  
1:100



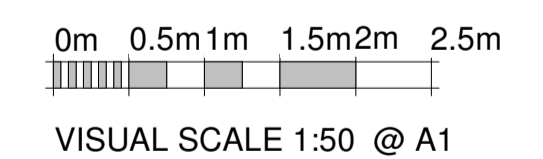
Side Elevation 2  
1:100



Proposed Ground Floor  
1:50



Proposed First Floor  
1:50



GIA = 106m<sup>2</sup> / 1141ft<sup>2</sup>

Rev.	Date	Drawn	Check	Description
C	24.09.19	BA	BA	Scale Bar Added
B	15.08.19	AL	BA	Size Update
A	03.07.19	BA	MC	Planning Issue

Notes

### PLANNING ISSUE

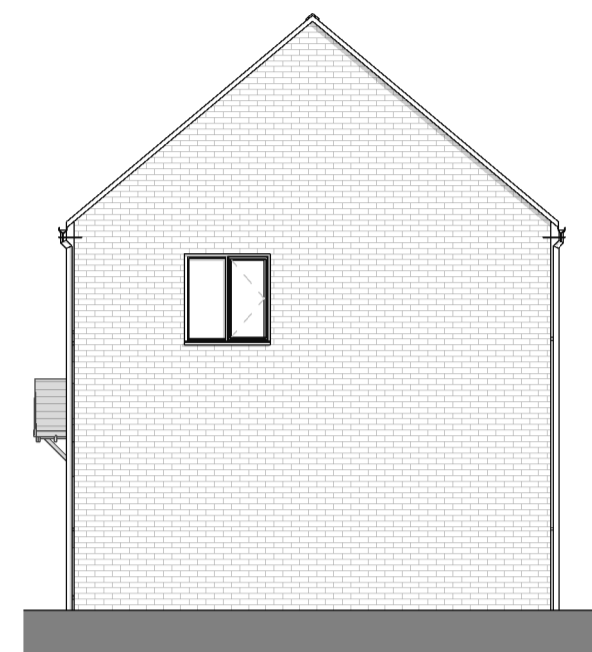
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<b>Project Title:</b> Proposed Residential Development, Gold Street, Desborough				
<b>Client:</b> Snowdan Homes Ltd.				
<b>Project Number:</b> 19002	<b>House Type:</b> E	<b>Dwg No:</b> SK500	<b>Drawn By:</b> SS	<b>Checked By:</b> BA
<b>Drawing Title:</b> House Type E - Proposed Plans and Elevations				
<b>Scale@A1:</b> As indicated	<b>Date:</b> 13/06/19	<b>Rev:</b> C		



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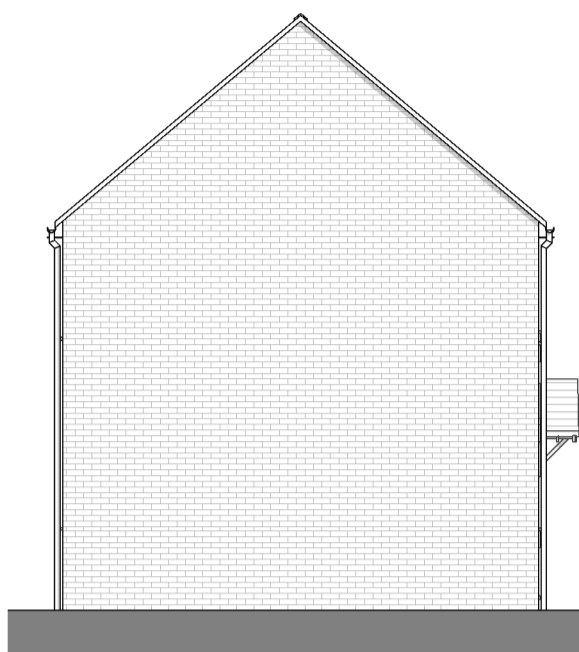
# House Type E1



