

**Sevenoaks District Council**

**Community Infrastructure Levy (CIL)**

**Viability Assessment**

Ref: DSP 12090

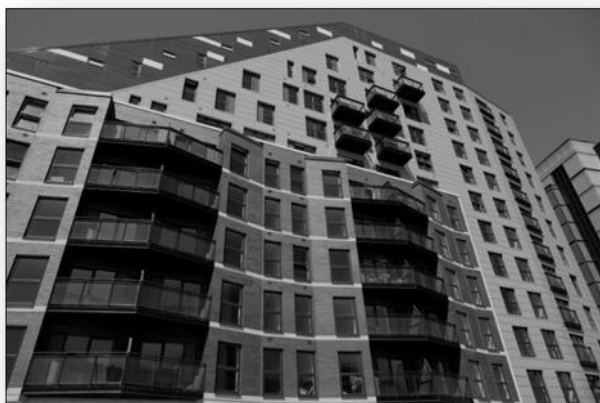
**Final Report**

**June 2012**

Dixon Searle LLP  
The Well House  
28D Headley Road

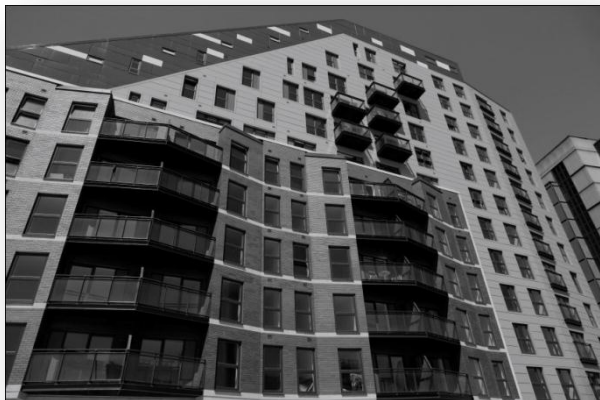
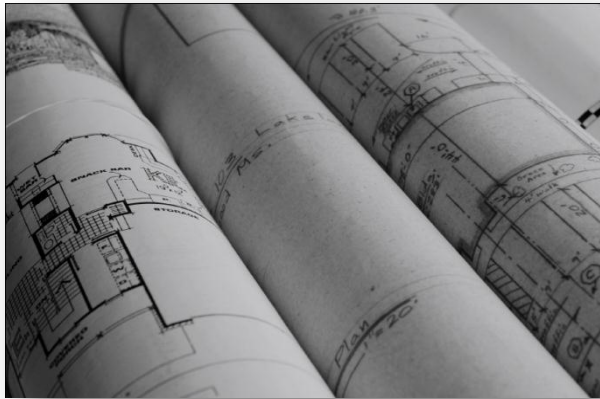
Grayshott  
Hindhead  
GU26 6LD

[www.dixonsearle.co.uk](http://www.dixonsearle.co.uk)



# Contents

<b>Executive Summary</b>	<b>iii</b>
<b>Introduction</b>	<b>1</b>
<b>Assessment Methodology</b>	<b>7</b>
Residual valuation principles	7-10
Site typologies	10-17
Values (Gross Development Value)	17-31
Development costs and assumptions	31-43
<b>Findings</b>	<b>44</b>
Introduction	44-54
Summary – Charging Rate scope	76
Values and implications	54-59
Commercial/non-residential – general	60-61
By development type	61-74
Charging rate setting and review	74-76
<b>Summary – Charging Rate scope</b>	
(and other recommendations)	76-83



## **Figures**

- Figure 1: Simplified Residual Land Valuation Principles
- Figure 2: Relationship between RLV & Potential Maximum CIL Rate
- Figure 3: Residential Scheme Types
- Figure 4: Residential Unit Sizes
- Figure 5: Commercial Scheme Types
- Figure 6: Residential Values
- Figure 7: Rental Value for Commercial Schemes
- Figure 8: Build Cost Data
- Figure 9: Build Period
- Figure 10: Other development types – example value/cost relationships
- Figures 11-12: CIL trial rates as %s of GDV
- Figure 13: Recommendations Summary

## **Appendices**

- Appendix I:** Assumptions outline
- Appendix IIa:** Residential Results Summaries
- Appendix IIb:** Commercial Results summaries
- Appendix III:** Market, Values and Assumptions – Research and Background
- Appendix IV:** Glossary
- Appendix V:** Proposed CIL Rates Map

## Executive Summary

---

1. The Community Infrastructure Levy (CIL) has been introduced by the Government as a means of Local Authorities pooling development contributions to help fund the provision of the local infrastructure needed to support the planned growth in their area. By 2014 it will largely, though not entirely, replace s.106 as a means of securing such contributions (after then, pooling of s.106 contributions to fund wider infrastructure provision will be limited).
2. The CIL will be chargeable on a per square metre (sq m) basis; on all new development exceeding 100 sq m (including extensions) and including new dwellings (only) of less than 100 sq m. Affordable housing and developments by charities will not be subject to CIL charging. Subject to certain rules, the CIL will not apply to any existing accommodation on a development site (whether demolished or reused) – that floor area may be deducted (“netted-off”) from the chargeable development floor area within the payment calculation.
3. In the process of considering its local implementation of the CIL, Sevenoaks District Council appointed Dixon Searle Partnership (DSP) to review the development viability scope for a range of development types (residential and commercial / non-residential) to support CIL funding in the District.
4. CIL viability studies usually assume a fixed level of affordable housing in common with adopted development plan (Local Development Framework - LDF) policy i.e. as contained in a Council’s Core Strategy. This type approach to reviewing viability (i.e. taking account of collective impacts) is also included in the Government’s National Planning Policy Framework (NPPF) which has been published at the point of us finalising the drafting of this report.
5. Therefore the main purpose of this resulting study is to further inform the Council’s consideration of proposed CIL charging rate(s) in the District, by use type and potentially also by locality – depending on viability, varying charging rates may be set. The study approach does so through exploring the collective effect of key development costs and obligations. These various viability influences cannot be separated.



6. In setting CIL charging rates that strike an appropriate balance between contributing to local infrastructure funding needs (the funding gap) and development viability, Local Authorities also need to consider a wide range of other information. This includes information on site supply and likely frequency and development plan relevance of various development types to their area. These are very similar principles to those relevant for considering affordable housing policies.
7. The study involved the key stages of research; assumptions setting; running a wide range of development viability appraisals; and, finally, analysis and review. The appraisals used residual land valuation principles, as have become the main established approach to this type of study and have been used over the last several years to consider affordable housing viability.
8. For residential development, suitable parameters for CIL charging were found to be £75 to £125/sq m overall, dependent on the chosen approach to applying CIL across the District. The selection of a charging rate or rates is likely to be within that range. This will be linked also with the view on a locality based (varied) or District-wide approach and to considering the site types and locations most relevant to the proposed plan led delivery of growth in the District; dependent on the Core Strategy direction site supply streams, options for a varied or single CIL rate for residential development may be considered; however in our view a simple dual rate approach would best fit the local circumstances.
9. In all cases, (and applicable also to commercial/non-residential scenarios) any rates considered below the levels and parameters that we set out are within the scope of our viability findings.
10. Varying house prices seen in the District affect the development viability of residential schemes. Overall, therefore, mixed viability outcomes were seen through our overview. In considering this work and taking CIL implementation plans forward, the Council must be careful not to place an undue level of added risk to development which could undermine the delivery of its Core Strategy and other development plan proposals. This means that any lower value areas which are expected to deliver significant new housing in the plan context need to be considered carefully. It means

also that the wider characteristics and costs of development need to be considered, including a range of factors such as potentially ongoing uncertain market conditions and variable land value levels.

11. Therefore, at this stage, an appropriate balance between the infrastructure funding needs and viability was found to be at levels no higher than £125/sq m in the Sevenoaks District context; which, viewed as a whole, is a high values area that also includes some relatively modest market housing value levels, mixed site types coming forward and significant affordable housing needs.
12. We regard this as the upper rate CIL charging scope, which we have suggested would be appropriate for most areas of the District, centred on Sevenoaks, Westerham, Otford and most of the rural areas / smaller settlements.
13. DSP considers that in viability terms a lower CIL charging rate should be considered for Swanley and adjoining areas in the north of the District (including New Ash Green) together with Edenbridge in the south west; those areas having typically lower values available to support scheme viability and providing different characteristics to the remainder of the District. These are general features based on a high level overview and not necessarily reflecting all local variations, but nevertheless this type of approach fits the CIL principles while respecting the key variations seen.
14. In summary, there are several key themes and potential options that emerge and inform the Council's ongoing work. These can be related to potential options for CIL charging rates:

**Key option:** Variable residential charging rates suggested at £75/sq m for lower value areas and £125/sq m for higher value areas (as at paragraphs 11 to 13 above).

**Alternative approach:** Lower single district-wide flat rate – necessarily set at a similar rate to the £75/sq m suggested lower rate, respecting viability scenarios in the lower value areas.

For clarity, any rates set beneath these levels as part of a differentiated approach (following further consideration by the Council) would be within the scope of our viability findings.

15. The viability of a range of commercial / non-residential development types in the District was found to be highly variable – with only retail development capable of reliably supporting meaningful CIL contributions. This is a common finding in our wider CIL work and that of other Local Authorities.
16. Whilst, in theory, we found CIL charging rates for larger format retail developments (by which we mean supermarkets – i.e. larger convenience stores and retail warehousing – see the definitions below at paragraph 25) could be set at higher levels, we recommend in preference a rate of £125/sq m for such large retail formats – i.e. to align to the upper parameters suggested for residential rates. We consider that larger convenience stores could be further described by reference to having a sales floor area exceeding 280 sq m; linked to the Sunday Trading provisions.
17. We recommend a rate set at around half the large format retail level if following a differentiated route between retail types as per our suggested option supported by the findings. This would be applicable to smaller retail formats, principally assuming any new convenience stores of less than 280 sq m sales area, and also to all other A use types outside the large (more than 280 sq m) convenience stores and retail warehousing formats. This would be intended to “sweep-up” all other A class use types, including town centre comparison retail. We have described the potential charging rate parameters for this lower retail rate as not more than £50 to 75/sq m.
18. However, there could also be a suitable alternative overall (single) charging rate for retail, depending on the Council’s overview of the types most likely to come forward during the lifespan of the Charging Schedule. This could see the Council setting an intermediate rate for retail if it were to take this overview. As with the discussion on differentiation (or not) for residential, however, we consider that a dual rate approach for retail would be more reflective of the different development characteristics and the viability findings. In this regard, town centre comparison retail exhibits typically lower viability levels in the current and foreseeable future climate than the supermarket and retail warehousing formats. This theme can be seen

through the range of stalled schemes nationally. We suggest the parameters for a CIL charging rate for town centre comparison retail are to a level not exceeding the £50 – 75/sq m lower retail rate put forward). As with all charging rate levels, this could be kept under review for subsequent charging schedules in light of economic circumstances and relevance of various scheme types locally.

19. In testing other forms of commercial / non-residential development, it was found that any level of CIL charging could generally either exacerbate the viability issues associated with marginal schemes or unviable schemes by placing undue added risk to other forms of new development coming forward. This added risk needs to be balanced against the likely frequency of such schemes, their role in the development plan delivery overall and perhaps also the level of CIL “yield” (total monies collected) that they might provide.
20. At the current time and for the foreseeable future we recommend a nil (£0/sq m) charging rate applicable to business development (‘B’ uses). The viability results were typically very poor for these scenarios, such that only most favourable combinations of assumptions produced potentially viable scenarios, and then only in particular site and scheme circumstances. This is not an unusual finding in our experience – it is consistent with our and others’ findings in a wide range of local authority areas. It is a reflection of the poor relationship between development values and costs, as compounded by uncertain market conditions.
21. The same applies to a wide range of forms of new development, so that we recommend that the Council considers a £0 (nil) charging rate for those. We include agricultural development within this.
22. In all cases the resulting CIL charging rates parameters are considered to represent an appropriate approach and balance in the local circumstances. In arriving at a suitable overall approach, the Council will need to consider this information and the viability scope explained alongside the wider picture on the likely distribution and frequency of various forms of development.
23. Since it is likely to be such a variable factor, none of our appraisals make allowance for viability improvements which might be seen through the “netting-off” (subject to

the Regulations) of existing floorspace. In a range of situations this is expected to provide some level of positive viability influence through a reduced floor area being subject to CIL charging. It could help to counter-act the negative viability affects of other costs and obligations relative to a scenario with no such deduction of existing floor area.

- 24. The report includes detailed information and commentary. It also makes associated recommendations relating to regular monitoring and potential review of the local CIL charging regime.
- 25. The following table provides a summary of the potential CIL charging rates scope, in viability terms (as at Figure 13, Chapter 3, of the full report text):

<b>Summary on CIL Viability – Potential Rates and Guidance for the Council’s consideration</b>
<b><u>Residential – (see also Map at Appendix V)</u></b>
<p><b><i>Recommendation:</i></b></p> <p><u>Differentiated Rates -</u></p> <p>In lower value areas an appropriate rate of £75/sq m (i.e. Swanley, New Ash Green and adjoining areas in the north of the District; Edenbridge in the south west).</p> <p>In higher value areas an appropriate rate of £125/sq m (i.e. rest of District centred on Sevenoaks, including Westerham, Otford and all areas excluding the suggested lower rate zones as above).</p>
<p><b><u>Retail – generally – suggested main option to differentiate; alternative to set a single rate.</u></b></p> <p>Relates to all A-class uses.</p>



**Retail – large format – (meaning supermarkets i.e. large scale convenience stores and retail warehousing)**

***Recommendation:***

Rate – suggested not exceeding £125/sq m (that being within greater viability scope) - if differentiating.

Applicable to convenience stores of over 280 sq m sales area and the retail warehousing of any size.

Convenience retailing, based on the former PPS 4 definition) means:

*The provision of everyday essential items, including food, drinks, newspapers/magazines and confectionary.*

Retail warehousing means:

*Large stores specialising in the sale of household goods (such as carpets, furniture and electrical goods), DIY items and other ranges of goods, catering mainly for car-borne users.*

**Retail – small / other formats** – others types including smaller convenience stores and town centre comparison retail.

Principally this envisages convenience stores with a sales area of less than 280 sq m as the most likely new-build forms. However (if the Council expects significant provision of any such developments within the life of the charging schedule) this would also applicable to all other retail categories outside large convenience stores and retail warehousing. Therefore this would be applicable to town centre comparison retail and potentially to other retail based uses (e.g. motor sales, retail warehousing/wholesaling clubs - should those be included with the charging schedule). Suggested that alongside the definitions a threshold approach of 280 sq m sales floor area could be used for new convenience store developments to differentiate between the lower and higher charging rates, whilst acknowledging that threshold could also be set higher (at up to say 500 sq m) given that we have found viability outcomes not to be particularly sensitive to specific floor area alone, if the retailing format envisaged stays constant and so means little variation to rents, yields and other assumptions.

<i>Convenience retailing defined as above.</i>
<p><b>Recommendation:</b>                  Up to approximately half large (convenience stores of over 280 sq m and retail warehousing) retail rate – suggested appropriate parameters up to £50 - 75/sq m - if differentiating.</p>
<p>Retail alternative – single charging rate – necessarily close to suggested lower rate. Suggested not exceeding £75/sq m if considered, but means compromise and considered by DSP to be a less suitable approach.</p>
<b>Business Development - Office and Industrial (B1, B1a, B2, B8)</b>
<p><b>Recommendation:</b>                  Zero rate (£0)</p>
<b><u>Hotels and Care Homes</u></b>
<p><b>Recommendation:</b>                  Zero rate (£0) on balance in preference to a low / nominal rate (Alternative: nominal / low CIL rate, but difficult to justify in viability terms and added risk to potentially marginal schemes).</p>
<b><u>Community and other uses, including Agricultural</u></b>
<p><b>Recommendation:</b>                  Zero rate (£0) on balance in preference to a low / nominal rate (Alternative: nominal / low CIL rate, but difficult to justify in viability terms and again added risk to potentially marginal schemes).</p>

Notes:

- In all cases CIL charging rates pitched beneath our quoted levels / parameters would also be within the scope of our viability findings.
- With these charging rate parameters a proportion of the fund could be directed to provision in-kind and / or s.106. The potential funding scope could be considered in various ways – again, subject to the CIL Regulations.

26. Whichever approach to CIL is progressed, the Council will need to continue to operate its overall approach to planning obligations in an adaptable way; reacting to and discussing particular site circumstances as needed (and supported by shared viability information for

review). CIL will be fixed, but will need to be viewed as part of a wider package of costs and obligations that will need to be balanced and workable across a range of circumstances. This again is not just a local factor, but is a widely applicable principle.