Front Elevation  
1:100



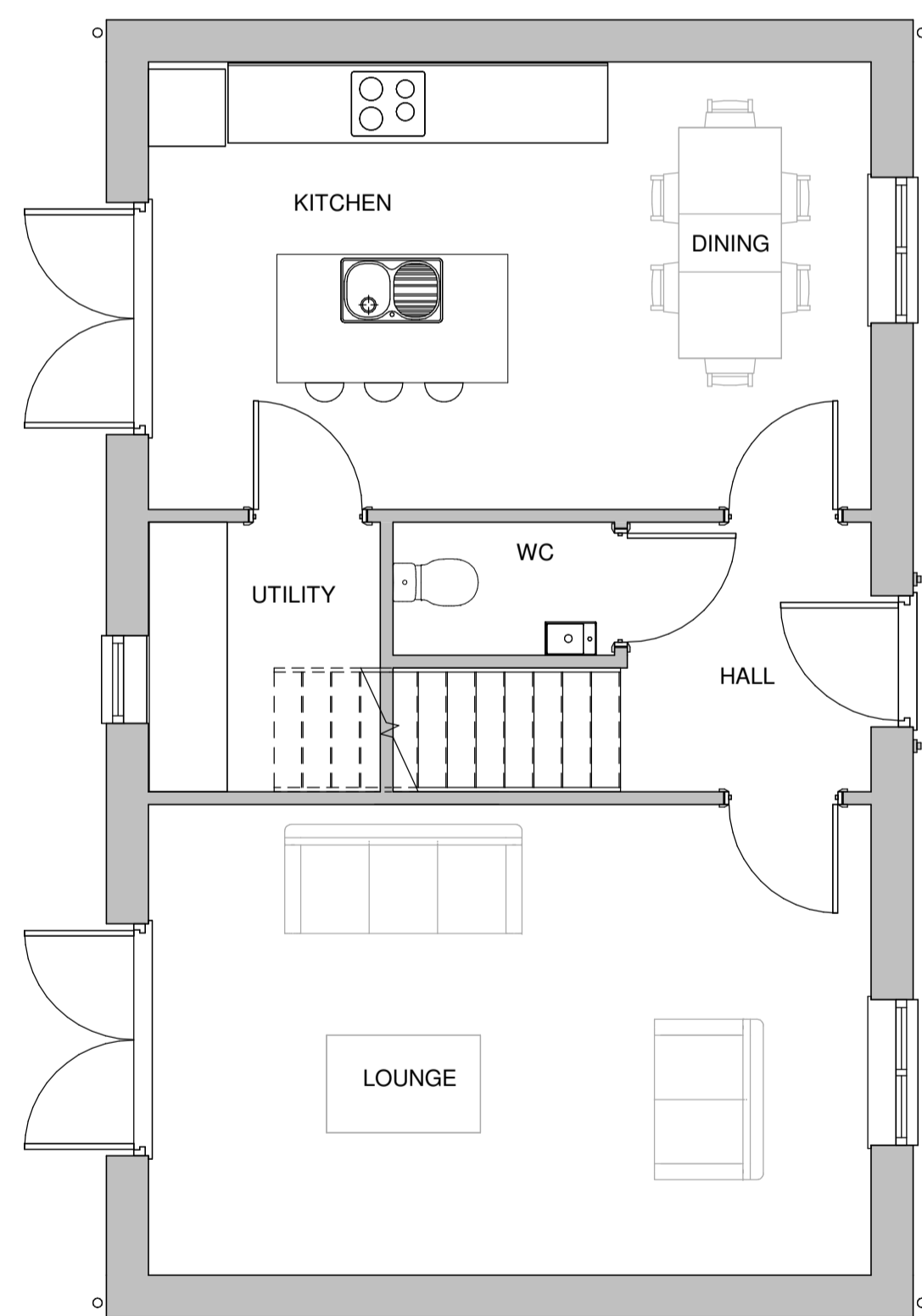
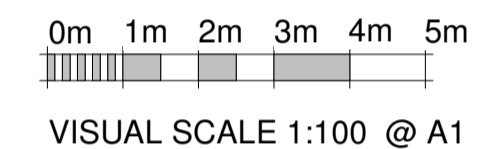
Side Elevation 1  
1:100