**Executive Summary ends. June 2012.**

# 1 Introduction

---

## 1.1. Background – Community Infrastructure Levy and Purpose of this Report

- 1.1.1 The Community Infrastructure Levy (CIL) came into force in April 2010 and allows local authorities in England and Wales to raise funds from developers undertaking new developments in their area. In this case, Sevenoaks District Council will be the charging authority.
- 1.1.2 CIL takes the form of a charge levied per square metre (sq m) of net additional floorspace of development. The levy is chargeable on most types of new development that involve an increase in floor space. The charge will be expressed as a rate in £s per sq m of development; known as the charging rate.
- 1.1.3 The majority of developments providing an addition of less than 100 sq m in gross internal floor area will not pay. For example, a small extension to a house or to a commercial / non-residential property; or a non-residential new-build of less than 100 sq m will not be subject to the charge. However, development that involves the creation of a new residential unit (such as a house or a flat) will pay the charge, even if the new dwelling has a gross internal floor area of less than 100 sq m.
- 1.1.4 The funds raised are to be allocated towards infrastructure needed to support new development in the charging authority's area, in accordance with its Local Development Framework (LDF) Development Plan (Core Strategy Development Plan Document (DPD)); or Local Plan, as it may now be known. In this authority's case, the key document is the Core Strategy – adopted by the Council in February 2011. The Government has recently consulted on a requirement that charging authorities allocate a 'meaningful proportion' of the levy revenue raised in each neighbourhood back to those local areas.
- 1.1.5 Under the Government's regulations, affordable housing and development by charities will not be liable for CIL charging. This means that within mixed tenure housing schemes, it is the market dwellings only that will be liable for the payments at the rate(s) set by the charging authority.

- 1.1.6 The levy rate(s) will have to be informed and underpinned firstly by evidence of the infrastructure needed to support new development, and therefore as to the anticipated funding gap that exists; and secondly by evidence of development viability.
- 1.1.7 Sevenoaks District Council has been working with infrastructure providers and agencies in considering and estimating the costs of the local requirements associated with supporting the Core Strategy. This work forms the basis of identifying the total cost of infrastructure associated with supporting the growth identified in the District's Core Strategy and the funding gap that will be supported in part through CIL.
- 1.1.8 Infrastructure is taken to mean any service or facility that supports the Council's area and its population and includes (but is not limited to) facilities for transport, open space, education, health, community services, culture and leisure. In the case of the current scope of the CIL, and therefore this assessment, affordable housing is assumed to be outside that and dealt with in the established way through site specific planning (s.106) agreements. Affordable housing has been allowed for in addition to testing potential CIL charging rates - as a consistent appraisal theme. In this sense, the collective planning obligations (affordable housing, CIL and any continued use of s.106) cannot be separated. The level of each will play a role in determining the potential to bear this collective cost; therefore each of these cost factors influences the available scope for supporting the others. It follows that the extent to which s.106 will have an ongoing role in varying circumstances may also need to be considered in determining suitable CIL charging rates, bearing in mind that CIL will be non-negotiable. This could be a significant consideration, for example, in respect of strategic development associated with high costs and obligations levels and particularly where these characteristics may coincide with lower value areas.
- 1.1.9 Sevenoaks District, located to the south east of Greater London, is predominately rural in nature. Of its approximately 370 sq km area, about 93% is Green Belt and 60% is within an Area of Outstanding Natural Beauty. The District's main settlements are Sevenoaks ('main town'), Swanley ('secondary town') and Edenbridge ('rural service centre'), which will be the primary locations for new development. The



District also has a number of larger villages (New Ash Green, Otford and Westerham – described as ‘local service centres’) which may experience more modest levels of development, together with a range of ‘service villages’ (17 are named in the Core Strategy) and smaller rural area settlements.

- 1.1.10 The Council’s adopted Core Strategy plans for the development of 3,300 additional dwellings in the District in the period 2006-2026. Of these, as at 31 March 2011 (the latest complete annual monitoring information), 2306 additional dwellings had either been completed since 2006, were under construction or had planning permission. In addition, the Council has identified a range of sites through its Strategic Housing Land Availability Assessment (SHLAA) to meet a substantial proportion of the future requirements. These sites are predominately on previously developed land (PDL), with greenfield development opportunities limited by the Green Belt boundaries around the District’s main settlements.
- 1.1.11 Given the introduction of the National Planning Policy Framework (NPPF) in final form in March 2012 (which supersedes previous Planning Policy Statements, including PPS3), the study has been produced in light of that and so includes the consideration of Affordable Rented tenure as introduced by the Government and Homes and Communities Agency (HCA) for its Affordable Homes Programme (AHP) 2011 to 2015. More information on the AHP can be viewed at the HCA’s web-site: <http://www.homesandcommunities.co.uk/affordable-homes> . The Government’s updated definition of affordable housing (following on from the 2011 update to PPS3) is now to be found at Annex 2, the Glossary to the NPPF. As will be explained in this study document, affordable housing is a significant component of the assumptions set.
- 1.1.12 An authority wishing to implement the CIL locally must produce a charging schedule setting out the levy’s rates in its area. The CIL rate or rates should be set at a level that ensures development within the authority’s area (as a whole, based on the plan provision) is not put at serious risk.
- 1.1.13 A key requirement of CIL and setting the charging rates is that an appropriate balance should be struck between the desirability of funding infrastructure from the levy and the potential effects that imposing the levy may have upon the economic viability of development (development viability). In order to meet the requirement of Regulation 14 of the CIL Regulations April 2010 (as amended) the Council therefore

appointed Dixon Searle Partnership (DSP) to provide the evidence base to inform the development of and support the Council's draft charging schedule in viability terms.

- 1.1.14 This study investigates the potential scope for CIL charging in Sevenoaks District. This is done by considering the economic viability of residential and commercial / non-residential development scenarios within the district; taking into account the range of usual collective costs and obligations associated with development, as would be borne by development schemes alongside the CIL sums. It aims to provide the Council with advice as to the likely viability of seeking developer contributions towards infrastructure provision through the CIL. This includes the consideration of viability and the potential charging rate or rates appropriate in the local context as part of a suitable and achievable overall package of planning obligations. In practice, within any given scheme there are many variations and details that can influence the specific viability outcome. Whilst acknowledging that, this work provides a high level overview that cannot fully reflect a wide range of highly variable site specifics. This necessary overview is in accordance with the CIL principles and provisions.
- 1.1.15 The approach used to inform the study applies the well recognised methodology of residual land valuation. Put simply, the residual land value (RLV) produced by a potential development is calculated by subtracting the costs of achieving that development from the revenue generated by the completed scheme (the gross development value – GDV).
- 1.1.16 The residual valuation technique has been used to run appraisals on residential and commercial / non-residential scheme types (notional or hypothetical schemes) representing development scenarios that are considered relevant to the development plan and could come forward within the District.
- 1.1.17 A key element of the viability overview process is comparison of the RLVs generated by the appraisals for the purposes of this study with potential levels of land value that may need to be reached to secure sites. These comparisons are necessarily indicative but are usually linked to some measure of an existing use value (EUUV) of a site plus in some cases a level of uplift – with any surplus then potentially available for CIL payments.

- 1.1.18 In considering the relationship between the RLV created by a scenario and some comparative level that might need to be reached, we have to acknowledge that in practice this is a dynamic one – land value levels and comparisons will be highly variable in practice. It is not an exact science, as is acknowledged in a range of similar work and in technical papers and guidance notes on the topic of considering and assessing development viability. Therefore, so as to inform our judgments in making this overview, our practice is to look at a range of potential land value levels that might need to be reached in various scenarios. These are illustrative and the RLV results themselves can be used to get a feel for the level of land value being generated by each trial scenario (assumptions combination) as part of considering the wider picture beyond a particular land value comparison level.
- 1.1.19 The study process produces a large range of results relating to the exploration of a range of potential ('trial') CIL charging rates as well as other variables. As with all such studies using these principles, an overview of the results and the trends seen across them is required - so that judgments can be made to inform the Council's ongoing work.
- 1.1.20 The potential level of CIL charge viable in each scenario has been varied through an iterative process exploring trial charging rates over a range £0 to £200 per sq m – for both residential and non-residential / commercial scheme test scenarios.
- 1.1.21 As above, the results of each of the appraisals are compared to a range of potential existing or alternative land use value indications or other guides relevant to the circumstances. These are necessary to determine the potential scope for various CIL rate contributions according to development type and with varying completed scheme value levels (GDVs). The results sets have been tabulated in summary form and those are included as Appendices IIa (residential) and IIb (commercial).
- 1.1.22 In the background to considering the scale of the potential charging rates and their proportional level in the Sevenoaks context, we have also reviewed them alongside a variety of additional measures that can be useful indicators for the Council's consideration. This includes reviewing the potential CIL charging rates in terms of

percentage of development value, percentage of development cost; and the equivalent levy sum in £s per unit or by scheme total.

1.1.23 The report then sets out findings for the Council to consider in taking forward its further development work on the local implementation of the CIL and in particular the Council's Preliminary Draft Charging Schedule.

## **1.2 Notes and Limitations**

1.2.1 This study has been carried out using well recognised residual valuation techniques by consultants highly experienced in the preparation of strategic viability assessments for local authority policy development including affordable housing and CIL economic viability. However, in no way does this study provide formal valuation advice. It should not be relied on for other purposes.

1.2.2 In order to carry out this type of study a large quantity of data is reviewed and a range of assumptions are required alongside that. It is acknowledged that these rarely fit all eventualities - small changes in assumptions can have a significant individual or cumulative effect on the residual land value generated and / or the value of the CIL funding potential (the surplus after land value comparisons).

1.2.3 It should be noted that in practice every scheme is different and no study of this nature can reflect all the variances seen in site specific cases. The study is not intended to prescribe assumptions or outcomes for specific cases.

1.2.4 Specific assumptions and values applied for our schemes are unlikely to be appropriate for all developments and a degree of professional judgment is required. We are confident, however, that our assumptions are reasonable in terms of making this viability overview and informing the Council's work on its CIL preliminary draft charging schedule preparations together with further consideration of affordable housing policy targets.

## 2 Assessment Methodology

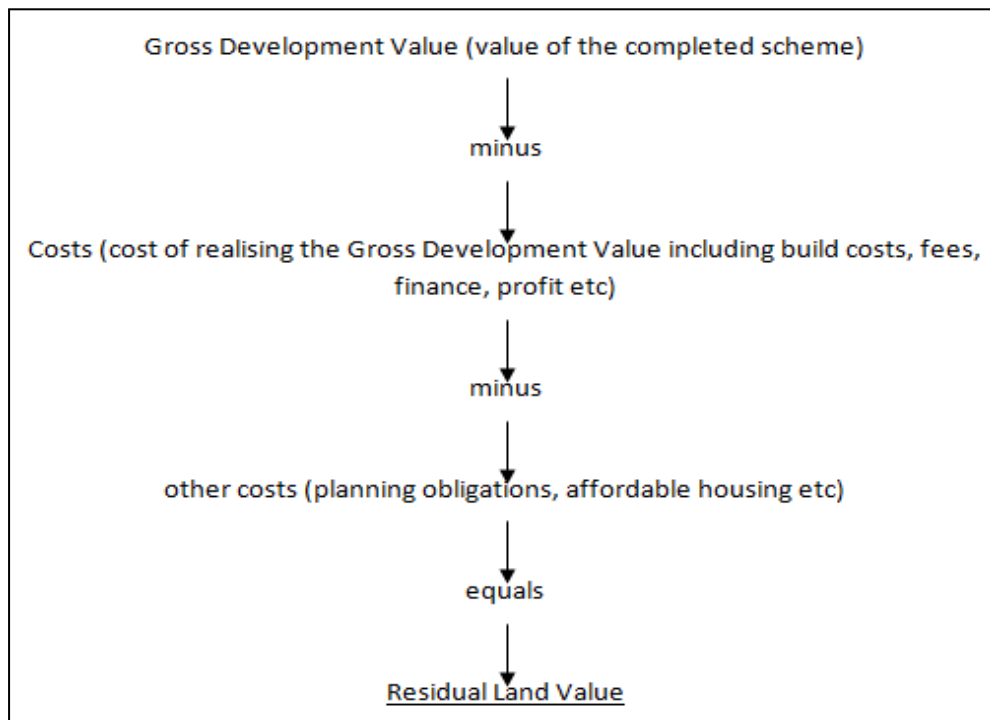
---

### 2.1 Residual valuation principles

- 2.1.1 This study investigates the potential for a range of development types to contribute to infrastructure provision funding across Sevenoaks District through local implementation of the CIL.
- 2.1.2 By fixing the Council's adopted Core Strategy led affordable housing target (%) requirements and other planning policy / obligations as assumptions that will impact scheme viability alongside the trialled CIL charging rates, we are able to investigate and consider how these obligations interact and their collective effect. This is in accordance with well established practice on reviewing development viability at this strategic level, and consistent with the recently published NPPF. In this context, a development generally provides a fixed amount of value (the gross development value – GDV) from which to meet all necessary costs and obligations.
- 2.1.3 In order to do this we have run development appraisals using the well recognised principles of residual valuation on a number of notional scheme types, both residential and non-residential/commercial.
- 2.1.4 This technique, as the term suggests, provides a 'residual' value from the gross GDV (sale proceeds) of a scheme after all other costs have been deducted from that. Figure 1 below shows the basic principles behind this, in highly simplified form:



Figure 1: Simplified Residual Land Valuation Principles



2.1.5 Having allowed for the costs of acquisition, development, finance, profit and sale, the resulting figure indicates the sum that is potentially available to pay for the land – i.e. the residual land value (RLV).

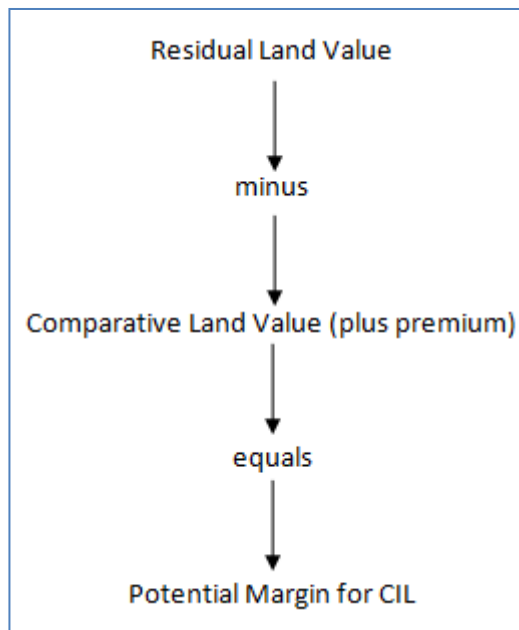
2.1.6 In order to guide on a range of likely viability outcomes the assessment process also requires a benchmark, or range of benchmarks of some form, against which to compare the RLV - such as an indication of existing or alternative land use values (EUVs or AUVs) relevant to the site use and locality; including any potential uplift that may be required to encourage a site to be released for development (which might be termed a premium, over-bid, incentive or similar). Essentially this means taking an appropriate high level view around the potential level(s) that land value (i.e. the scheme related RLV) may need to reach in order to drive varying prospects of schemes being viable. The appraisal results (RLVs) can be used to consider the wider picture outside a particular level of land value comparison, as will often be necessary given the wide range of circumstances that could be encountered.

2.1.7 The level of land value sufficient to encourage the release of a site for development is, in practice, a site specific and highly subjective matter. It often relates to a range

of factors including the actual site characteristics and/or the specific requirements or circumstances of the landowner. Any available indications of land values using sources such as the Valuation Office Agency (VOA) reporting, previous evidence held by the Council and any available sales, or other evidence on value, are used for this purpose in making our assessment. Recently there has been a low level of activity on land deals and consequently there has been very little to go on in terms of examples; a range of reporting as mentioned above has to be relied upon to inform our assumptions and judgments. This is certainly not just a local factor, but one that we are experiencing on a consistent basis in carrying out these types of studies. In assessing results, the surplus or excess residual (land value) remaining above these indicative land value comparisons is shown as the margin potentially available to fund CIL contributions.

- 2.1.8 From an overview of those relationships, in the context of the range of wider assumptions within particular scenarios, we can see results trends. These show deteriorating RLV and therefore viability outcomes as scheme value (GDV) decreases and / or costs rise – e.g. through adding / increasing affordable housing, increasing build costs (as with varying commercial development types) and increasing trial CIL rates.
- 2.1.9 Any potential margin (CIL funding scope) is then considered in the round so that charging rates are not pushed to the limits but also allow for some other scope to support viability given the range of costs that could alter over time or with scheme specifics. In essence, the steps taken to consider that potential margin or surplus are as follows (see figure 2 below):

Figure 2: Relationship Between RLV & Potential Maximum CIL Rate (surplus or margin potentially available for CIL)



2.1.10 The range of assumptions that go into the RLV appraisals process are set out in more detail in this chapter. Further information is also available at Appendices I and III. They reflect the local market (through research on local values, costs and types of provision, etc) and locally relevant planning policies (taking into account the policies as are set out within the Core Strategy<sup>1</sup>). At key project stages we consulted with the Council’s officers and sought soundings as far as were available from a range of local development industry stakeholders as we considered our assumptions.

**2.2 Scheme Typologies - Notional scheme types**

**Residential development scenarios**

2.2.1 Appraisals using the principles outlined above have been carried out to review the viability of different types of residential and non-residential / commercial developments. The scenarios were developed and discussed with the Council following a review of the information it provided. In the case of the residential

---

<sup>1</sup> Sevenoaks District Council – Core Strategy – Adopted February 2011

scenarios, these included the Core Strategy, background and evidence base, Planning Obligations information, Monitoring Reports, Strategic Housing Land Availability Assessment (SHLAA) and other information. For the purposes of this high level overview viability assessment, it was necessary to determine scenario types reasonably representative of those likely to come forward across the District bearing in mind the probable life of a first CIL Charging Schedule.

2.2.2 For residential schemes, 8 main scenario types were tested with the following mix of dwellings and including affordable housing provision (where required by and in accordance with the Council’s adopted Core Strategy):

Figure 3: Residential Scheme Types

Scheme Type	Overall Scheme Mix
1 House (AH £ contribution - 10% equivalent)	1 x 4BH
5 Houses (20% AH)	4 x 3BH; 1 x 4BH
10 Houses (30% AH)	5 x 2BH; 5 x 3BH
15 Houses (40% AH)	5 x 2BH; 10 x 3BH
25 Mixed (40% AH)	8 x 1BF; 17 x 2BF; 6 x 2BH; 12 x 3BH; 7 x 4BH
50 Mixed (40% AH)	12 x 1BF; 20 x 2BF; 16 x 2BH; 36 x 3BH; 16 x 4BH
80 Flats (40% AH)	30 x 1BF; 50 x 2BF
250 Mixed (40% AH)	30 x 1BF; 158 x 2BF; 25 x 2BH; 37 x 3BH

Note: BH = bed house; BF = bed flat; Mixed = mix of houses and flats; AH = Affordable Housing (policy assumption)

2.2.3 The assumed dwelling mixes were again based on the range of information reviewed, combined with a likely market led mix. They reflect a range of different types of development that could come forward across the District (as at 2.2.1) so as to ensure that viability has been tested with reference to the ongoing housing supply characteristics. Each of the above main scheme types was also tested over a range of

value levels representing varying residential values seen currently in the area and also allowing us to consider the impact on development viability of changing market conditions over time (i.e. as could be seen through falling or rising values). The scheme mixes are not exhaustive – many other types and variations may well be seen. This fits the necessary overview process.

- 2.2.4 As above, a key area of the assumptions setting for the residential scenarios was to reflect and further test the Council’s approach and policies, including on affordable housing – as set out at Strategic Policy 3 (SP3) of the adopted Core Strategy. SP3 is to be found on page 69 of the Core Strategy DPD (web-link to the DPD as follows: [http://www.sevenoaks.gov.uk/documents/core\\_strategy\\_adopted.pdf](http://www.sevenoaks.gov.uk/documents/core_strategy_adopted.pdf)).
- 2.2.5 The approach to this aspect of the assumptions reflects the sliding scale of affordable housing policy targets, as at Figure 3 above, to include consideration of the Council’s requirement for a 10% equivalent financial contribution towards meeting affordable housing needs from the smallest schemes (of 1 to 4 dwellings inclusive). In all cases it should be noted that a “best fit” of affordable housing numbers and tenure assumptions has to be made, given the effects of numbers rounding and also the limited flexibility within small scheme numbers.
- 2.2.6 Full details of the private and affordable housing numbers and types (the dwelling mix) assumed within each scheme scenario can be seen in Appendix I – Assumptions Spreadsheet.
- 2.2.7 The dwelling sizes assumed for the purposes of this study are as follows (see figure 4 below):

Figure 4: Residential Unit Sizes

<b>Unit Sizes (sq m)</b>	<b>Affordable</b>	<b>Private</b>
1-bed flat	51	45
2-bed flat	67	60
2-bed house	76	75
3-bed house	86	95
4-bed house	110	125



- 2.2.8 As with many areas of the study assumptions there will be a variety of dwelling sizes coming forward in practice, varying by scheme and location. No single size or even range of assumed sizes will represent all dwellings coming forward. Since there is a relationship between dwelling sizes, their values and their build costs, it is the levels of those that are most important for the purposes of this study (i.e. expressed in £ sq m terms) rather than the specific dwelling sizes to which those levels of costs and values are applied. With this approach, the indicative 'Values Levels' (VLs) used in the study can then be applied to varying (alternative) dwelling sizes, as can other assumptions. This approach also fits with the way developers tend to price and assess schemes; and is consistent with CIL principles. It provides a more relevant overview context for considering the potential viability scope and the also, purely as an additional measure, reviewing the potential CIL charging rate outcomes as proportions of the schemes values and costs (see Chapter 3 – section 3.11.2 - for more on those indications).
- 2.2.9 The dwelling and development sizes indicated are expressed in terms of gross internal floor areas (GIAs). They are reasonably representative of the type of units coming forward for smaller and average family accommodation, within the scheme types likely to be seen most frequently providing on-site integrated affordable housing. We acknowledge that these 3 and 4-bed house sizes, in particular, may be small compared with some coming forward. All will vary, and from scheme to scheme. However, our research suggests that the values (£ sales values) applicable to larger house types would generally exceed those produced by our dwelling size assumptions but usually would be similarly priced in terms of the relevant analysis – i.e. looking at the range of £ per sq m 'Value levels' basis. In summary on this point, it is always necessary to consider the size of new build accommodation in looking at its price rather than its price alone. The range of prices expressed in £s per square metre is therefore the key measure used in considering the research, working up the range of values levels for testing and in reviewing the results.

### **Commercial development scenarios**

- 2.2.10 In the same way, the commercial scheme scenarios reviewed were developed through the review of information supplied by, and through consultation with, the Council; following the basis issued in its brief. This was supplemented with and

checked against wider information including the local commercial market offer – existing development and any new schemes / proposals. The following (see Figure 5 below) sets out the various notional scheme types modelled for this study, covering a range of uses in order to test the impact on viability of requiring CIL contributions from key types of commercial development considered likely to be relevant in the District. Affordable housing did not feature in any of these scenarios; either on or off-site / by way of financial contributions.

- 2.2.11 In essence, the commercial / non-residential study aspects dealt with considering at a suitable level the relationship between the variables of values and costs associated with different scheme types, following a typical CIL viability study approach and without the added complications of other planning obligations or potential “trade-offs”. Figure 5 below summarises the scenarios appraised through a full residual land value approach; again Appendix I provides more information.
- 2.2.12 As will be seen later other development use types less central to the plan delivery were considered first in simple value / cost relationship terms from which it became clear that the fuller assessments would not produce CIL funding potential in a regular or reliable way.

Figure 5: Commercial Development Types Reviewed - Overview

<b>Development Type</b>	<b>Example Scheme Type(s) and potential occurrence</b>	<b>GIA (m<sup>2</sup>)</b>	<b>Site Coverage</b>	<b>Site Size (Ha)</b>
Large format Retail - supermarket	Large Supermarket – in town / edge of town – PDL / greenfield	2,000	33%	0.61
Large format Retail – retail warehousing	Retail warehouse – usually edge of town – greenfield / PDL	2,500	31%	0.81
Small format retail – convenience store	Various locations	300	60%	0.05
Retail (comparison) – larger department type store	Town centre	3,000	75%	0.4
Business development - Offices	In town office building - PDL	7,000	300%	0.23
Business development - Offices	Edge of town / business park type office building. Greenfield / PDL.	2,500	31%	0.81
Business development - Industrial / Warehousing	Move-on type industrial unit including offices - industrial estate. Greenfield / PDL.	200	40%	0.05
Business development - Industrial / Warehousing	Larger industrial / warehousing unit including offices - industrial estate. Greenfield / PDL.	2,500	31%	0.81
Hotel	Budget Hotel – various locations – often edge of town	4,500	100%	0.45
Residential Institution - Care home	Nursing home - rural - Greenfield / PDL.	5,000	30%	1.67
Residential Institution - Care home	Nursing home – urban - PDL	3,000	120%	0.25

2.2.13 Although highly variable in practice, these types and sizes of schemes are thought to be reasonably representative of a range of commercial scheme scenarios that could come forward in the District to varying extents. As in respect of the assumptions for the residential scenarios, a variety of sources were researched and considered for guides or examples in support of our assumptions making process; including on values, land values and other development appraisal assumptions. DSP used information sourced from Estates Gazette Interactive (EGi), the VOA Rating List and other web-based searching. We also received some additional indications through

our process of seeking local soundings. Further information is provided within Appendix III to this report.

- 2.2.14 The site coverage percentages indicated in Figure 5 above are based on information provided by and discussed with the Council's planning officers - using their local knowledge and monitoring records. This was supplemented / verified by local development and researched examples where possible. Additional information included articles and development industry features sourced from a variety of construction related publications; and in some cases property marketing details. Collectively, our research enabled us to apply a level of "sense check" to our proposed assumptions, whilst necessarily acknowledging that this is high level work and that a great deal of variance is seen in practice from scheme to scheme.
- 2.2.15 In addition to testing the commercial uses of key relevance above, further consideration was given to other development forms that may potentially come forward locally, although this could not be exhaustive by any means for any such study. These include for example non-commercially driven facilities (community halls, medical facilities, schools, etc) and other commercial uses such as motor sales / garages, depots, workshops, agricultural storage, surgeries / similar, and day nurseries.
- 2.2.16 Potentially there is a very wide range of such schemes that could come forward. Alongside their viability, it is also relevant for the Council to consider their likely frequency as new builds or major extension schemes, the distribution of these and their role in the delivery of the development plan (Core Strategy) overall; particularly during the life of the first CIL Charging Schedule again. For these scheme types, as a first step it was possible to review in basic terms the key relationship between their completed value per square metre and the cost of building. We found that this presents a sufficiently clear picture to demonstrate the range of situations in which the development costs will largely take up or even out-weigh the value created, so that such schemes do not show development viability. The nature of this key "value minus costs relationship" follows the basis of residual valuation thinking (it is the essence of that) so that we can see the wider range of scheme types unlikely to show any level of viability in this sense; see also Figure 10 at paragraph 3.10.8 later in this report.

- 2.2.17 Where it can be quickly seen that the build cost (even before all other costs such as finance, fees, profits, purchase and sale, etc are allowed for) outweighs or is close to the completed value, it becomes clear that a scenario is not financially viable in the usual development sense being reviewed here and related to any CIL contributions scope. We are also able to consider these value / cost relationships alongside the range of main appraisal assumptions and the results that those provide (e.g. related to business development). This is an iterative process in addition to the main appraisals, whereby a further deteriorating relationship between values and costs provides a clear picture of further reducing prospects of viable schemes. This starts to indicate schemes that require other support rather than being able to produce a surplus capable of some level of contribution to CIL.
- 2.2.18 Through this iterative / exploratory process we could determine whether there were any further scenarios that warranted additional viability appraisals. Having explored the viability trends produced by examination of the cost / value relationships we found that in many other cases, completed scheme values were at levels insufficient to cover development costs and thus would not support any level of CIL, certainly not on any regular basis.
- 2.2.19 Further information on this part of the review process is provided within the findings commentary in Chapter 3 – see also Figure 10 at section 3.10.8.

### **2.3 Gross Development Value (Scheme Value; 'GDV') - Residential**

- 2.3.1 For the residential scheme types modelled in this study a range of (sales) value levels (VLs) have been applied to each scenario. As mentioned previously, this is in order to test the scope for and the sensitivity of scheme viability to the requirement for a range of potential CIL charging rates (potentially including geographical values variations and / or with changing values as may be seen with further market variations). In the case of Sevenoaks and given the values variations seen in different parts of the District through the initial research stages, the VLs covered market values over the range £2,250 to £5,000/sq m (£209 to £465/sq ft) at £250/sq m (£23/sq ft) intervals. These are set out within Appendix I; VLs 1 to 12.

- 2.3.2 As above, the trial CIL rates were explored iteratively. This involved increasing the trial rate applied to each scenario, over a scale at £25/sq m steps from £0 up to £200/sq m. By doing this, we could consider the potential for schemes having varying sales values (as expressed by the series of VLs) to support CIL contributions at various potential rates (with varying affordable housing content - as per the Council's sliding scale policy targets). From our wider experience of studying and considering development viability and given the balance also needed with other planning obligations including affordable housing, exploration beyond the upper end £200/sq m potential charging rate level trial was not considered relevant in Sevenoaks District.
- 2.3.3 We carried out a range of our own research on residential values across the Council's area (see Appendix III). It is always preferable to consider a range of information so as to look for common themes and pointers to inform the assumptions setting and review of results stages. Therefore we also considered existing information for example contained within the Council's previous Affordable Housing Viability Study Viability research documents, Council supplied 'Hometrack' data; and from sources such as the Land Registry, Valuation Office Agency (VOA) and a range of property websites. Our practice is to consider all available sources to inform our up to date independent overview, noting again that judgments need to be made for this strategic overview; and not just based on historic data or particular scheme comparables.
- 2.3.4 Carried out in this way, the overview enabled us to compare our research data (sourced from web-based review of the overall market and current new-build schemes) with the high level Hometrack information provided by the Council.
- 2.3.5 A framework needs to be established for gathering and reviewing property values data. For Sevenoaks District we based our research of residential values patterns on the Council's Core Strategy approach to the hierarchy of settlements. On discussion with the Council it was considered that this would also enable a view on how the values patterns compare with the areas in which the most significant new housing provision is expected to come forward; again based on the settlements hierarchy approach.

2.3.6 This framework (our means of describing and considering the values as they vary across the District) provided the following basis of settlements:

- Main settlements:
  - Sevenoaks – main town (also considered with respect to constituent Ward areas)
  - Swanley – secondary town ('ST')
  - Edenbridge – rural service centre ('RSC')
- Local Service Centres ('LSC'):
  - New Ash Green
  - Otford
  - Westerham
- Service villages ('SV' - 17 no. – as per Core Strategy Policy LO 7):
  - Brasted
  - Crockenhill
  - Eynsford
  - Farningham
  - Halstead
  - Hartley
  - Hextable
  - Horton Kirby
  - Kemsing
  - Knockholt Pound
  - Leigh
  - Seal
  - Sevenoaks Weald
  - Shoreham
  - South Darenth
  - Sundridge
  - West Kingsdown

- 2.3.7 Our first stage desktop research considered the previous affordable housing study background research, Hometrack data (for values patterns) and Land Registry House Prices Index trends; together with a review of new build housing schemes of various types being marketed in the District at April – May 2012. Together, this informed a District-wide view of values appropriate to this level of review and for considering the sensitivity of values varying. We were able to look at particular settlements / localities (as at 2.3.6 above), and consider how the prevailing values varied between those. This research is set out at Appendix III.
- 2.3.8 Following this research, variable values were observed in all areas. This is as would be expected – a common finding whereby different values are often seen at opposing sides or ends of roads, within neighbourhoods and even within individual developments dependent on design and orientation, etc. Values patterns are often blurred to some extent and especially at a very local level. However, in this study context we need to consider this at a higher level and look for any clear variations between localities / settlements where significant development may be occurring in the Core Strategy context. It should also be noted that house price data is highly dependent on specific timing in terms of the number and type of properties within the data-set for a given location at the point of gathering the information. In some cases, small numbers of properties in particular data samples (limited house price information, particularly in villages) produce inconsistencies. This is not unusual to Sevenoaks District. Neither is the relatively small number of current new-build schemes from which to draw information. However these factors do not affect the scope to get a clear overview of how values vary typically between the larger settlements and given the varying characteristics of the district; as set out in these sections and as is suitable for the consideration of the CIL.
- 2.3.9 At this level and potentially relevant to the consideration of the local approach to the CIL, some key themes on values patterns emerged. Looking at the settlements / localities as above, we found the following key themes (again, subject to the above qualifications with respect to variances from typical values levels):
- i) Relatively low values, in the high values wider Sevenoaks context, in the northern areas of the District:



Swanley (ST); New Ash Green (LSC); Hextable, Horton Kirby, South Darenth and West Kingsdown (SVs)

- ii) Indications also of lower values in Farningham (consistent with the Hometrack values patterns indications) and in some cases on the eastern side of Sevenoaks (Hometrack suggests some lower values in Sevenoaks Northern Ward; not necessarily Eastern).
- iii) What might be described as more typical higher, and often significantly higher, values across the central and the majority of the southern areas of the district; centred on Sevenoaks itself (the main town, side – Kippington – containing some of the highest values) and with similarly high or higher still values in the rural areas / smaller settlements in the central south and south east of the District. In this context, values in the LSCs of Otford, particularly, and to a lesser extent Westerham were seen to be typically well above the lower value areas noted at point (i) above.
- iv) As at note (i) above, again relatively low values in the district context in the south western “corner” of the District – at Edenbridge (RSC). Values here were noted to be at similar levels to those seen typically in the northernmost areas.
- v) Overall, therefore, and certainly at a level appropriate for CIL consideration, a pattern was observed and supported by both our research and the Council supplied Hometrack sourced data whereby high central and southern / south western area values are tipped by notably lower value areas across the north and to the south west corner of the district.