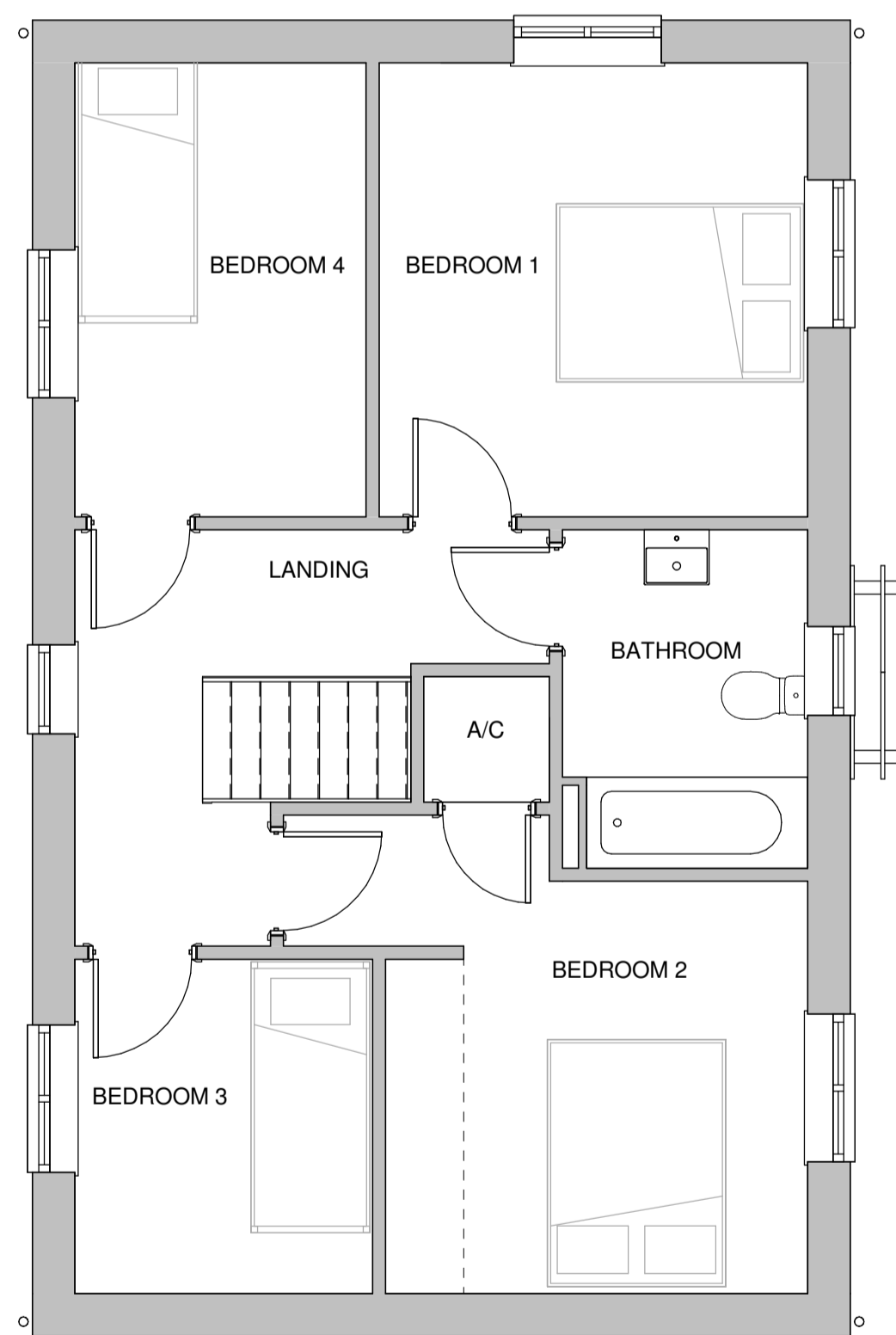
Rear Elevation  
1:100



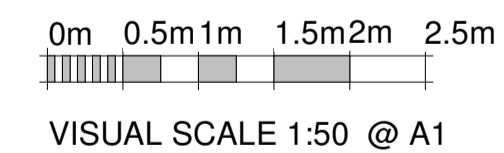
Side Elevation 2  
1:100



Proposed Ground Floor  
1:50



Proposed First Floor  
1:50



GIA = 106m<sup>2</sup> / 1141ft<sup>2</sup>

Rev.	Date	Drawn	Check	Description
C	24.09.19	BA	BA	Scale Bar Added
B	15.08.19	AL	BA	Size Update
A	03.07.19	BA	MC	Planning Issue

Notes

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<b>Project Title:</b> Proposed Residential Development, Gold Street, Desborough				
<b>Client:</b> Snowdan Homes Ltd.				
<b>Project Number:</b> 19002	<b>House Type:</b> E1	<b>Dwg No:</b> SK501	<b>Drawn By:</b> SS	<b>Checked By:</b> BA
<b>Drawing Title:</b> House Type E1 - Proposed Plans and Elevations				
<b>Scale@A1:</b> As indicated	<b>Date:</b> 13/06/19	<b>Rev:</b> C		



# House Type F



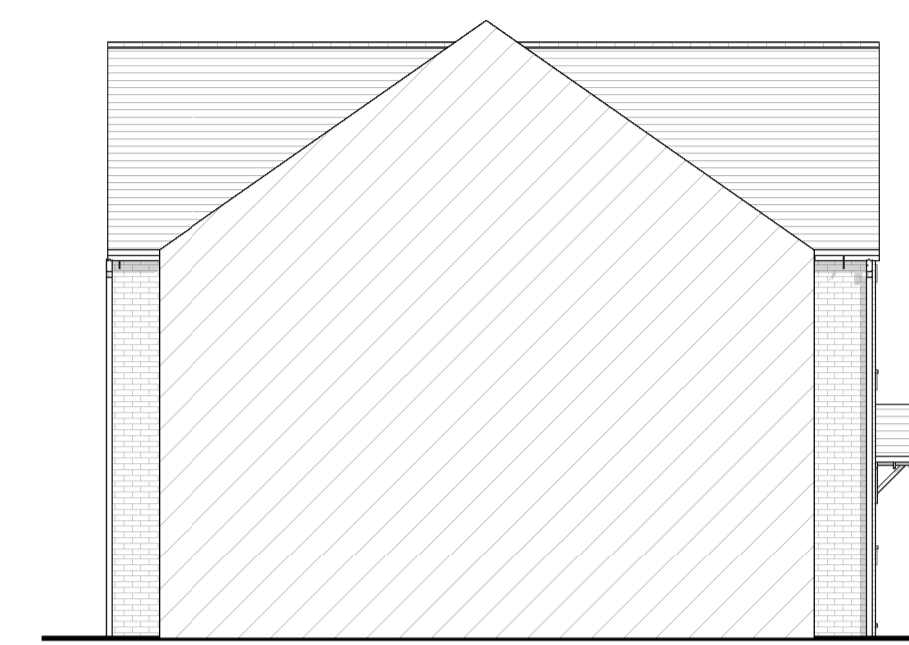
Front Elevation  
1:100



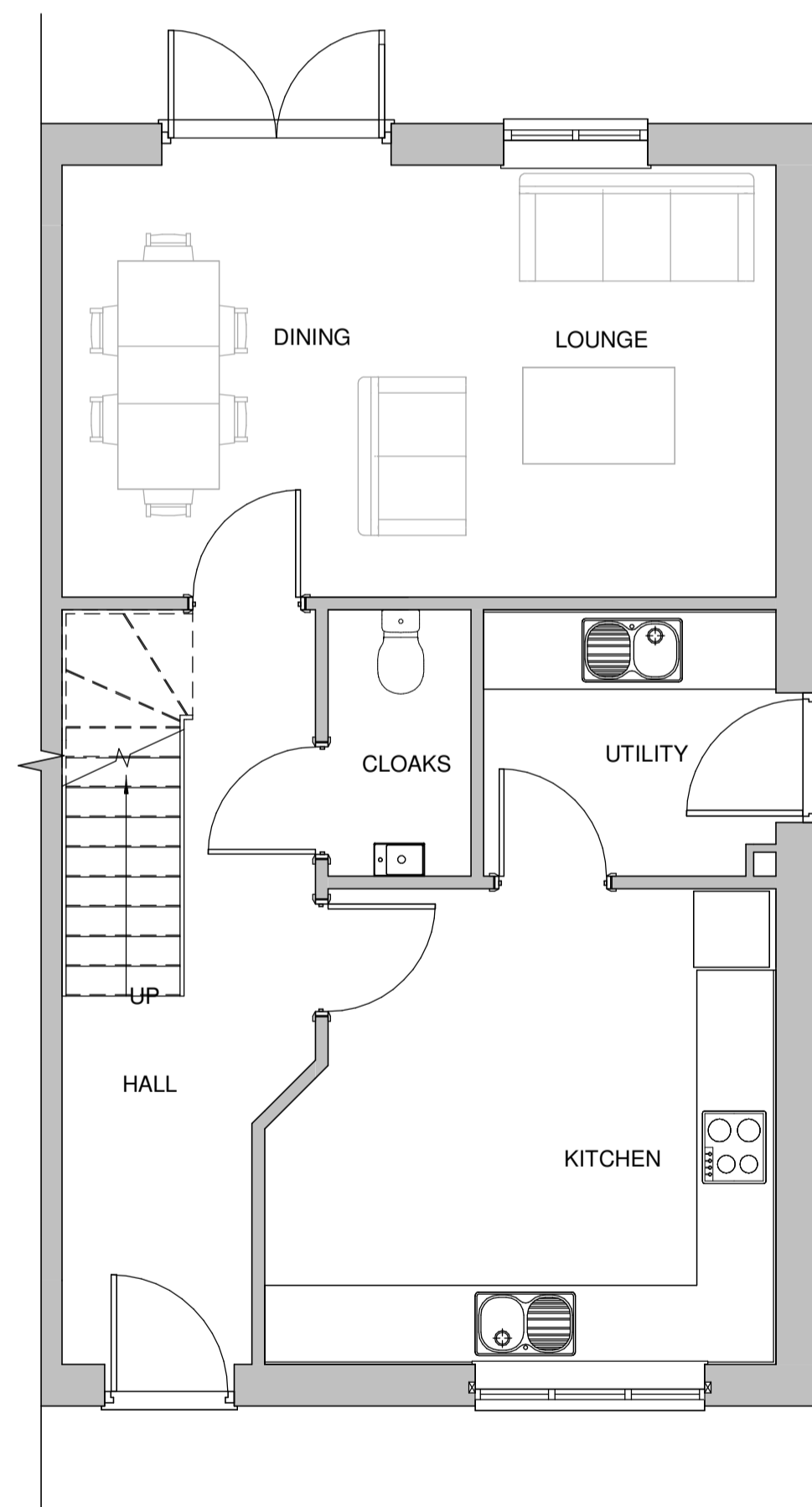
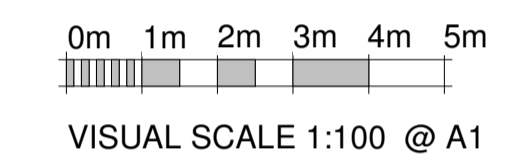
Side Elevation 1  
1:100