2.3.10 Ultimately this leads to the consideration of viability variations as would affect the potential CIL funding scope and therefore any differentiation needed for that by locality. As will be outlined in Chapter 3, this process informed a developing view of how to most appropriately describe and cater for the values and viability levels seen. Through ongoing discussion and consideration of the various data and knowledge

sources, this evolved to a settled, evidenced view of the key characteristics of the District - to inform potential options for an appropriate local approach to CIL charging.

2.3.11 The research and data sources behind our assumptions on values (as at Appendix III) - Background Data - are not included in the main part of this report. However, Figure 6 below develops the above picture by indicating how our selected range of values levels (VLs) reflects the above patterns. More is also provided on this in Chapter 3.

Figure 6: Residential Values range in £s / sq m

	<b>VL 1 – 4</b>	<b>VL 4 - 9</b>	<b>VL 9 - 12</b>
Revenue (GDV) - Sales Value Level (VL) & indicative relevance by locality	Areas including – Swanley (ST); New Ash Green (LSC); Hextable, Horton Kirby, South Darenth, West Kingsdown (SVs); Edenbridge (RSC). Note – current new build values indicated to be above the bottom end of this range.	Remainder of district – central axis Sevenoaks to Westerham; north to Otford and Eynsford; south and south east (i.e. south excluding Edenbridge)	High-end values, above typical for the district – most likely scheme specific e.g. in parts of Sevenoaks, LSCs and in some SVs (not those linked more typically with VL 1 - 4).
£ per sq m	2,250 – 3,000	3,000 – 4,250	4,250 – 5,000 (+)
£ per sq ft equivalent	209 - 279	279 - 395	395 – 465 (+)

2.3.12 In addition to the market housing, within the dwelling mix scenarios we have assumed a requirement for affordable housing which is varied in accordance with the Core Strategy policy target (%) positions that would apply in tandem with the various CIL trial rates and other usual development costs. Within the proportions (overall %) of affordable housing, we have assumed that approximately 65% is affordable rented tenure and 35% is ‘intermediate’ in the form of shared ownership (although again it should be noted that this tenure mix was accommodated as far as best fits the overall scheme mixes and affordable housing proportion in each scenario). This is a

fairly typical approach to targeting an appropriate affordable housing tenure mix; at a high level as is appropriate.

- 2.3.13 It must be noted that in practice many tenure mix variations could be possible; as well as many differing levels of rents derived from the affordable rents approach as affected by local markets and by affordability. The same applies to the intermediate (assumed shared ownership) element in that the pitching of the initial purchase share percentage, the rental level charged on the RP's retained equity and the interaction of these two would usually be scheme specific considerations to some degree. Shared ownership is sometimes referred to as a form of 'low cost home ownership' (LCHO). Assumptions need to be made for the study purpose.
- 2.3.14 For the affordable housing, the revenue that is assumed to be received by a developer is based on only the capitalised value of the net rental stream (affordable rent) or capitalised net rental stream and capital value of retained equity (in the case of shared ownership tenure). Currently the HCA expects affordable housing of either tenure on s.106 sites to be delivered with nil grant input. At the very least this should be the starting assumption pending any review of viability and later funding support for specific scenarios / programmes. We have therefore made no allowance for grant (assumed no reliance on it).
- 2.3.15 The value of the affordable housing (level of revenue received for it by the developer) is variable by its very nature. This may be described as the 'payment to developer', 'RP payment price', 'transfer payment' or similar. These revenue assumptions were reviewed in the context of our extensive experience in dealing with affordable housing policy development and site specific viability issues (including specific work on SPD, affordable rents, financial contributions and other aspects for other authorities). The affordable housing revenue assumptions were also underpinned by a wide range of RP type financial appraisals carried out with software as used by many RPs – 'SDS Proval'. We considered the affordable rented revenue levels associated with potential variations in the proportion (%) of market rent (MR); up to the maximum allowed by the Government of 80% MR including service charge.

- 2.3.16 For affordable rented properties the assumption has been made that the Local Housing Allowance (LHA) levels will act as an upper level above which rents will not be set (i.e. that they represent 80% of MR including service charge). This is to ensure that the percentage of MV figure does not reach a point that in practice would be unaffordable or impractical. For the purposes of this study we have used the High Weald Broad Rental Market Area (BRMA) LHA rates as the upper limit, being the most relevant to Sevenoaks District for this overview.
- 2.3.17 Using the LHA rate, including as a form of cap, in this way to estimate the transfer value of an affordable rented property means that in practice, taken across the whole values range (range of value levels - VLs) the transfer price as a proportion of open market value generally reduces as the VL increases. This varies by property size (bedroom numbers) and market value (MV) so that in some instances we see the mid range values producing the highest % MV affordable revenue figures. The variances are reflected in our appraisals, in accordance with the detailed affordable housing revenues assumptions sheet included as that last part of Appendix I. Comparative figures for affordable rents based on varying %s of MR and for social rented tenure indications are also provided there, though those were not used in our base appraisals.
- 2.3.18 In broad terms, the transfer price assumed in this study varies between 35% and 65% of market value (MV) dependent on tenure, unit type and VL. In practice, as above, the affordable housing revenues generated would be dependent on property size and other factors including the RP's own development strategies and therefore could well vary significantly from case to case when looking at site specifics. The RP may have access to other sources of funding, such as related to its own business plan, funding resources, cross-subsidy from sales / other tenure forms, recycled capital grant from stair-casing receipts, for example, but such additional funding cannot be regarded as the norm for the purposes of setting viability study assumptions – it is highly scheme dependent and variable and so has not been factored in here.
- 2.3.19 It is worth noting again that affordable housing will not be liable for CIL payments. This is the case under the regulations nationally; not just in the Sevenoaks District

context. The market dwellings within each scenario will carry the CIL payments burden at the Council's specified rate(s).

## **2.4 Gross Development Value (completed Scheme ('capital') value) - Commercial**

2.4.1 The value (GDV) generated by a commercial or other non-residential scheme varies enormously by specific type of development and location. In order to consider the viability of various commercial development types, again a range of assumptions need to be made with regard to values. In these cases, this meant compiling reasonable assumptions on (annual) rental values and % yields that would drive the levels of GDV. The strength of the relationship between the GDV and the development costs was then considered either through residual valuation techniques very similar to those used in the residential appraisals (in the case of the main development types to be considered); or a simpler value vs cost comparison where it became clear that a poor relationship between the two existed, such that clear viability would not be shown and so making full appraisals unnecessary for a wider range of trial scenarios.

2.4.2 Broadly the commercial appraisals process follows that carried out for the residential scenarios, with a range of different information sources informing the values (revenue) related inputs. Data on yields and rental values (as far as available) was from a range of sources including the VOA, EGi and a range of development industry publications, features and web-sites. As with the residential information, Appendix III sets out more detail on the assumptions background for the commercial schemes.

2.4.3 Figure 7 below shows the range of annual rental values assumed for each scheme type. These were then capitalised based on associated yield assumptions to provide a GDV for each scheme dependent on the combination of yield and rental values applied.

2.4.4 The rental values were tested at varying levels and are representative of low, medium and high values assessed as relevant for each commercial / non-residential scheme type in the District in order to assess the sensitivity of the viability findings to varying values. They are necessarily estimate and were assumed for new builds. This is consistent with the nature of the CIL regulations in that refurbishments /

conversions / straight reuse of existing property will not attract CIL contributions (unless floor-space in excess of 100 sq m is being added to an existing building; and providing that certain criteria on the recent use of the premises are met). In many cases, however, limited or nil new build information for use of comparables exists, particularly given recent and current market circumstances. Therefore, views have had to be formed from local prevailing rents / prices and information on existing property. In any event, the amount and depth of available information varied considerably by development type. Once again, this is not a Sevenoaks-only factor and it does not detract from the necessary viability overview process that is appropriate for CIL.

2.4.5 These varying rental levels were combined with yields assumed at 6.5% to 7.5% (varying dependent on scheme type). All schemes were appraised initially using a yield assumption of 7.5% which, following further review, we considered appropriate to develop as the base set for most forms of commercial / non-residential development. This envisages good quality new development, rather than relating mostly to older accommodation which much of the marketing / transactional evidence provides. Retail and hotel scheme types were also appraised using a 6.5% yield assumption which was felt to be more reflective of likely levels for those scenarios – particularly the larger retail types (supermarkets / retail warehousing) and the hotel. This range, overall, enabled us to explore the sensitivity of the outcomes to such variations, given that in practice a wide variety of rental and yield expectations or requirements could be seen. We settled our view that the medium level rental assumptions combined with 7.5% base yield (6.5% for large retail formats and hotel overviews; 6% for town centre comparison retail overview) were the most appropriate at the current time in providing context for reviewing results and considering viability outcomes. Taking this approach also means that it is possible to consider what changes would be needed to such assumptions to sufficiently improve the viability of non-viable schemes or, conversely, the degree to which viable scheme assumptions and results could deteriorate whilst still supporting the collective costs, including CIL.

2.4.6 It is important to note here that small variations, particularly in the yield assumption, but also in rental value assumptions, can have a significant impact on the GDV that is available to support the development costs (and thus the viability of a scheme)

together with any potential CIL funding scope. We consider this very important bearing in mind the balance that must be found between infrastructure funding needs and viability. Overly optimistic assumptions, or assumptions that would rely on infrequent circumstances in the local context (but envisaging new development and appropriate lease covenants etc rather than older stock), could well act against finding that balance.

2.4.7 This approach enabled us to consider the sensitivity of the likely viability outcomes to changes in the values and allowed us to then consider the most relevant areas of the results in coming to our overview on the parameters for potential CIL charging rates. As with other study elements, particular assumptions used will not necessarily match scheme specifics and therefore we need to look instead at whether / how frequently local scenarios are likely to fall within the potentially viable areas of the results (including as values vary). This is explained further in Chapter 3.

Figure 7: Rental Value for Commercial Schemes

Scheme Type	Value Level (Annual Rent Indication £ / sq m)		
	("Low")	("Medium")	("High")
Large format retail (supermarket)	£230	£260	£290
Large format retail (retail warehouse type)	£175	£200	£225
Small format retail (principally convenience stores)	£146	£160	£180
Town centre (comparison) retail – larger, department type stores		£130	
Business development – in-town offices	£170	£200	£230
Business development – out of /edge of town offices	£170	£200	£230
Business development - Industrial / Warehousing - Small	£80	£90	£100
Business development - Industrial / Warehousing - Larger	£70	£80	£90
Hotel (budget)	(per letting room)		
	£4,000	£4,500	£5,000
Residential Institution (care/nursing home)	£140	£160	£180

- 2.4.8 We are making this viability assessment following a period of significant recession which has seen a major downturn in the fortunes of the property market – from an international and national to a local level, and affecting all property types (residential and commercial). At the time of writing we still have a weak economic backdrop feeding through in to significant ongoing property market uncertainty. Although there were a range of mixed signs in 2011, we are still seeing low levels of development activity. This is caused by a cocktail of factors e.g. as a result of low occupier demand, and related to poor availability of attractively priced and readily available finance for property development and purchasing. At the point of closing-off the study, there continues to be mixed messages and some signs of economic recovery, but the UK economy is now “officially” back in recession following two consecutive quarters of negative growth. This perhaps sums up the ongoing uncertainty.
- 2.4.9 The RICS Commercial Market Survey for Q3 of 2011 – for context in the run up to the study period - stated that *‘tentative recovery in real estate shows signs of faltering’*. It went on to say *‘that tenant demand retreated over the quarter which, coupled with rising available space, is resulting in a more negative view on rental expectations. Surveyors attribute the fall in sentiment to the uncertain outlook for the wider economy... Significantly, sentiment has fallen across all sectors of the market. Retail demand slipped furthest into negative territory, while available space also rose fastest in the retail sector. However, rental expectations at the national level were most negative for offices’*.
- 2.4.10 The equivalent survey headlines for Q1 of 2012 (the RICS latest overview) stated:  
*‘Activity stabilises and confidence turns less negative*
- *Both demand and available space stabilise in Q1, but rent expectations remain in negative territory*
  - *New development still falling, but at the slowest pace since 2007*
  - *Little change in investment enquiries, but capital values still expected to ease in the near term’*



*The survey went on to comment as follows:*

*'The latest RICS UK Commercial Market Survey shows there was little change in overall activity during the first quarter. The net balance readings for both occupier demand and available space broadly stabilised, resulting in slightly tighter market conditions compared to last quarter. As such, there was a small improvement in the rental outlook; rent expectations remain negative, but less so than in the previous quarter. Surveyors in many parts of the country are continuing to suggest that occupiers are remaining cautious with regards to new letting activity.*

*At the headline level, occupier demand and available space were largely unchanged in Q1, at +3 and +4 respectively, suggesting a relatively flat quarter for activity. However, the rental picture has yet to materially improve - or even stagnate - with expectations easing in the short term. On the investment side, enquiries to purchase also stabilised, while future activity is set to pick up slowly in the coming three months.*

*The results suggest there are fewer development projects in the pipeline, as new starts are continuing to fall. They are, however, declining at the slowest pace in five years. Moreover, capital values are still expected to ease further at the national level; 9% more surveyors expect them to fall rather than rise in the coming quarter.*

*At the sector level, demand for space fell in the retail sector, while it stabilised for offices and increased for industrial space. Available space continued to rise for office and retail units, but showed modest declines for industrial - the first such reading since 2005. In the industrial sector, rents are stabilising following several consecutive decreases. Rents are still expected to decline for office and retail units.*

*On the investment side, only the industrial sector saw new enquiries and capital value expectations stabilise this quarter, with the net balances just edging into positive territory. There were declines for the office and retail sectors, though at a lesser pace than in last quarter.'*

- 2.4.11 As with residential development, consideration was given to the Sevenoaks District context for whether there should be any varying approach to CIL charging levels for commercial and other developments locally.
- 2.4.12 On review, it was considered that the key types of schemes could occur in some form at the main town of Sevenoaks, secondary town of Swanley and the rural service centre of Edenbridge. In the main, significant business or retail proposals would be unlikely to occur outside these 3 principal settlement areas. Beyond those, smaller scale office, industrial, retail or other developments could be seen in the smaller settlements hence a variety of scenarios has been considered.
- 2.4.13 However, in each case it was considered that variations in values and viability outcomes would be more likely to be the result of detailed site and scheme specific characteristics, and not necessarily driven by distinctions between general location (area) within the District. This was borne out on review of the commercial values data, as per the examples included at Appendix III. As can be seen, there is great variety in terms of values within each of the towns and across the full range of locations in the District. However, there were tones of values which informed our rental and other assumptions for the appraisals, based on the upper end rental indications seen for business uses (offices and industrial / warehousing) as appropriate for high quality new build schemes and on the variety of indications seen for retail. In both cases these from a combination of the VOA Rating List, EGi and other sources as far as were available whilst keeping the review depth proportionate and economic in the CIL overview context. In respect of other commercial / non-residential development types again a district-wide overview was considered appropriate.
- 2.4.14 While the highest in-town retail rents are typically in Sevenoaks, we consider that other retail developments of the types likely to be more relevant as new builds would tend to generate similar values in a range of locations across the District (with values being more scheme specific than general location-led). In general, we consider office rents in the District to be modest. The retail values in general are similar to those we have seen in a range of locations. Industrial / warehousing rents again are at similar levels to those we have seen in a range of local authority areas. As a general observation, this does not appear to be an area that has attracted higher-end

purpose built offices, research facilities and the like to any significant degree. Much of the office stock is in smaller suites, older buildings and conversions, etc.

2.4.15 Overall, we found no clearly justifiable or readily definable approach to varying the potential CIL charging on commercial / other development types through viability findings based on location / geography – without risking the approach becoming overly complex. Whilst certain specific scheme types could create more value in one location compared with another in the District, typically there was felt to be no clear or useful pattern which might be described for that. In preference to a more complex approach, given the lack of clear evidence pointing towards that, the project ethos was to explore potential CIL charging rates for these various development types in the case of making them workable district-wide. We therefore continued our work on the basis of a uniform approach District-wide to exploring the CIL charging rate scope in viability terms for commercial uses. It must be accepted that there will always be variations and imperfections in any level of overview approach; with or without area based differentiation.

## **2.5 Development Costs – General**

2.5.1 Total development costs can vary significantly from one site or scheme to another. For these strategic overview purposes, however, assumptions have to be fixed to enable the comparison of results and outcomes in a way which is not unduly affected by how variable site specific cases can be. As with the residential scenarios, an overview of the various available data sources is required; and is appropriate.

2.5.2 Each area of the development cost assumptions is informed by data - from sources such as the RICS Building Cost Information Service (BCIS), any locally available soundings and scheme examples, professional experience and other research.

2.5.3 For this overview we have not allowed for abnormal costs that may be associated with particular sites as these are highly specific and can distort comparisons at this level of review. This is the established approach at this level of review.