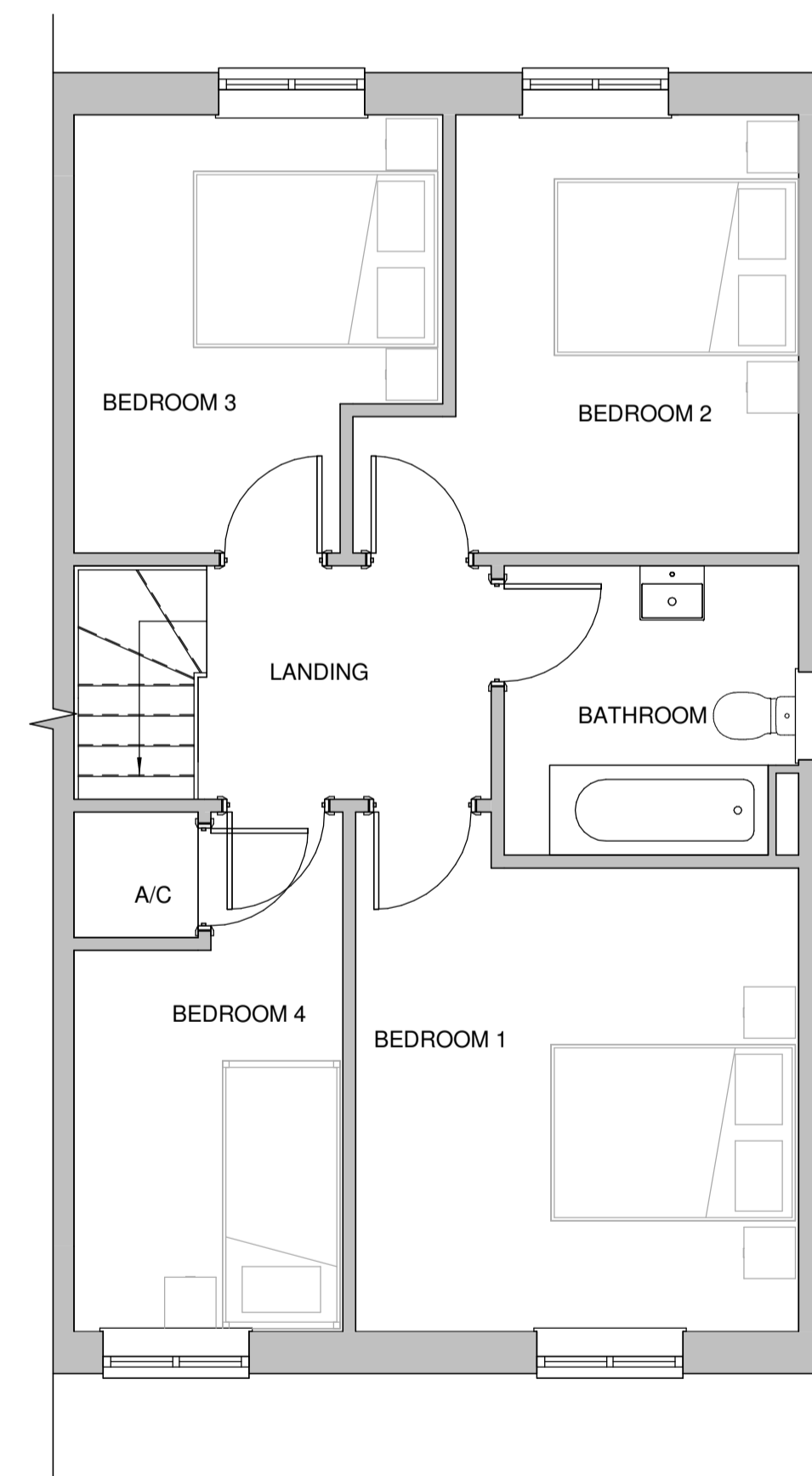
Rear Elevation  
1:100



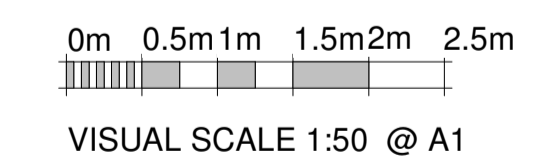
Side Elevation 2  
1:100



Proposed Ground Floor  
1:50



Proposed First Floor  
1:50



GIA = 106m<sup>2</sup> / 1141ft<sup>2</sup>

Rev.	Date	Drawn	Check	Description
B	24.09.19	BA	BA	Scale Bar Added
A	15.08.19	AL	BA	Size Update

Notes

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<b>Project Title:</b> Proposed Residential Development, Gold Street, Desborough				
<b>Client:</b> Snowdan Homes Ltd.				
<b>Project Number:</b> 19002	<b>House Type:</b> F	<b>Dwg No:</b> SK600	<b>Drawn By:</b> SS	<b>Checked By:</b> BA
<b>Drawing Title:</b> House Type F - Proposed Plans and Elevations				
<b>Scale@A1:</b> As indicated	<b>Date:</b> 08/08/19	<b>Rev:</b> B		



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## **Appendix 4: Viability Summary and Full Viability Appraisal**

## **LAND AT GOLD STREET, DESBOROUGH, NORTHAMPTONSHIRE, NN14 2PF**

### **SUMMARY OF REVENUE AND COSTS FOR 40 DWELLINGS (ALL AFFORDABLE)**

Number of dwellings:	40 (as per breakdown below)
Total Sales Revenue:	£6,911,018 (including the sale of No. 1 Harrington Road and The Manor House)
Total Build Costs:	£4,540,982
Net Land Value:	<b>£1,400,000</b> (not including stamp duty & fees – see below)
Gross Profit:	£864,036 (12.5% of GDV)

### **Sales Revenue (affordable values based upon offer received from Longhurst Group)**

#### **Affordable Housing (40)**

Type C 5 x 2 bed house (affordable rent) 753 sq.ft. @ £139,894 each	£699,470
Type B 2 x 2 bed house (affordable rent) 753 sq.ft. @ £139,901 each	£279,802
Type B1 1 x 2 bed house (affordable rent) 753 sq.ft. @ £139,901 each	£139,901
Type D 8 x 3 bed house (affordable rent) 904 sq.ft. @ £167,947 each	£1,343,576
Type E 1 x 4 bed house (affordable rent) 1141 sq.ft. @ £211,978 each	£211,978
Type E1 1 x 4 bed house (affordable rent) 1141 sq.ft. @ £211,978 each	£211,978
Type F 2 x 4 bed house (affordable rent) 1141 sq.ft. @ £211,978 each	£423,956
Type A 6 x 2 bed house (shared ownership) 753 sq.ft. @ £139,894 each	£839,364
Type C 5 x 2 bed house (shared ownership) 753 sq.ft. @ £139,894 each	£699,470
Type D 8 x 3 bed house (shared ownership) 904 sq.ft. @ £167,947 each	£1,343,576
Type D1 1 x 3 bed house (shared ownership) 904 sq.ft. @ £167,947 each	£167,947
Sale of No. 1 Harrington Road	£200,000
Sale of The Manor House	£350,000

**Total (Gross) Development Revenue** **£6,911,018**

#### **Costs**

Land Value	£1,400,000
Stamp Duty	£56,000
Legal Fees	£20,000
Agents Fee	£30,000
<b>Total Land Costs</b>	<b>£1,506,000</b>

Housebuild (substructure and superstructure costs)	£2,739,120
External Works (roads and sewers, service connections)	£636,198
Design Fees (architects, engineers, planning, surveys)	£186,390
Site Overheads (based upon a 72 week build period)	£239,735
Sales and Marketing Fees (open market units)	£0
S106 costs	£0
Abnormal/Additional Costs (see below)	£739,539
<b>Total Build Costs</b>	<b>£4,540,982</b>

<b>Total Costs</b>	<b>£6,046,982</b>
<b>Total GDV</b>	<b>£6,911,018</b>
<b>Gross Profit (interest, finance costs &amp; office overheads to be deducted)</b>	<b>£864,036 OR 12.5% of GDV</b>

**Note:**

1. Number of dwellings is 40 (20 no. affordable rent and 20 no. shared ownership).
2. Total sq.ft. coverage is 34,239.
3. The viability is based upon a 12.5% gross margin prior to deduction of financing costs. The net profit margin after deduction of finance costs and office overhead will be in the region of 7.90%. Recent NPPF guidance gives an advised range for net profit of between 15% and 20%.
4. Design fees include planning application fee, architect fees (planning and working drawings), building control fees, NHBC fees, various surveys and reports including drainage, topographical survey, ground investigation, etc.
5. Site overheads cover the cost of site set up and running costs such as the cost of employing the site manager, labourer, forklift driver, welfare costs, health and safety, etc.
6. Abnormal costs cover the cost of site clearance and demolition, deeper foundations, service diversions, forming the new access, boundary treatments, surface water attenuation, landscaping and importing clean topsoil.