2.5.4 In our view, and again related to the need to consider balance (and not “push to the limits”) in setting CIL charging rates, this is another factor that should be kept in mind; in some circumstances and over time, overall costs could rise from current / assumed levels. The interaction between values and costs is important and, whilst any costs rise may be accompanied by increased values from assumed levels, this cannot be relied upon.

## **2.6 Development Costs – Build Costs**

2.6.1 The base build cost levels shown below are taken from the BCIS. In each case the median figure, rebased to Q4 2011 and a Sevenoaks District location index (117 relative to a national level of 100) is used. This is noted to be one of the highest locational adjustments that we have worked with and produces a build costs basis which might in a range of cases be considered to be on the high-side. Nevertheless, given the nature of the study, the balance to be found by the Council and the potential for future costs increases, we decided to leave this assumption as it stands – i.e. including this full location adjustment even though it is higher than the BCIS indicated for a wide range of adjoining localities and areas farther afield, including Surrey and most London Boroughs; and ahead of the London Postal Districts location adjustment factor. This is a factor to be considered when viewing other assumptions and the outcomes. It is undoubtedly having the effect of reducing the RLV results compared with those related to a reduced location adjustment to the BCIS base build costs indications. As with other cost-side assumption areas, however, the overall build costs view is part of the study thinking in this context of finding the right local balance through avoiding assumptions that leave insufficient scope when the CIL charging is applied in practice. Costs shown are for each development type (residential and commercial) – see Figure 8 below:

Figure 8: Build Cost Data (BCIS Median, Q4 2011, Location Index 117)

<b>Development use</b>	<b>Example property type</b>	<b>BCIS Build Cost (£/m<sup>2</sup>)*</b>
Residential	Houses - mixed developments	£952
Residential	Flats	£1,084
Large format retail	Supermarket s	£1,261
Large format retail	Retail warehouses	£586
Small format retail	Convenience stores	£763
Town centre retail	Larger comparison stores	£922
Business development	Town centre office buildings	£1,449
Business development	Out of / edge of town office buildings	£1,359
Business development	Industrial unit including offices	£866
Business development	Larger industrial / warehousing units including office element	£476
Hotel	Budget hotel	£1,508
Residential Institution	Nursing (care) home	£1,492

\*excludes externals and contingencies (these are added to the above base build costs)

2.6.2 As noted, the above build cost levels do not include contingencies or external works. An allowance for externals has been added to the above base build cost on a variable basis depending on the scheme type. This is typically between 14% and 21% of base build cost for flatted and housing schemes, respectively, based on analysis of specific schemes within the BCIS dataset. A notional allowance for externals of 20% of base build cost has been added for all commercial / non-residential schemes, based on a range of information sources and cost models and pitched at a level above some information seen on this assumption in order to ensure sufficient allowance for the potentially variable nature of site works. The resultant build costs assumptions (after adding to the above for external works allowances but before contingencies and fees) are included at the tables in Appendix I.

2.6.3 For this broad test of viability it is not possible to test all potential variations to additional costs. There will always be a range of data and opinions on, and methods of describing, build costs. In our view, we have made reasonable assumptions which lie within the range of figures we generally see for typical new build schemes (rather than high specification or particularly complex schemes which might require particular construction techniques or materials). As with many aspects there is no

single appropriate figure in reality, so judgments on overview assumptions are necessary. As with any appraisal input of course, in practice this will be highly site specific. In the same way that we have mentioned the potential to see increased costs in some cases, we could also see cases where base costs, externals costs or other elements will be lower than those assumed. Once again, in accordance with considering balance and the prospect of scheme specifics varying in practice, we aim to pitch assumptions which are appropriate and realistic through not looking as favourably as possible (for viability) at all assumptions areas.

- 2.6.4 An allowance of 5% has been included for sustainable construction standards to Code for Sustainable Homes level 4 equivalent standards – reflecting the Council’s policy and projecting to 2013 requirements of Core Strategy Policy SP 2. In addition, on a notional basis and to cover related costs (e.g. associated with renewable energy requirements) a further allowance of £3,500 per dwelling (all dwellings) has been made in this respect; together with £575 per dwelling associated with Lifetime Homes. In practice such cost allowances could in fact be directed towards other sources of cost increases over the base build cost assumptions should those become relevant.
- 2.6.5 As a general basis, build contingencies at 5% of build cost have also been allowed. This is a relatively standard assumption in our recent experience. We have seen variations either side of this level in practice, but with usual assumptions in the 3% to 5% range.
- 2.6.6 Standard survey (£500) and normal site preparation costs (£4,000) per unit respectively have also been allowed for on a notional basis for residential scenarios; variable within the commercial schemes.
- 2.6.7 The interaction of costs and values levels will need to be considered again at future local CIL review points. In this context it is also important to bear in mind that the base build cost levels will also vary over time. In the recent recessionary period we have seen build costs fall, but moving ahead they are expected to rise again. Costs peaked at around Q4 2007 / Q1 2008 but fell significantly (by more than 10%) to a low at around Q1 2010 (similar index point to that seen at around Q1- Q2 2004 levels). The index shows that, after modest rises in the first half of 2010, tender

prices have been at relatively consistent (flat) levels. This trend is forecast to continue through to the first half of 2013 after which, currently, very steady tender price increases are forecast through to early 2017 (rising from about a 1 – 2% per annum increase in 2013 to 4.5% at the end of 2016). Clearly only time will tell how things run-out in comparison with these forecasts.

2.6.8 The latest available BCIS briefing (revised 8<sup>th</sup> February 2012) stated on build cost trends:

*‘Experian show contractors reporting that construction enquiries fell for the second month running in December 2011, compared with the previous month.*

*According to the Office for National Statistics (ONS), the total volume of orders in 3rd quarter 2011 rose by 13% compared with the previous quarter but fell by 6% compared with a year earlier.*

*Experian revised their forecast of construction output in January 2012. Their current forecast shows total construction output rising by 1.9% in 2011, followed by a fall of 5.6% in 2012; output then rising by 1.1% in 2013 and by 4.7% in 2014. The Construction Products Association (CPA) also revised its forecast of construction output in January 2012, with the forecast for 2011 for total construction output now standing at 1.8% growth, followed by a fall of 5.2% in 2012, a small rise in 2013 of 0.4%, and a stronger rise in 2014, by 3.8%.*

*Following an unsustainable 15% rise in 2010, new work output looks to have endured public sector cuts so far to remain in positive territory in 2011. However, a deeper contraction is now expected in 2012, likely extending into 2013, before a return to steadier growth in 2014. Private sector investment growth is not expected to start mitigating the sharp decline in public spending until at least the latter part of 2013. It is anticipated that despite the public spending cuts, the infrastructure sector will*

*continue to grow modestly over the forecast period. The level of new work output in 2012 is expected to be around 12% below the pre-recession level of 2007, but 10% above the 2009 low of the recession.*

*With workload increasingly scarce and upside potential commercially limited, tender prices look pressed to remain static over the first year of the forecast period.*

*However, as increasing input costs can no longer be absorbed, the return of a limited degree of tender price inflation is tentatively envisaged in the second year of the forecast. Potential downside risk to the forecast is prominent.*

*The BCIS forecast is for tender prices to remain static in the year to 4th quarter 2012, rising by 1.8% over the following year.'*

## **2.7 Development Costs – Fees, Finance & Profit (Residential)**

2.7.1 The following costs have been assumed for the purposes of this study alongside those at section 2.6 above and vary slightly depending on the type of development (residential or commercial). Other key development cost allowances for residential scenarios are as follows (Appendix I also provides a summary):

### Other construction related

Costs: See Appendix I

### Professional,

planning and other fees: Total of 10% of build cost

### Site Acquisition Fees:

1.0% agent's fees

0.75% legal fees

Standard rate (HMRC scale) for Stamp Duty Land Tax (SDLT).

### Finance:

6.5% p.a. interest rate (assumes scheme is debt funded)

Arrangement fee variable – basis 1% of loan



<u>Marketing costs:</u>	3.0% sales fees £750 per unit legal fees
<u>Developer Profit:</u>	Open Market Housing – 20% of GDV Affordable Housing – 6% of GDV (affordable housing revenue)

**2.8 Development Costs – Fees, Finance & Profit (Commercial)**

2.8.1 Other development cost allowances for the commercial development scenarios are as follows:

Other construction related

Costs: See Appendix I

Professional,

planning and other fees: Total of 12% of build cost

Site Acquisition Fees:

1.0% agent’s fees  
0.75% legal fees  
Standard rate (HMRC scale) for Stamp Duty land Tax (SDLT)

Finance:

6.5% p.a. interest rate (assumes scheme is debt funded)  
Arrangement fee variable – 1% loan cost

Marketing / other costs:

(Cost allowances – scheme circumstances will vary)  
1% promotion / other costs (% of annual income)  
10% letting / management / other fees (% of assumed annual rental income)  
5.75% purchasers costs – where applicable

Developer Profit: *20% of GDV (noted to provide an element of viability cushioning in comparison with what may be a more typical assumption of circa 15% GDV for a range of commercial schemes).*

## 2.9 Build Period

2.9.1 The build period assumed for each development scenario has been based on BCIS data (using its Construction Duration calculator - by entering the specific scheme types modelled in this study) alongside professional experience and informed by examples where available. The following build periods have therefore been assumed. Note that this is for the build only; lead-in and extended sales periods have also been allowed-for on a variable basis according to scheme scale, having the effect of increasing the periods over which finance costs are applied (see Figure 9 below):

Figure 9: Build Period

<b>Scheme Type</b>	<b>Build Period (months)</b>
1 Unit - housing	6
5 Units - housing	6
10 Units - housing	9
15 Units - housing	12
25 units - mixed housing	18
80 units - flatted	24
250 units - mixed	60
Large retail -supermarket	9
Large retail – retail warehousing	7
Small retail (principally convenience stores)	6
Retail town centre (larger comparison stores)	12
Business - in-town offices	18
Business – edge of town / other / business park offices	12
Business - Industrial (small)	6
Business - Industrial / Warehousing (larger)	8
Hotel (budget)	12
Care Home	16

## 2.10 Other planning obligations - section 106 Costs

2.10.1 An ongoing site specific s.106 planning obligations allowance (financial contribution) has been factored into the appraisal assumptions as well (alongside affordable housing and CIL trial rates in all cases for residential schemes). On discussion with the Council it was considered that a great majority of existing Planning Obligation requirements on future schemes (with the potential exception of some larger scheme scenarios) would be taken up within the CIL proposals, but nevertheless that small

scale site specific requirements (perhaps dedicated highways improvements / alterations, open space related or similar requirements) could remain alongside CIL in some circumstances. For the residential scenarios, the appraisals therefore included a notional sum of £1,000 per dwelling (for all dwellings – including affordable - and all schemes) on this aspect purely for the purposes of this study and in the context of seeking to allow for a range of potential scenarios and requirements.

## **2.11 Indicative land value comparisons and related discussion**

2.11.1 As discussed previously, in order to consider the likely viability scope for a range of potential (trial) CIL contribution rates in relation to any development scheme, a comparison needs to be made between the out-turn results of the development appraisals (the RLVs) and some level of benchmark or comparative land value indication. As suitable 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. This allows us to consider a wide range of potential scenarios and outcomes and the viability trends across those. This approach reflects the varied land supply picture that the Council expects to see in coming years, predominantly from previously developed land (PDL) comprising former commercial / employment uses and in some cases the reuse and intensification of existing residential and other sites; but potentially also including from lower value and in some very limited circumstances greenfield sites. For Sevenoaks District, our emphasis for land value comparisons is placed on PDL scenarios and not greenfield.

2.11.2 Reviewing the scale of the difference between the RLV and a comparative land value level (i.e. surplus after all costs, profit and likely land value expectations have been met) in any particular example, and as that changes between scenarios, allows us to consider the potential CIL funding scope. It follows that, in the event of little or no surplus, or a negative outcome (deficit), we can see that there is little or no CIL contribution scope alongside the other costs assumed.

2.11.3 This also needs to be viewed in the context that invariably (as we see across a range of CIL viability studies) the CIL trial rates are usually not the main factor in the overall viability outcome. Market conditions and whether a scheme is inherently viable or not (i.e. prior to CIL payment considerations) tend to be the key factors. Small shifts

in the CIL trial rate only significantly affect viability in the case of schemes that are only marginally viable and so at a tipping-point of moving to become non-viable once CIL is imposed or other relatively modest costs (in the context of overall development costs) are added. As the inherent viability of schemes improves then even a larger increase in the CIL trial rate is often not seen to have a very significant impact on the RLV and therefore likely viability impact by itself. As the trial CIL rate increases it is usually more a matter of relatively small steps down in reducing viability and so also considering the added risk to developments and the balance that Councils need to find between funding local infrastructure and the viability of development in their area.

- 2.11.4 In order to inform these land value comparisons or benchmarks we sought to find examples of recent land transactions locally. However, no firm evidence of such was available from the various soundings we took and sources we explored. Similarly, indications from local sources were very limited. We reviewed information sourced as far as possible from the VOA, previous research / studies / advice provided by the Council, seeking local soundings, EGi; and from a range of property and land marketing web-sites.
- 2.11.5 Each of the RLV results is compared to a range of land value levels representing potential values for sites of varying types of brownfield (PDL) sites; envisaging a potential spectrum of sites from lower to upper value commercial land and sites with existing residential use. Again, scheme specific scenarios and the particular influence of site owners' circumstances and requirements will be variable in practice.
- 2.11.6 In terms of the VOA, data available for comparison has reduced significantly since the July 2009 publication of its Property Market Report, with data provided only on a limited regional basis in the later reporting. None of the information in the latest report is sufficiently local to Sevenoaks for anything other than a general / relative picture between regions and certain locations which are listed. Information has been sourced from existing data and research together with general indications and soundings - all as far as were available to source.

- 2.11.7 As can be seen at Appendices IIA and IIB (residential and commercial scenarios results respectively), we have made indicative comparisons at land value levels of £1,300,000/ha and £3,000,000/ha so that we can see whether our RLVs fall beneath or above each of these levels.
- 2.11.8 In the event that greenfield or other lower value land were to be relevant then the results can be used in exactly the same way; to get a feel for how the RLVs (expressed in per ha terms) compare with a lower land value levels of say £500,000/ha. The minimum land values likely to incentivise release for development under any circumstances is probably in the range £250,000 - £500,000/ha in the Sevenoaks District; likely only relevant to greenfield (for example enhancement to farmland or amenity land value). This range could be relevant for consideration as the lowest base point for enhancement to greenfield land values (with agricultural land reported by the VOA to be valued at £15,000 - £20,000/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 would not go beyond these levels – they could well do in a range of circumstances. We are also aware of garden land being valued indicatively at say £850,000/Ha in a similar local authority context, purely as a further indication of a potentially lower value scenario in certain circumstances and in general of the range of comparisons that could be relevant overall.
- 2.11.9 As well as a level of value relating to an existing or alternative use driving a site's value ('EUV' or 'AUV'), there may be an element of premium (an over-bid or incentive) required to enable the release of land for development. In our view, this would not apply, however, in situations where there is no established ready market for an existing or alternative use. The HCA's draft document 'Transparent Viability Assumptions' that accompanies its Area Wide Viability Model suggests that *"the rationale of the development appraisal process is to assess the residual land value that is likely to be generated by the proposed development and to compare it with a benchmark that represents the value required for the land to come forward for development"*. This benchmark is referred to as threshold land value in that

example: *“Threshold land value is commonly described as existing use value plus a premium, but there is not an authoritative definition of that premium, largely because land market circumstances vary widely”*. Further it goes on to say that *“There is some practitioner convention on the required premium above EUV, but this is some way short of consensus and the views of Planning Inspectors at Examination of Core Strategy have varied”*. These types of acknowledgements of the variables involved in practice align to our thinking on the potential range of scenarios likely to be seen. As further acknowledged later, this is one of a number of factors to be kept in mind in setting suitable rates which balance viability factors with the infrastructure needs side.

2.11.10 We would stress here that 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.

2.11.11 Overall, the indicative land value comparisons at £1,300,000 to £3,000,000/ha as set out in the footnotes to the results tables (at Appendices IIa and IIb) are considered appropriate as guides against which increased confidence is shown in viability outcomes as the RLVs meet or exceed such guides. Any further information, as far as was available, is set out within the wider research as included at Appendix III. The results trends associated with these are seen at Appendices IIa and IIb, as are also explained in chapter 3 below.

2.11.12 Purely for wider information and comparison purposes, as the thrust of the Council’s plans for housing delivery relates to previously developed land (PDL), we have also included (at Table 2 in Appendix IIa – residential results) indications of how the scheme RLVs could compare with greenfield enhancement type land values. In this illustrative context, the land value comparison has been made at £500,000/ha.

## 3 Findings

---

### 3.1 Introduction

3.1.1 Results summaries are included at Appendix IIa (residential scenarios) and Appendix IIb (commercial/non-residential). In each case these reflect the scenarios explained in Chapter 2 and set out at Appendix I. Within Appendices IIa and IIb there are different sections according to the type of host site assumed for the scenarios and bearing in mind the variables / dynamics introduced at 2.1.6 and discussed at section 2.11 above – PDL (e.g. former commercial) and (in the event of local relevance) greenfield.

3.1.2 In the case of the commercial results, there are 2 sets covering alternative yield views of 6.5% (considered most relevant to retail and hotel scenarios) and 7.5% (on all scenarios); as discussed, in relation to exploring the sensitivity of the results to these factors.

3.1.3 In summary Appendix IIa and IIb results tables show:

- Left side column(s): Scheme scenario (Residential: dwelling numbers / scheme type and affordable housing proportion; Commercial; Scheme scenario).
- Under each residential scheme type: Increasing value (GDV) level (increasing by VL 1 - 12) set out reading downwards alongside each scheme type.
- Under each commercial scheme type: Increasing value (GDV) – L (low); M (Medium); High (H) so as to enable sensitivity to rental assumption to be explored. The 'M' value levels considered the key area regarding current time balanced interpretation of results, 'L' and 'H' looking at the sensitivity of outcomes flowing from lower or higher values, related to varying scheme type / location and / or market movements.
- Left hand side of main table area: RLV appraisal results expressed in £s. (Non colour-shaded section – white and table grey areas).



- Right hand side of main table area: RLV appraisal results expressed in £s per Ha equivalent, given the assumed scenarios on type, density/coverage, etc. (Colour-shaded section).
- Far right side – 2 columns showing the range within which the potential theoretical maximum CIL charging rate lies for each scenario based on the assumptions made. The lowest of these figures (left side column of these 2) shows the maximum charging rate assuming the highest land value comparison in each case had to be met (£3,000,000/ha). The higher figure (far right column) shows the theoretical maximum charging rate in each scenario in the event that the lower of the land value comparison levels in each case were relevant (£1,300,000/ha). This is calculated by deducting the benchmark land value plus premium (where applicable) from the residual land value created by the appraisal (our RLV outcome) with £0 CIL and dividing the result by the assumed relevant floor area of the development to get a theoretical maximum CIL rate per sq m.
- Within each of those sections the coloured cells (see the explanatory text below) are the key areas in terms of reviewing trends. The trial CIL rates – in £s per sq m are shown across the top row - applied as a key part of the iterative process of exploring the effect on likely viability (or risk to the scheme proceeding) of those rates increasing over the scale tested. As discussed earlier, realistically this has to be carried out in steps to control to reasonable parameters the extent of the appraisal modelling exercise overall. Providing these trial rates span a sufficient range and the steps between each trial level are not too large, the iterative process can be applied and considered successfully. It is not necessary, and would not be practical or economic to further extend this process. In Sevenoaks District's case, we considered rates of £0 to £200/sq m covering the range of scenarios that in our experience and from review of emerging results provided us with suitable parameters and context for review with the Council.
- It is important to note that the colour-coding at Appendices IIa and IIb, and in the other summary tables included in the report text below, is intended to

provide a rough guide to the nature of the results only – it helps to highlight the general results trends. Based on the accepted nature of such an exercise, i.e. not being an exact science, this must not be over-interpreted as representing any strict cut-offs as regards viability / non-viability. In practice, switch points between viability and non-viability will be variable and this process explores the likelihood of various realistically assumed values and costs (including potential CIL rates) proving to be workable and therefore achieving the most appropriate points for finding balance between CIL rates and the high level of the local infrastructure needs. We can see the results trends as indicative outcomes vary with increasing sales values (GDVs – as expressed through increasing VLs 1 to 12; L, M & H values for commercial); increasing CIL trial rate; changing scheme type and (for the residential scenarios) affordable housing content with that.

- Taking into account the above comments, the colours therefore indicate general trends as follows:
  - Darkest green coloured table cells (results) - Considered to be very good viability prospects; the best results from the range produced. (RLVs greater than £3m/ha; potentially representative of land with established residential use or upper-end commercial land for example in respect of retail proposals).
  - Paler green coloured table cells (results) - Considered to provide good viability prospects in a range of circumstances, with RLVs in the range £1.3m/ha to £3m/ha and therefore meeting a wide range of likely former commercial use and lower residential values expectations, but possibly not reaching sufficient levels for high-value commercial (e.g. retail) or some residential scenarios. Therefore whilst these results indicate workable schemes on a range of PDL site types, they may be viewed with a lower confidence level overall than the darker green shaded RLV indications (as above).
  - Palest (white/grey coloured table cells (results)) – Positive RLVs, but which are under our base land value comparison of £1.3m/ha and

therefore indicating reduced confidence in results relating to PDL scenarios. Potentially representative of lower value PDL (commercial) sites and, should they have some limited relevance locally, greenfield development scenarios where enhancement to existing use values could still be sufficient in a range of circumstances.

- Red coloured table cells (results) – negative RLVs – schemes in financial deficit representative of clearly poor viability outcomes – no prospect of viable schemes based on the assumptions collection used in each case. Under these circumstances especially, as part of our review process we weigh-up the degree to which the assumptions would need to move in favour of viability so that we can form a view on whether that level of shift in assumptions may be realistic or not.
- Footnotes at the bottom – reminder of land value benchmark (comparison) indications applied in arriving at the colour-shading of the RLVs to provide a guide to the results trends; all bearing in mind the context and explanations provided within this report. This does not preclude the use of the results tables for other land value comparisons, by comparing the RLV (per ha) in each cell of the coloured table sections with any particular land value level. This has been mentioned, for example, in respect of typically lower greenfield land enhancement values should those become relevant to local delivery.

3.1.4 In addition, each results Appendix (IIa and IIb) contains sample appraisal summary sheets, which display the key input areas, relationship between those and the outputs (Indicative RLVs) they produced (as transposed to the table discussed above). Bearing in mind the study purpose and nature, and depending on the scheme type, these are not the full appraisals, given the volume and added complexity of information that would involve displaying. They are intended to provide an overview of the main assumptions areas and the outcomes, and to further help an understanding of how the residual land valuation process has been used here to consider the value / costs relationships.

- 3.1.5 On reviewing the results and the Council taking this further into the wider consideration of its preliminary draft charging schedule (PDCS) CIL rate(s) proposals, a number of key principles have been, and are to be, kept in mind – for example:
- a. We can clearly see the significance of the affordable housing impact on development viability (as the % affordable content increases), in comparison with that from CIL where the gradually stepped increasing trial charging rate generally produces small or graded viability impacts. Generally, with increasing affordable housing proportion, we see more areas of red/white shaded results; less green. This is a general feature of this review work more widely – not a Sevenoaks District specific factor.
  - b. In terms of the scale of CIL impacts relative to other factors such as the sales values and affordable housing, and potential “trade off” between CIL and affordable housing, this means that quite a significant drop in the potential CIL rate and / or sales value (VL) improvement is needed to balance a drop in RLV level that is produced by a step-up in affordable housing proportion. Comparisons would all be affected by factors such as the affordable housing policy step being made, market value levels, affordable housing tenure and affordable housing revenue levels. However, it appears necessary to improve the VL by one or two steps to counterbalance a 10% step-up in affordable housing requirements. There is a form of double viability effect from affordable housing when considering it in parallel with the CIL, in that firstly by itself it has a significant viability impact and, secondly, affordable homes will not pay the CIL charge. Therefore the cost burden will fall on the market homes.
  - c. The CIL charging rates should not be set up to their potential limits. Bearing in mind that in practice:
    - i. Costs will vary from these assumptions levels with varying circumstances and over time (build costs being a key example) – we have allowed appropriately and have not kept these to what might be regarded minimum levels by any means. Some scope may be needed where costs are higher, however, by reason of site specific abnormalities, increasing national level carbon reduction agenda requirements, etc.

- ii. Land owners' situations and requirements will vary. While, as stated, those will need to be realistic (and, as part of that, assessments will need to be made as to whether there are realistic prospects of securing significant value from existing or alternative uses in the prevailing market), they could be outside the ranges we have explored in making our overviews; including at higher levels.
  - iii. The economic backdrop and property market remains uncertain and could continue to falter. Reducing sales volumes could further affect prices in time directly impacting the GDV assumptions. This is why we have explored a range of value levels.
  - iv. The need for residential developments to also accommodate affordable housing provision (as has been assumed, and varied, alongside the trial CIL rates) together with other wider planning objectives such as sustainability and any on-site / local measures needed under s.106. Such aspects will also need to remain priorities of the Council. HCA funding for affordable housing appears to be uncertain and likely to continue being limited in application for the foreseeable future. Again, appropriate revenue assumptions (without grant) have been made.
  - v. Developer's profit level (and related funders') requirements could well vary. Particularly in the case of commercial schemes, we could see lower profit level requirements than those we have assumed. However, we felt it appropriate in particularly poor commercial market conditions to acknowledge that there may need to be some scope in this regard; or in respect of other commercial scheme costs/risks. This, again, is part of setting assumptions which fit with a balanced approach by ensuring that costs are included at an appropriate level overall, and in any event not so low as to make the viability outcomes look falsely positive.
- d. The potential CIL charging rates need to be considered alongside other factors relevant to the locality and the Council's further progression of the development plan, for example regarding:

- i. Location and frequency of scheme types relevant to key portions of the local growth planning – considering where development will be located (in relation to the values patterns for example) and on what site types.
- ii. Types and frequency of schemes likely to be relevant including accepting that, in practice, variation is very wide – particularly for commercial/non-residential development, where schemes could be seen in many shapes and sizes, uses and combinations thereof. However, it is necessary to consider the local relevance of those alongside their likely typical viability in terms of any scope to support viability.
- iii. Respecting any clear values patterns but also understanding that there are bound to be imperfections in defining any viability zones or similar. In practice values can change over a very short distance (within schemes, different sides or ends of roads, with different aspects, school catchments, with other local variations, etc). The charging schedule should be as simple as possible including where there are to be variations by geographical / other zones.
- iv. Some schemes will have inherently poor levels of viability even before affordable housing and / or CIL requirements. There will be instances where no amount of adjustment to CIL rates, for example, would overcome viability issues. The economy / market, funding availability and therefore the underlying demand for property of any type and the value flowing from that is likely to be a bigger determinant of viability so that affordable housing and / or CIL charging are not likely to render an otherwise viable scheme unviable providing they are not fixed at too high a level.
- v. Conversely some schemes / scheme types may in theory have been able to fund a greater level of CIL payment than the recommended levels (and/or greater levels of other obligations including affordable housing). However, this is appropriate in the context of balance in setting levels, i.e. not adding undue risk to delivery and therefore moving forward with the local economy and growth in accordance with the development plan.

- vi. The variety of site types that is expected to come forward – meaning reviewing the results scales in the context of a range of potential land value comparison levels. We do not consider it appropriate to rely on comparisons at a single land value level for each scenario as development will come forward in various forms and on a range of site types over time. In assessing results it has been necessary to consider viability outcomes across the results sets, including the various land value comparison levels.
- vii. The scale of affordable housing and local infrastructure needs, and therefore likely provision shortfall and funding gap relating to these, in assessing the balance. The Council needs to optimise affordable housing provision in the circumstances, and secure a meaningful but realistic level of funding through CIL as a key ingredient of the overall funding packages.
- viii. The collection of CIL payments from net new development. In practice we understand that a number of developments in the District will entail some level of “netting-off” of existing accommodation in the CIL charging calculations. CIL will not be paid on existing floorspace that is being retained or replaced – it will be charged only on new / added floorspace. This means that the CIL rate will not be applied to the full scale of new development in many cases. This could be by way of replaced or re-used / part re-used buildings. Our appraisals have not factored-in any “netting-off” in this way, because this will have a highly variable influence on scheme outcomes. The “netting-off” effect is however expected to further contribute to ensuring that schemes remain deliverable and that the charging rates(s) are not set “right up to the margin of economic viability” as part of this overall theme (see 3.1.6 below). In some scenarios the ability to “net-off” existing floor space could significantly help overall scheme viability and act as a balance against other costs and obligations.
- ix. Continued practical application of affordable housing policy targets and detail (including collective consideration of the effects of numbers rounding, dwelling and tenure mix, dwelling size and construction specification). The Council’s brief also asked us to consider what converting existing affordable

housing requirements into a CIL (charge per sq m) type approach might mean as an indication of potential CIL rate(s) that included the local affordable housing obligations rather than those being separate to CIL as per the current regulations. This is considered later, necessarily at a high level.

- x. Potential scope to consider CIL contributions or part contributions 'in-kind' and maintaining a general awareness that whether through payments, provision in-kind, or alongside other costs / obligations, what counts above all for viability is the collective costs and obligations that could be applicable to developments (the costs / obligations could be in various forms and combinations subject to balancing-out within the available viability scope and the operation of the Procedures and Regulations). It follows that a lower CIL rate could provide more flexibility on s.106 for example.

3.1.6 It is important to ensure that affordable housing targets are balanced and with regard to CIL it is important to avoid "setting a charge right up to the margin of economic viability"<sup>2</sup> in accordance with the tone of the Government (CLG) guidance. Local authorities have significant scope to consider exactly how they will assess and arrive at the right balance in a particular area.

3.1.7 A common theme running through all of the results (commercial and residential) is that they are highly sensitive to varied appraisal inputs and to the range of land value comparisons. A relatively small adjustment, particularly in some assumption areas can have a significant effect on the result.

3.1.8 This assessment process explores the degree to which changes in key assumptions produce varying results. In this way it is not a specific valuation exercise (it cannot be) but it has enabled us to consider the likelihood of a wide range of potential CIL charging rates being achievable and suitable. In the case of poor viability results (no or low viability prospects), this included looking at the extent to which assumptions would need to vary in order to improve the viability appraisal outcomes sufficiently

---

<sup>2</sup> DCLG – Community Infrastructure Levy Guidance – Charge Setting and Charging Schedule Procedures (March 2010)



to create workable scenarios. The opposite was considered for scenarios with good viability prospects (i.e. the potential leeway for those outcomes to decline but still be potentially viable). In both of these cases we considered whether those changes in assumptions amounted to realistic scenarios or not, given what we can currently see of market conditions, etc.

3.1.9 There may be cases where specific developments are unable to bear some or all of the additional cost of CIL (in the same way that is sometimes seen with other obligations on a scheme). Such viability outcomes are unlikely to be solely limited to CIL charging, however. They are more likely to be associated with market conditions (arguably the biggest single factor), affordable housing, scheme design / construction / specification requirements (including but not limited to sustainable construction) and wider planning objectives. Usually the collective costs impact on schemes will be relevant for consideration where viability issues arise in scheme specific cases, so that some level of prioritisation may be required – bearing in mind that CIL payments will be non-negotiable.

3.1.10 As discussed above, one of the variable factors which will contribute positively to viability in some circumstances and could affect the collective view of costs and obligations is the potential deduction of existing floor space from the scale of development that will trigger CIL charging.

3.1.11 It is important to note generally that, when we refer to highly variable outcomes / sensitive results:

- This is not just a Sevenoaks District factor, but one that we firmly believe will have to be recognised in any similar assessment and practical local application of affordable housing targets and the Government’s CIL regime – regardless of location.
- These characteristics would apply regardless of the CIL rate(s) set, so that with particular scheme difficulties (for all development types) setting a significantly lower CIL rate would not necessarily resolve any viability issues; we could still see a range of unviable or marginally viable schemes with even a zero (£0) CIL

rate. As above, other more significant factors are likely to be tipping such schemes into non-viable territory. The overall results include a range of unviable results in relation to particular scenarios; and especially on some commercial types as will be seen.

### **3.2 Values patterns and implications - Residential**

- 3.2.1 In the assessment stages, we relied on the market research before deciding on whether any sufficiently clear values patterns were evident for a reliable link with options for the setting of CIL charging rates approach for the District – i.e. that might be varied in some way by geography – particular zones / key settlements / localities or similar.
- 3.2.2 With reference to the research summarised at Appendix III, we found a range of clear and relatively consistent pointers to residential values variations and patterns that were seen in the District.
- 3.2.3 As set out at Figure 6 (at 2.3.11 above) these showed overall that high residential values are consistently seen across the central and most southern areas of the District – including the main town of Sevenoaks, local service centres of Westerham and Otford, together with areas northwards to Eynsford and south / south east to rural areas which include some of the highest values seen in the District. Most of the service villages (excluding Hextable, Horton Kirby, South Darenth and West Kingsdown in the north which indicate typically lower values) are within the higher value areas.
- 3.2.4 In contrast, areas across the northern end of the District (including the secondary town of Swanley, the local service centre of New Ash Green and the northern service villages listed at 3.1.14 above) together with the rural service centre of Edenbridge in the south west. The typical values levels available to support viability across these confined lower values areas of the District are considered to be similar to each other.
- 3.2.5 This produces a picture which in our view justifies a potential dual charging rate approach for the District (i.e. putting in place higher and lower charging rates

corresponding to these two key sets of circumstances) but not a more complicated one. We consider that any further differentiation could become complex and would be difficult to justify in the CIL context given that it would most likely still not reflect all of the very local area subtleties on values changes (as noted for example at 3.1.5 d iii) and building on the principles set out earlier (see section 2.3 on values).