Abnormal Costs/Additional Costs (provisional sums)

<b>Item</b>	<b>Cost</b>
Demolition and site clearance	£150,500
Deeper foundations due to made ground	£120,000
Boundary treatments and fencing	£49,800
Retaining walls	£75,000
Surface water attenuation/foul pump station	£50,000
Importing clean topsoil	£40,000
Service diversions	£25,000
Form new access, highway works	£25,000
Landscaping/tree works/planting to POS	£25,000
Carpets and white goods	£101,740
Drainage easement payment	£32,000
Contingency	£45,499
<b>Total</b>	<b>£739,539</b>







VIABILITY WORKINGS

No. * Notional Frontage	No. * Plot Dev	HOUSE BUILD COST	EXTERNAL WORKS	LAND COST	SITE O/HEADS	SELL O/HEADS 3.5%	TOTAL COST	SELL PRICE	PROFIT
0	0	0	0	0	0	0	0	0	0
3765	75300	225900	171775.041	165603.259	26361.8599	0	664940.16	699470	34529.8401
2259	45180	135540	103065.024	99361.9557	15817.1159	0	398964.096	419703	20738.9041
0	0	0	0	0	0	0	0	0	0
4518	90360	271080	206130.049	198723.911	31634.2319	0	797928.192	839364	41435.8081
3765	75300	225900	171775.041	165603.259	26361.8599	0	664940.16	699470	34529.8401
1808	36160	108480	82488.5188	79524.7525	12659.2942	0	319312.565	335894	16581.4345
2712	54240	162720	123732.778	119287.129	18988.9413	0	478968.848	503841	24872.1518
2712	54240	162720	123732.778	119287.129	18988.9413	0	478968.848	503841	24872.1518
8136	162720	488160	371198.335	357861.386	56966.8239	0	1436906.54	1511523	74616.4553
4564	91280	273840	208228.761	200747.218	31956.3157	0	806052.295	847912	41859.7053
0	0	0	0	0	0	0	0	200000	200000
0	0	0	0	0	0	0	0	350000	350000
0	0	0	0	0	0	0	0	0	0
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0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0
34239	684,780	2,054,340	1,562,126	1,506,000	239,735	0	6,046,982	6,911,018	864,036

0

VIABILITY WORKINGS

No. * Notional Frontage	No. * Plot Dev	HOUSE BUILD COST	EXTERNAL WORKS	LAND COST	SITE O/HEADS	SELL O/HEADS 3.5%	TOTAL COST	SELL PRICE	PROFIT
0	0	0	0	0	0	0	0	0	0
3765	75300	225900	171775.041	165603.259	26361.8599	0	664940.16	699470	34529.8401
2259	45180	135540	103065.024	99361.9557	15817.1159	0	398964.096	419703	20738.9041
0	0	0	0	0	0	0	0	0	0
4518	90360	271080	206130.049	198723.911	31634.2319	0	797928.192	839364	41435.8081
3765	75300	225900	171775.041	165603.259	26361.8599	0	664940.16	699470	34529.8401
1808	36160	108480	82488.5188	79524.7525	12659.2942	0	319312.565	335894	16581.4345
2712	54240	162720	123732.778	119287.129	18988.9413	0	478968.848	503841	24872.1518
2712	54240	162720	123732.778	119287.129	18988.9413	0	478968.848	503841	24872.1518
8136	162720	488160	371198.335	357861.386	56966.8239	0	1436906.54	1511523	74616.4553
4564	91280	273840	208228.761	200747.218	31956.3157	0	806052.295	847912	41859.7053
0	0	0	0	0	0	0	0	200000	200000
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0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0
34239	684,780	2,054,340	1,562,126	1,506,000	239,735	0	6,046,982	6,911,018	864,036

0

Date: 25-Sep-19

Site : Gold Street File : 0

Desborough

External Works Costs Number of Units 42

ROAD COSTS				SECTION 38/104 SUPERVISION FEES				ABNORMAL COSTS				
	Length	Price	Summary		Quant	Rate	Ext		Quant	Rate	Ext	
	m	£/m2	Total									
5.5m road	5.5 Road	175	325	312,813	Road & Sewers Costs	439,813	8.0	35,185	SECTION 106 Contributions	0	0	0
	Kerbs	0	30	0	Legal Fees	600	2	1,200	Indensation say	0	0	0
	1.8 Footpath	0	40	0	Sub-Total			36,385	Landscaping/Planting	1	15,000	15,000
	1.2 Verge	0	12	0					Play Area If just play say	0	0	0
				312,813					Play Area Commuted Sum say	0	0	0
4.8m road	4.5 Road	130	200	117,000	<b>ON SITE ELECTRIC AND WATER MAINS</b>							
	Kerbs	0	30	0	Electric Scheme Cost	40	2,000	80,000	Surface Water Attenuation/Pumping S	1	50,000	50,000
	2 Footpath	0	40	0	Water Main Contribution e/o	0	0	0	Flood Risk Assessment	1	2,500	2,500
	Edging	0		0	Water Connection	40	1,500	60,000	Form New Car Park	0	0	0
	Service strip	0	12	0	Gas Contribution	40	0	0	Off Site Drainage	0	0	0
				117,000	Gas Connection	40	500	20,000	E/o for elevation treatments	0	0	0
				0	Diverter Bt	0	3,000	0				
Verge				0	Exc For Mains	0	30	0				
				0	Holes for connections	0	100	0				
Ramps		0	500	0					CBR less than 2%			0
				0	Landscaping/Visibility Splays	0	100	0	Retainers ?			0
Bellmouth	sm Tarmac	0	74	0	Sub-Total			160,000	Import Topsoil	40	1,000	40,000
	sm Block	0	59	0					Insolvency Cover	0		0
Ducts/Verges				0					CARPETS (shared ownership plots)	20	3,400	68,000
				0					White Goods (shared ownership plots)	20	1,687	33,740
Street Lighting	Columns	5	2,000	10,000	<b>DESIGN COSTS AND FEES</b>							
				10,000	Planning Application Fee	40	482	18,480	Additional Foundations Say			0
				0	Building control	40	180	7,200	Deeper founds inc	40	3,000	120,000
				0	Architects Fee - Welland	1	46,800	46,800	Boundary Fencing	496	50	24,800
Gullies		0	255	0	Landiscape Architect - Welland	1	2,000	2,000	Boundary Treatments	1	25,000	25,000
				0	Considerate Constructors	1	600	600	Retaining Walls	1	75,000	75,000
				0	Ecology Report	1	1,500	1,500				
				0	Topographical Survey	1	1,810	1,810				
				0	Ground Investigation	1	15,000	15,000	Service Diversions	1	25,000	25,000
				0	Engineering -Welland	1	30,000	30,000	Tree works	1	10,000	10,000
				0	NHBC Warranty	40	1,000	40,000	Drainage Easement (KBC)	1	32,000	32,000
				439,813	CISH inc. SAP, air, acoustic tests, etc.	1	3,000	3,000	Form New Access	1	25,000	25,000
				0	Tree Survey	1	1,500	1,500	Transport Assessment	1	2,500	2,500
				0	Archaeology Desktop	0	0	0				
				0	Utilities Assessment	1	2,500	2,500				
				0	Noise Survey	0	0	0				
				0	Planning Discharge	1	1,000	1,000				
				0	Archaeology Trenching	0	0	0				
				0	Other Reports	1	10,000	10,000				
				0	Sub-Total			181,390	Demolition / Site Clearance	1	150,000	150,000
				0					Post Demolition Survey	1	500	500
				0					<b>TOTAL ABNORMAL COSTS</b>			699,040
				0								
				0					Contingency 3%			45,499
				0					<b>TOTAL EXTERNAL WORKS COST</b>			1,562,126
				439,813	Summary			377,775				
				439,813								

Planning £335 to a maximum of £31,565?

	NHBC Fee	No	Totals
Allowed for poor CBR			
Road 5.5m	80	587	0
Exc to RL	90	695	0
Tarmac	100	742	0
Stone450mm	110	800	0
R/base 110mm	120	845	0
B/course 60mm	140	991	0
Raise iron works	160	1026	0
W/course 30mm	180	1120	0
C/away	200	1215	0
	250	1426	0
	300	1636	0
	350	1855	0
	400	2075	0
	500	2487	0
	600	2909	0
	750	3300	0
	1000	3853	0
		0	0
			#DIV/0!
Footpath 2.0 m			
Exc to RL	6.11	2,444	
Stone270mm	10.17	10,17	
Base 90mm	19.43	19,43	
Raise iron works	5.6	5,6	
Edging 1m	6.67	3,335	
W/course 20mm	10.09	10,09	
C/away	16.18	6,472	
			57.54 SM
Block paving			
Exc to RL	66.00	3,90	
Stone450mm	17.00	17,00	
R/base 110mm	18.00	18,00	
Block paving	25.00	25,00	
C/away	17.00	11,05	
			74.95 SM

CONTRACT START DATE

CONTRACT END DATE

TOTAL NO OF WEEKS 

Description	Rate per Week	No Of Weeks	Total Cost
SET UP	£5,500.00	1	£5,500.00
REMOVAL	£4,170.00	1	£4,170.00
			£0.00
<b>RUNNING COSTS</b>			<b>£0.00</b>
Site Agent	£1,000.00	72	£72,000.00
NI	£128.00	72	£9,216.00
Car Depr Incl Service & Tax	£100.00	72	£7,200.00
Fuel	£100.00	72	£7,200.00
Expenses			£0.00
Assistant Site Manager		0	£0.00
NI	0	0	£0.00
Car Depr Incl Service & Tax		0	£0.00
Fuel			£0.00
Site Fencing (Heras)	£1,000.00	1	£1,000.00
Site Bonus	£0.00	0	£0.00
Forklift Depr/ Service	0	60	£0.00
Fuel	30	60	£1,800.00
Forklift Driver	£490.00	60	£29,400.00
NI	£62.72	60	£3,763.20
Labourer	£600.00	52	£31,200.00
NI	£76.80	52	£3,993.60
20 x 8 Office	£28.00	72	£2,016.00
20 x 8 Canteen	£28.00	72	£2,016.00
Stairs	£10.00	72	£720.00
20 x 8 Containers 2No	£24.00	72	£1,728.00
2 + 1 Toilet Block	£55.00	72	£3,960.00
Delivery / Collection	1440	1	£1,440.00
Erection / Dismantle	50	2	£100.00
Office Running Costs	£100.00	72	£7,200.00
			£0.00
Temporary Services	£100.00	72	£7,200.00
			£0.00
Generator	100	38	£3,800.00
			£0.00
Rates		1	£0.00
Insurance		1	£0.00
			£0.00
Welfare / Sundries	£10.00	72	£720.00
			£0.00
C.I.T.B levy			£0.00
Site Security	0	36	£0.00
<b>Health &amp; Safety Plan</b>	<b>£550.00</b>	1	<b>£550.00</b>
<b>Planning Supervisor</b>	<b>£750.00</b>	1	<b>£750.00</b>
<b>Health &amp; Safety Visits</b>	<b>45.00</b>	72	<b>£3,240.00</b>
Crane Hire	£400.00	3	£1,200.00
Compendium	£0.00	1	£0.00
			£0.00
Pallets	£500.00	1	£500.00
			£0.00
Skips 3No per house	£135.00	126	£17,010.00
			£0.00
Road Cleaning	£30.00	72	£2,160.00
			£0.00
Contingency	3.00%		£6,982.58
<b>Total Cost</b>			<b>£239,735.38</b>