- 3.2.6 Whilst at Figure 6 (2.3.11) VL 1 values (£2,250/sq m) were included as part of the overall range potentially applicable to the lower value areas of the District (as outlined at 3.1.15) they are considered to be beneath typical levels for new builds even in those areas. At Appendix IIa we can see that VL1 related results are generally poor as would be expected given the relationship with usual build and other development costs at that level. At 30% affordable housing with more than £100/sq m CIL the RLVs turn negative. The same applies at 40% affordable housing combined with more than about £25/sq m CIL charging. Viewed overall, few of the results would support positive land value comparisons of the type most likely to be relevant in Sevenoaks District (PDL), although looking at the smaller schemes with 20% affordable housing there could be some workable scenarios with these limited values if greenfield or other similarly lower value sites became relevant.
- 3.2.7 VL 2 values (£2,500/sq m), relevant towards the lower end of current values in this District Context, produce improved results as expected. Nevertheless, overall the results at these relatively low value levels suggest scope for only a limited range of viable scenarios based on the assumptions used. Again these would more likely relate to any greenfield or other lower land value scenarios and then probably with a combination not exceeding 30% affordable housing with, say £75-100/sq m CIL. Given local land value levels, a range of PDL scenarios are likely to remain difficult at these value levels, irrespective of CIL and irrespective of affordable housing requirements in many cases too.
- 3.2.8 Significant improvements in viability are seen on moving from a VL 2 to VL3 assumption with VL3 (£2,750/sq m) indicating a greater number of scenarios that become potentially workable while supporting more meaningful levels of obligations including affordable housing and CIL contributions. This (together with VL 4 at £3,000/sq m) aligns more closely with the new build value seen through our research,

for example in Edenbridge, albeit that current / recent new builds information is limited. At VL3 we see negative RLVs only from the large all flatted scheme scenario. The smaller schemes considered with 10% equivalent (contribution) and 20% affordable housing indicate some workable PDL scenarios (green shaded results areas) but with the RLVs falling beneath the lower end PDL comparison value of £1.3m/ha as the CIL rate exceeds the £175/sq m trial level. In these smaller scheme instances, it tends to become more relevant to also consider the actual RLVs (left hand side – uncoloured – table areas) and there we can see that in fact a more modest CIL rate would be appropriate. A rate of no more than around £75/sq m may well be more appropriate.

3.2.9 At VL 4 (£3,000/sq m) – potentially the upper end for the lower value areas (as at 3.1.15) and lower end for the higher value areas (as at 3.1.14), we can see again a further improved tone of results. Tested alongside the full range of CIL charging rates, the scenarios with up to 30% affordable housing show positive results, although the RLVs fall to around the £1.3m/ha level at the highest CIL trial levels (£175 - 200/sq m). The 40% affordable housing scenarios suggested broadly equivalent results with £75 - £100/sq m CIL (less in the case of the large all-flatted scheme only).

3.2.10 We consider that the results overview strengthens the needs to consider a CIL charging rate specific to the lower value areas of the District; differential treatment from the higher value areas. Again, recognising the need for judgments rather than having scope to rely on fixed pointers or cut-offs, our overview is that a suitable CIL charging rate for these areas would be around £75/sq m. In all cases at VL 4 this level of charge would be sufficiently beneath the maximum level of CIL charge that could be made based on the assumptions made, including a land value of £1.3m/ha as we consider to be appropriate to most lower value scenarios.

3.2.11 At VL 5 upwards (6 in the case of the larger flatted scheme assumptions), again with each step we see significantly improved results. Depending on the affordable housing and scheme type assumption, values at VL 6 – 9 (as are relevant to the higher value areas) support the tested affordable housing obligations alongside most of the CIL trial rates. This is with RLVs reaching the upper comparison level of £3m plus; after applying up to £200/sq m CIL charging in many cases.

3.2.12 However, we consider that the pitching of the CIL charging rates for the higher value areas should be tempered somewhat from those highest levels trialled. Again there are no fixed cut-offs, but there are a number of pointers towards the right balance being found at a lower rate of around £125/sq m in our view. These include the need in many cases to support 30 or 40% affordable housing, allowing scope for higher values to fall to some extent if relevant with further market uncertainty (placing less reliance on values levels being maintained), the possibility of abnormal costs and rises in build or other costs.

3.2.13 As noted previously, there may be instances of lower value schemes and localities where developments struggle in viability terms, even without any significant CIL and / or affordable housing contribution. Wider scheme details or costs and obligations / abnormals can render schemes marginally viable or unviable prior to the consideration of obligations such as affordable housing or CIL. In some cases, viability is inherently low or marginal, regardless of CIL or other specific cost implications. In this sense, CIL is unlikely to be solely responsible for very poor or non-viability. Once again, these are not just local factors; we note them in much of our wider viability work. The same principles apply to commercial schemes too.

3.2.14 Associated with this, we think it will be necessary to monitor outcomes annually as part of the Council's normal monitoring processes, with a view to informing any potential / necessary review within the next few years as other policy developments take place; and in response to market and costs movements together with any other key viability influences over time.

3.2.15 The results of the residential appraisals are typically most sensitive to the Value Levels assumed for the market housing that will drive scheme viability. Other factors which can also have a significant effect on viability outcomes are:

- Scheme density – linked to land take (site area occupied) and the land value requirement / expectation.
- Build costs – generally, but including related to sustainable design and construction.
- Other costs side influences – profit levels, finance, fees, etc.

- Any abnormal development costs.

3.2.16 In reviewing the findings and putting forward the above, although not part of the viability testing, in the background we have also had some regard to the proportional cost of the potential (trial) CIL rates relative to scheme value (GDV) and other indicators. These aspects are considered further where some guide information and comparisons are provided – see section 3.11 below.

3.2.17 For clarity, our intention is that the residential outcomes and recommendations also apply to sheltered housing / extra care housing schemes (where the development is of individual C3 use class units for separate households and where intensive nursing home style care and support is not being provided to all residents).

### **3.3 Values and implications - Commercial**

3.3.1 A similar process was considered with respect to commercial (non-residential) schemes – i.e. whether or not there were any particular values patterns or distinct scenarios that might influence the implementation of a charging schedule on these for this area.

3.3.2 No clear values distinctions were seen by settlement / area for the key commercial uses of relevance to the suggested CIL charging approach as informed by the viability outcomes (see also the following sections of this Chapter). Values variations are more site-specifically driven – i.e. by development quality, type, precise location, orientation, visibility, access and parking provision etc; rather than necessarily by the settlement in which a proposal is to be located.

3.3.3 In reality, most types of commercial or non-residential development could occur across a range of locations within the District. Conversely, but supporting the same thinking, any larger retail, business development (office or industrial / warehousing), hotel or other mainstream commercial proposals are likely to occur in a relatively limited range of locations most likely restricted to the main towns (Sevenoaks and Swanley) and possibly to the rural / local service centres in smaller scale way. For the types of the development likely to come forward as new schemes, it is difficult to

distinguish values on general geographical location alone. This can be seen from existing development whereby larger format retail, for example, appears to provide similar rental level prospects in Sevenoaks and Swanley. The quality of individual schemes, their particular siting and details seem to be more of a driver of any significant values differences locally. Variations on precise value levels and other assumptions will always occur. So far as we could see, whilst the picture could be more variable for smaller format and town centre comparison retail, suitably pitched lower CIL charging rate applicable those schemes will also be capable of dealing with the variations seen within this district.

- 3.3.4 It was considered that the local commercial property market (mainly focused in Sevenoaks and to the north of the District) should logically be treated as a district-wide one in practical terms, which is part of a larger sub-regional market. We consider that otherwise we would be seeking to fragment it unduly, adding complication and (as with residential) still not reflective of the particular variations which could be seen on a range of site specifics in practice.
- 3.3.5 Given the high level overview appropriate for CIL, our approach was to revisit this once we had developed some appraisal results for review. This provided further focus and reinforced the emerging pointers towards a district-wide simple charging regime for commercial development. We found this because it became clear that retail development was the only clear non-residential type offering more consistent scope to support a meaningful level of CIL charging without adding undue risk to development. Therefore, further exploration of any justification for a more complicated approach became unnecessary.
- 3.3.6 Overall, following the consideration of options we are of the opinion that a simple and clear District-wide application of the CIL by commercial / non-residential development type will be most appropriate here, as has been the case in a number of other local authority CIL cases progressed to this extent to date (including based on our studies). No clear evidence has been found to support and justify an alternative approach. No amount of attempted sensitivity to particular local value variations is likely to be capable of actually respecting the variations likely to be seen in practice.

There are no clear broad patterns without this becoming very complicated. Appendix III contains information on examples.

- 3.3.7 In carrying out the research for this study however, we developed the view that the key variable characteristics associated with different types of commercial / non-residential development require an approach that varies the CIL rate by commercial use.
- 3.3.8 Therefore in the following section the outcomes of the assessments are discussed by development type / use – with reference to the commercial / non-residential development scenarios considered.

### **3.4 Commercial / non-residential factors and findings (general)**

- 3.4.1 As would be expected, the commercial / non-residential appraisal findings are very wide ranging. For this strategic overview rather than detailed valuation exercise we have essentially considered the interaction of rent and yield in presenting a view of sample ranges within which the capital values (GDVs) could fall; based on capitalising estimated rental levels, deducting the various development and other costs and then considering the sensitivity of viability outcomes to changes in these factors.
- 3.4.2 In this way we have explored various combinations of assumptions (including capitalised rental levels) which produce a range of results from marginal or negative outcomes (meaning very limited or nil CIL scope) to those which produce meaningful and in some cases considerable potential CIL funding scope from a viability point of view. To illustrate the trends we see, the coloured tables in Appendix IIb use the same “colour-coding” principles as the residential results tables (again with the bolder green table shading indicating the best prospects of viable schemes within the results ranges, through paler green, white and red; red indicating a clear lack of viability).
- 3.4.3 Another factor to which the commercial outcomes are greatly sensitive is the site coverage of a scheme, i.e. the amount of accommodation to be provided on a given site area; the equivalent of residential scheme density. This can affect results considerably, combined with the assumed land buy-in cost for the scheme. The



colour-shading of the Appendix IIb results (RLVs per ha) is again based on whether or not the RLV reaches £1.3m, £1.3 – 3.0m or £3m plus / ha. As with the residential results viewing principles, these are purely rough guides to increasing confidence in the results representing viable schemes as the RLVs rise.

- 3.4.4 Factors such as build costs clearly have an impact, but for the given scheme scenarios are not likely to vary to an extent which makes this a more significant single driver of outcomes than the influence of values (rents and yields). The relationship between values and costs is vital. There are some commercial use types where build costs, or build and other development costs, will not be met or will not be sufficiently exceeded by the completed values (GDVs) so as to promote viable development. Further information is included later in this report.
- 3.4.5 We will now summarise the assessment findings for the commercial development scenarios considered.

### **3.5 Retail scenarios**

- 3.5.1 In general, we saw good viability prospects from the sample retail scenarios we ran, based on the range of assumptions applied. Those showed the best viability outcomes from the wide range seen from the commercial / non-residential scenarios overview.
- 3.5.2 As a high level outcome this is consistent with our previous and wider work on CIL viability, as well as with the findings of other consultants engaged in similar work. This tone of results is shown by the largely green coloured cells in the Appendix IIb results summary tables; particularly based on the 6.5% yield view, which is considered to be an appropriate assumption in the CIL context and more likely to be relevant than the 7.5% yield outcomes for this use. Indeed, yields beneath the 6.5% assumption might also be seen. However, the results need to be considered collectively and rates not pushed to the margins of viability, as recognised above.
- 3.5.3 We consider that the CIL charging rate for the larger retail formats (by which we mean supermarkets and retail warehousing) could be set at a level equivalent to the upper parameter for the residential rate - put forward at £125/sq m. This is again a

question of making an overview rather than there being any specific pointers or set limits to a suitable charging rate. A higher rate could be justified for the larger format retail uses such as these, however we also need to take into account the potential for relatively high land value expectations to be associated with this form of development, together with the significant overall development costs. As with the high level assumptions, the results need to be considered in the round.

3.5.4 The retail warehousing scenario appears capable of producing amongst the most positive outcomes overall owing to the typically strong relationship between the values and the relatively low construction and related costs. However, as in all cases this scenario also starts to produce marginally less favourable outcomes as the CIL rate rises; a trend which is seen further if lower rental values are assumed. There are a range of factors which, together, suggest that setting retail charging rates right up to or beyond the highest level explored by the full extent of our modelling may not be appropriate in Sevenoaks District at this stage. We are of the opinion that, say, £125/sq m for larger format retail (of the types envisaged – supermarkets and retail warehousing) would strike an appropriate balance; aligned to the suggested upper end residential rate parameters should those be pursued as part of the Council’s CIL implementation approach in the District. For clarity, following discussions with the Council, we are considering large format retail to cover the following (in accordance with the former PPS4 definition):

- Larger convenience retail stores (with a sales area in excess of 280 sq m); where convenience retail means *the provision of everyday essential items, including food, drinks, newspapers/magazines and confectionary.*
- Retail warehousing (of any size) meaning *large stores specialising in the sale of household goods (such as carpets, furniture and electrical goods), DIY items and other ranges of goods, catering mainly for car-borne users.*

3.5.5 Whilst appraising the smaller retail category, principally envisaging new local / neighbourhood convenience stores as the likely main occurrence of any new build smaller scale retail, we explored the sensitivity of that scenario type to varied size (floor area). However, the key factor differentiating these types of retail scenarios

from the larger ones is the basic value / cost relationship related to the type of premises and the use of them. They are simply different scenarios (or “uses”) where that relationship is generally not as positive as it is in respect of the retail warehousing and supermarket types. Regulation 13(1) of the CIL Regulations states that differential rates may be set by different intended uses of development. It does not refer specifically to “Use Classes”. We are of the opinion that a small retail use is different to a large retail use in viability terms because it displays different characteristics and serves different markets. In his Examination report into the recently confirmed Portsmouth CIL Charging Schedule, the Inspector agreed with the above. Since altering the small retail unit floor area does not trigger varying values or costs inputs at this level of review, basically the reported values / costs relationship stays reasonably constant; so that we do not see altering viability prospects as we alter its floor area. This means that the outcomes for the small retail scenarios (as for many others) are not dependent on the specific size of unit and specific floor area will not produce a different nature of use and value / cost relationship.

- 3.5.6 Whilst it is not critical in viability terms for these reasons, we consider that creating a link with the scale of sales floor space associated with the Sunday Trading provisions (3,000 sq ft / approx. 280 sq m) presents an option and potentially appropriate threshold for any differentiation between CIL charging rates for retail development, linked to the typical intended use. This does not rule out other approaches, including the selection of a larger floor area based threshold or other descriptive distinction(s), however.
- 3.5.7 There are alternatives for potential consideration in terms of differentiating between the smaller and larger retail formats which, given the points above, we consider to be a principle that ought to be catered for within the Council’s CIL approach. As an example, an alternative could be a higher floor-area threshold of say 500 sq m; again with no fixed rules but seeking an appropriate way of respecting the viability differences between the smaller and larger retail formats. The Council’s experience of recent delivery and / or and current / future development proposals may assist in considering this further.

- 3.5.8 Respecting the sensitivities, we consider that a CIL charging rate set at approximately half of the larger retail format charging rate would be appropriate. This would put the charging rate (linked to a threshold as considered above) in the range of our £50 - £75/sq m trial rates. We consider this to be appropriate for the smaller retail formats. With reference to the further information provided at Figure 12 (at 3.11.2 below) simply as an additional guide to the context of the potential CIL charges, a rate of this order would also maintain to a reasonable degree a proportional burden when the CIL charging rate is considered as a proportion of the GDV. Again whilst a higher rate could be justified, it would be preferable in our view to proceed in this way and (as with all CIL aspects) this could be kept under review.
- 3.5.9 An alternative would be to proceed with a single rate for retail, placed at a mid-point, on the basis that in some cases the increased potential would not be yielded in respect of the larger retail proposals (supermarkets and retail warehousing); and in others there may be a marginally greater viability impact than would have been the case with a lower (smaller retail format) rate. In our view this would be less reflective of the viability scenarios than suitably differentiated rates for retail development.
- 3.5.10 For smaller new convenience type developments, the actual sums of money available for land purchase can become relatively small. This tends to increase the sensitivity of the viability outcome to increased costs – e.g. from an increasing CIL charging rate. These types of units could be associated with mixed uses where they will need to provide a positive contribution to overall viability (perhaps as part of supporting other non-viable or less viable uses within mixed developments, local centre improvements or new housing developments, etc).
- 3.5.11 Again, we can see the deterioration in results as the values reduce – to a greater extent with this smaller retail scenario. The same sensitivity to the yield assumption exists and, depending on the investment view based on the strength of the leaseholder’s covenant, etc, this could also be a differentiating factor from the larger retail scenarios.
- 3.5.12 Overall, we recommend that the Council considers a CIL charging rate applicable to smaller retail that is set well beneath the higher retail rate recommended level. A single rate alternative (i.e. applicable to all) would need to be set beneath the level

supportable based on larger retail formats alone. If differentiating as suggested, this does not have to link to a specific floor area size (although it will be appropriate to define clearly at which point the higher retail rate would apply).