£14,428.41 Per Month

£3,329.64 Per Week

	Quant	Rate	Total
<b>Compound 20 x 20</b>			
Exc .225mm	400	2.5	£1,000.00
terram		1	£0.00
h/core 225mm	400	10	£4,000.00
<b>Hoarding</b>		28.5	£0.00
<b>Gates</b>	0	250	£0.00
basecourse 70mm		6	£0.00
water con	1	300	£300.00
electric con	0	650	£0.00
Electrician	1	500	£500.00
phone con		99	£0.00
sewer con	1	500	£500.00
painting		1000	£0.00
crane		370	£0.00
truss rack		250	£0.00
<b>Sub Total</b>			<b>£6,300.00</b>

<b>Car Park (20 Cars)</b>			
Exc .225mm		2.5	£0.00
terram		1	£0.00
h/core 225mm		10	£0.00
<b>Sub Total</b>			<b>£0.00</b>

<b>Brick Store</b>			
Exc .225mm		2.5	£0.00
terram		1	£0.00
h/core 225mm		10	£0.00
<b>Sub Total</b>			<b>£0.00</b>

**Compound Setup Total** 

<b>REMOVAL BREAKDOWN</b>			
Crane + lorry	1	620	£620.00
Remove Fence	1	250	£250.00
Remove H/core Etc	400	7	£2,800.00
Disconnections	1	500	£500.00
<b>Removal Total</b>			<b>£4,170.00</b>

SITE : 0 Gold Street  
 DATE: 24/09/2019

**SALES AND MARKETING**  
**NO SELLING WEEKS**

0

Projected Revenue	£0.00		
Agents Fees	0.00%		£0.00
<b>Marketing</b>			
Main Sign Board		£1,000.00	£0.00
Sign Design		£500.00	£0.00
Direction Signs		£300.00	£0.00
Banners etc		£1,000.00	£0.00
Swing Sign		£120.00	£0.00
AA Signs		£100.00	£0.00
Plot Boards		£3.00	£0.00
C.G. Image		£2,000.00	£0.00
Brochures		£6,000.00	£0.00
Web Site		£500.00	£0.00
Virtual Tour		£320.00	£0.00
Right Move		£300.00	£0.00
Adverts		£750.00	£0.00
PR (R Povey)		£500.00	£0.00
<b>Temporary Show Unit</b>			
Ground works	0	£1,500.00	£0.00
Marketing Suite		£90.00	£0.00
Fit out Marketing Suite / Sales Office	0	£1,000.00	£0.00
Water Connection	0	£250.00	£0.00
Electric Connection	0	£250.00	£0.00
Landscaping Temp Sales	0	£500.00	£0.00
<b>Show House</b>			
Fit out	0	£15,000.00	£0.00
Sales Furniture			
Phone connection		£99.00	£0.00
Phone calls /wk		£30.00	£0.00
Electric /wk		£10.00	£0.00
Gas /wk		£10.00	£0.00
Water /wk		£10.00	£0.00
			£0.00
Sales staff /Month		£385.00	£0.00
Commission		£250.00	£0.00
Pension 5%		£19.25	£0.00
Council Tax /wk		£28.85	£0.00
			£0.00
Legals per plot	0	£750.00	£0.00
			£0.00
Cleaning /wk		£50.00	£0.00
			£0.00
Plot Manuals	0	£50.00	£0.00
Hand Over Gift		£50.00	£0.00
			£0.00
			£0.00
Landscaping to Garden	0	£5,000.00	£0.00
			£0.00
Presentation		£1,000.00	£0.00
			£0.00
Sundries	0	£1,000.00	£0.00
			£0.00
Contingency		3%	£0.00
<b>Sales &amp; Marketing Total</b>			<b>£0.00</b>

**Agents Commission**

Gross Value	2.00%	
Sold by us		
Balance to Sell		

**Direct Sales**

Salary	12 Month	18,000	
NI		2,000	
23 Bonus	200	4,600	
		<u>24,600</u>	

385

£0.00

## **Appendix 5: Longhurst Group Offer Letter**

Mike Lee

Snowden Homes Ltd

3 Market Square

Higham Ferrers

Northamptonshire

NN10 8BP

 17<sup>th</sup> June 2019

**SUBJECT TO CONTRACT**

Dear Mike,

**Gold Street – Desborough**

Further to our recent email correspondence I am pleased to be able to confirm our land and build offer of £6,361,018 (six million, three hundred and sixty one thousand and eighteen), with the land at £1,000,000 and works at £5,361,018

Our offer is based on a GIFA of the units as shown below (site layout 24.05.19 Rev A) and assumes Affordable Rents set at no more than the Local Housing Allowance

Tenure	Unit Type	No of Units	Size (m2)
Affordable Rent	2 bed house	5	68.00
Affordable Rent	2 bed house	3	67.00
Affordable Rent	3 bed house	2	82.00
Affordable Rent	3 bed house	3	82.00
Affordable Rent	3 bed house	3	82.00
Affordable Rent	4 bed house	4	108.00
		20	
Shared Ownership	2 bed house	6	75.00
Shared Ownership	2 bed house	5	68.00
Shared Ownership	3 bed house	9	82.00
		20	
<b>Total</b>		<b>40</b>	

This offer assumes a traditional Design and Build contract and is subject to the following:

- Subject to Contract



- Subject to receipt of a satisfactory detailed planning permission for a Residential development including a suitably worded mortgagee exemption clause within the Section 106 Agreement that meets the requirements of our funders
- Subject to a full technical review of the site – any significant abnormal costs will be deducted from the land offer
- Mains drainage connections/treatment being achieved for the scheme
- Suitable ground conditions
- Gaining our necessary internal approvals
- Clean registered title
- Unit type and tenures approved by the LA
- No S106 payments have been allowed for in our appraisal
- This offer is valid for a period of 3 months

If you have any queries on the above please do not hesitate to contact me.

Yours sincerely,

Rachel Buswell

Project Manager

Direct Dial No: 01933 415368