3.5.13 While we understand the prospect of new build town centre comparison shopping units to be relatively limited in planning (and in economic) terms in the coming few years, we consider that – should that form of development come forward – it would be appropriate to link that to a similar level of CIL charging proposed for the smaller retail developments (new convenience stores) as above; rather than to the higher (larger format retail – supermarkets and retail warehousing) rate. Town centre comparison shopping / shopping centre type development would normally come with higher construction and development costs. A number of town centre retail schemes are currently stalled - nationally. As related to other CIL matters, we suggest that the Council keeps its approach to CIL implementation under review with respect to any necessary widening-out of the current stage testing.

3.5.14 If the above approach is pursued by the Council, in summary the outcome would be that:

- all forms of retail development (all A class uses) except the larger formats envisaged here (supermarkets and retail warehousing as at 3.5.4 above) would be subject to the proposed lower-rate CIL charge (of up to £75/sq m maximum).

3.5.15 There are a range of retail related uses, such as motor sales units and retail warehousing / wholesale type clubs / businesses, which may also be seen in the District, although not regularly as new builds because such uses often occupy existing premises. Whilst it is not possible to cover all eventualities, and that is not the intention of CIL by our understanding, the Council may wish to consider whether any such retail parallels are appropriate within in its development plan and local context; suggested for alignment to the lower retail rate if relevant.

3.5.16 Consistent with the above, we assume that all A use class development including new provision for food and drink, fast food outlets, petrol stations etc exceeding the 100sq m CIL regulations floor area and provided for example as part of larger format retail developments, would be treated either as part of the retail-led scheme or

(when associated with leisure or other uses for example) as retail in their own right. From our wider research, with values and viability at broadly similar levels, this would be an appropriate outcome in our view. Other uses under the umbrella of retail would be treated similarly.

### **3.6 Business Development – Office / Industrial / Warehousing scenarios**

- 3.6.1 In terms of likely scheme viability, these scenarios are simpler to discuss than retail. Whilst, again, actual proposals could be highly variable in nature, this is because the overview results convincingly show that there is no foreseeable scope for any meaningful level of CIL charge to be applied to such schemes in Sevenoaks District (at least not without adding further delivery risk to schemes).
- 3.6.2 This reflects similar findings across widely varying areas of the country in a growing number of local authorities' work on the CIL to date – principally due to the recent / current economic conditions and insufficient demand to underpin development bearing in mind the risks and viability difficulties. The value/cost relationship for a wide range of business development types is simply insufficient to enable the evidencing of a CIL charging rate.
- 3.6.3 These results indicate that only with the most optimistic GDVs (highest capitalised rental scenarios produced by the most favourable yield and annual rent assumptions combinations), higher density (site coverage) and / or lower land value expectations do we see what we consider to be marginally viable schemes for high-end offices. Even then, those would most likely be on the basis of greenfield or other relatively low value land with a modest CIL charging rate. There would then be little room for increased yield assumptions, minor changes in rental levels or increases in costs / abnormals etc, leading again to negative viability outcomes. All in all this represents a sensitive set of circumstances where, on balance, the potential to add risk to already very difficult delivery prospects points in our view to a nil (£0/sq m) CIL charging rate for business development. Again, this could be kept under review.
- 3.6.4 Overall, we consider that in order to create meaningful CIL scope on any level of regular basis, the collective assumptions would need to be moved to points that are too optimistic overall at the current time - and that this is likely to be the case for

these development types for the short-term future at least. The potential CIL charging schedule review period again could be relevant here in terms of taking a further look to check this picture in the not too distant future.

- 3.6.5 Our iterative process stopped at the point of producing negative RLVs, as there was no point continuing with appraisals based on less favourable viability assumptions (rents, yields, etc
- 3.6.6 The industrial unit type scenarios reviewed produced similar to worse results than offices on the basis of the assumptions applied. As such, in the same way we have not considered it appropriate or necessary to further explore where the potentially workable scenarios may lie in terms of wider views of assumptions. In practice, we could also see less favourable yield and rental combinations than those we have reviewed. We would not expect to assume more favourable rental capitalisation than from a 7.5% yield for these scheme types locally in the current ongoing climate of economic uncertainty. Again, the results tables show the trends that we saw developing.
- 3.6.7 Any infrastructure funding yield benefits from seeking the collection of a nominal / modest level of CIL charge for business uses in our view need to be considered in the context of the non-negotiable nature of CIL and associated risk scenario in light of the balance to be sought.
- 3.6.8 In summary, and in common with other similar reporting that we and others have completed, we recommend that a zero (£0) CIL charging rate be considered for these (Business) development types.

### **3.7 Hotels**

- 3.7.1 The hotel scenarios reviewed represent a range of outcomes that are again very sensitive to the values driving the appraisals.
- 3.7.2 The test scenarios showed that only with what we consider to be an optimistic collection of assumptions, probably including improved values, could we see clear

scope for CIL charging. This might only be at levels up to around those applicable to small retail; as above – say £50 to 75/sq m. Given the sensitivities of even those more optimistic scenarios to added cost or other negative influences on viability, however, overall we do not see a picture which represents clear, reliable scope for CIL charging in our opinion.

3.7.3 We think this represents a case where the Council will need to consider the likelihood of development of this type being pursued or occurring regularly in the coming few years (thinking about what that means for the potential CIL infrastructure funding yield etc) balanced against the potential to add further significant risk to its potential delivery.

3.7.4 On balance, therefore, we recommend that, at the current point, a zero (£0) charging rate should be considered for this use type. In looking for the right balance, it appears that the likely limited CIL yield (contribution to funding gap) potential may not outweigh the added risk to the viability of any new build / extension proposals for hotel use. It appears to be a use where potential viability is quite finely balanced, so that a number of factors could quickly reduce what at this high level review stage appears a potentially workable scenario in certain circumstances. This could be considered further and, again, could be kept under review pending experience of the CIL in operation and of course varying market conditions etc. Experience in practice, including any specific local delivery evidence, may influence future reviews.

### **3.8 Residential Institutions – Care Homes**

3.8.1 Proposals falling under this category could again be highly variable in nature, including in terms of the values and other assumptions potentially applicable to varying scheme specifics. Related to the ageing population profile, it is likely to be a form of provision considered relevant as part of the overall accommodation and care offer available within the area. Compared with the scope of the residential charging scenario suggested for the District, this envisages developments where (consistent with 3.2.17 above) care would generally be provided to residents who usually live in accommodation which does not provide fully self-contained units.



- 3.8.2 We have not been able to identify nor been provided with any recent development examples or other comparables / guides as to clear financial assumptions associated with this form of development as would be relevant to Sevenoaks District. In the absence of such information, it has been necessary to make high level assumptions; nevertheless as is appropriate to this level of study. In a similar way to the reviews carried out for other development types, it was possible to consider what would need to change within the assumptions to create scenarios with reasonable viability prospects on a regular basis.
- 3.8.3 On the assumptions applied, we began to detect a very similar tone of results to those associated with hotels. Therefore, we did not continue with further trials only to produce additional sets of negative RLV results. So, similarly, our evidence suggests poor viability prospects unless assumptions are moved in favour of viability by increasing values and / or reducing costs from the levels assumed. Again, at this point we consider that would need to occur to too significant a degree in order to reliably support strong viability outcomes. Therefore, in our view the discussion on these becomes a similar one about balance and potential added risk to development. Experience in practice could show viability being established across a range of circumstances, but we have not been able to clearly evidence viability to that point at present.
- 3.8.4 Based on very similar thinking to that above in relation to hotels, therefore, currently we are not able to support any meaningful level of CIL scope in respect of such developments. Within the general monitoring scenario, however, the Council should again keep this under review so as to see how experience in practice may influence any future review – all as for hotel developments at 3.7 above.
- 3.8.5 Again, therefore, from our viability viewpoint a zero (£0) CIL charging rate is recommended at this initial stage of implementation CIL.

### **3.9 Agriculture**

- 3.9.1 Given the rural setting of large parts of Sevenoaks District, we considered the development of agricultural facilities at a high level – with barns, animal sheds, stores, packing sheds and the like in mind.

- 3.9.2 We formed the view that whilst, by definition, these types of development would generally be on greenfield / low existing use value land, in the great majority of cases they would be examples of schemes that require investment rather than representing profitable development. This is because usually they would not have a sufficient market value on completion to support their development cost. Many of these facilities would be akin to light industrial construction, but usually it appears with lower-still end values applying to them.
- 3.9.3 Research confirmed this poor relationship between development values and costs (as very briefly outlined at Figure 10 below) so that we did not pursue it further and recommend that agricultural development of this nature should be subject to a £0 (nil) CIL charging rate.

### **3.10 Other uses – including Community Uses**

- 3.10.1 Following our extensive iterative review process, throughout this assessment we can see that once values fall to a certain level there is simply not enough development revenue to support the developments costs, even before CIL scope is considered (i.e. where adding CIL cost simply increases the nominal or negative numbers produced by the appraisals – makes the RLVs, and therefore viability prospects, lower or moves them further into negative).
- 3.10.2 In such scenarios, a level of CIL charge or other similar degree of added cost in any form would not usually be the single cause of a lack of viability. Such scenarios are generally unviable in the sense we are studying here – as a starting point. This is because they have either a very low or no real commercial value and yet the development costs are often similar to equivalent types of commercial builds. We regularly see that the even the build costs, and certainly the total costs, exceed levels that can be supported based on any usual view of development viability. These are often schemes that require financial support through some form of subsidy or through the particular business plans of the organisations promoting and using them.
- 3.10.3 As will be seen below, there are a wide range of potential development types which could come forward as new builds, but even collectively these are not likely to be

significant in terms of “lost opportunity” as regards CIL funding scope. We consider that many of these uses would more frequently occupy existing / refurbished / adapted premises.

3.10.4 A clear case in point will be community uses which generally either generate very low or sub-market level income streams from various community groups and as a general rule require very significant levels of subsidy to support their development cost; in the main they are likely to be a long way from producing any meaningful CIL scope.

3.10.5 There are of course a range of other arguments in support of a distinct approach for such uses. For example, in themselves, such facilities are generally contributing to the wider availability of community infrastructure. They may even be the very types of facilities that the pooled CIL contributions will ultimately support to some degree. For all this, so far as we can see the guiding principle in considering the CIL regime as may be applied to these types of scenarios remains their viability as new build scenarios.

3.10.6 In any event, from our viability perspective, a zero (£0) CIL rate is recommended in these instances.

3.10.7 As a part of reviewing the viability prospects associated with a range of other uses, we compared their estimated typical values (or range of values) – with reference to values research from entries in the VOA’s Rating List and with their likely build cost levels (base build costs before external works and fees) sourced from BCIS.

3.10.8 Figure 10 below provides examples of the review of the relationship between values and costs in a range of these other scenarios. This is not an exhaustive list by any means, but it enables us to gain a clear picture of the extent of development types which (even if coming forward as new builds) would be unlikely to support CIL funding scope. We consider that these types of value / cost relationships would be seen in a wide variety of locations.

Figure 10: Other development types – example value / cost relationships

Example development type	Indicative Annual rental value (£/sq m)	Indicative capital value (£/sq m)	Base build cost –BCIS** (£/sq m)	Viability prospects and Notes
Halls – community halls, etc	£10 - 30	£100 - 300	Approx. £1,500 (General purpose halls)	Clear lack of development viability
Community centres, clubs and similar	£20 - 40	£200 - 400	Approx. £1,400 (Community centres)	Clear lack of development viability
Garages & depots	£40 – 75 (max £125)	£400 – 750 (max £1250)	£780 (Builders yards, highways depots and similar)	Similar to low grade industrial (B uses) – costs generally exceed values
Storage – e.g. on farms / other	Wide range say £30 - 80	£300 – 800	Approx. £470 - £530 (agricultural storage to purpose built warehouse)	As above – assumed similar to B type uses. Poor relationship between values and costs. No evidence in support of regular viability.
Surgeries / similar	£90 - 185	£900 – 1,850	Approx. £1,400 - £1,500 (health centres, clinics, group practice surgeries).	Insufficient viability to clearly outweigh costs on a reliable basis.
Day nurseries	£80 - 125	£800 – 1,250	Approx. £1,500 - £1,600	Costs generally exceed values. Lack of development viability
Leisure – other	£115 - £125	£1,533	Approx. £1,100-	Likely marginal

Example development type	Indicative Annual rental value (£/sq m)	Indicative capital value (£/sq m)	Base build cost –BCIS** (£/sq m)	Viability prospects and Notes
bowling / cinema		(@7.5% yield)	£1,200	development viability at best. Although retail use concessions / associated development would attract charging at the retail rate(s).
Leisure – private health / fitness	£120	£1600 @7.5% yield)	Approx. £1,700 (Gymnasia, fitness centres etc)	Costs outweigh values. No evidence in support of regular viability.

\*£/sq m approximation only - prior to all costs allowances (based on assumed 10% yield for illustrative purposes - unless stated otherwise)

\*\*general indication excluding local costs indexing, external works, fees, contingencies, sustainability additions, etc.

3.10.9 With the exception, potentially, of retail linked types such as mentioned at 3.5.14 to 3.5.16 above (should the Council consider those sufficiently relevant to the plan delivery and propose include those with the CIL charging scope), our recommendation is for the Council to consider a zero (£0) CIL rate in respect of a range of other uses such as these. As in other cases, this could be reviewed in future - in response to monitoring information. Our overriding view is that the frequency of these other new build scenarios that could reliably support meaningful CIL scope is likely to be very limited.

3.10.10As alternatives, and we understand that there is no guidance pointing either way, the Council could consider leaving such other proposals to “default” to a nominal rate; or to a higher rate (e.g. £50/sq m) to capture contributions from a small number of developments. That strategy would involve considering the risk that any other developments from a potentially wide range that could come through as new builds

or extension schemes (exceeding the 100 sq m CIL Regulations threshold) could be presented with viability difficulties.

**3.11 Charge Setting and CIL Rate Review**

3.11.1 To further inform the Council’s rate setting and ongoing work, also we have considered the range of potential CIL rates (trial rates) that have been viability tested in terms of their proportion of completed development value (sales value or ‘GDV’).

3.11.2 The values assumptions used to calculate the following proportions are as assumed within the study. See figures 11 and 12 below:

Figure 11: CIL Trial rates as % of GDV – Residential

CIL Rate (£/sq m)	Value Level (VL) – intermediate VLs as examples only (£/sq m)				
	VL 2	VL 4	VL 6	VL 8	VL 10
	£2,500	£3,000	£3,500	£4,000	£4,500
Indicate locality / potential CIL charging zone	Lower values zone				
	Upper values zone				
£25	1%	0.83%	0.71%	0.63%	0.56%
£50	2%	1.67%	1.43%	1.25%	1.11%
£75	3%	2.5%	2.14%	1.88%	1.67%
£100	4%	3.33%	2.86%	2.5%	2.22%
£125	5%	4.17%	3.57%	3.13%	2.8%
£150	6%	5%	4.29%	3.75%	3.33%
£175	7%	5.83%	5%	4.38%	3.89%
£200	8%	6.67%	5.71%	5%	4.44%

Figure 12: CIL Trial rates as % of GDV – Commercial (for development uses associated with CIL scope from viability findings – %s for other development uses not provided)

Scheme Type	CIL Trial Rate (£/sq m)	7.50% Yield & annual rent £ & GDV / sq m			6.50% Yield & annual rent £ & GDV /sq m		
		L £230	M £260	H £290	L £230	M £260	H £290
Large Format Retail – Supermarket (Convenience > 280 sq m)		£3,066	£3,466	£3,866	£3,537	£3,999	£4,460
	£25	0.82%	0.72%	0.65%	0.71%	0.63%	0.56%
	£50	1.63%	1.44%	1.29%	1.41%	1.25%	1.12%
	£75	2.45%	2.16%	1.93%	2.12%	1.88%	1.68%
	£100	3.26%	2.89%	2.59%	2.83%	2.5%	2.24%
	£125	4.08%	3.61%	3.23%	3.53%	3.13%	2.80%
	£150	4.89%	4.33%	3.88%	4.24%	3.75%	3.36%
	£175	5.71%	5.05%	4.53%	4.95%	4.38%	3.92%
	£200	6.52%	5.77%	5.17%	5.65%	5%	4.48%
Large Format Retail - Retail Warehouse		L £175	M £200	H £225	L £175	M £200	H £225
		£2,333	£2,666	£2,999	£2,692	£3,076	£3,461
	£25	1.07%	0.94%	0.83%	0.93%	0.81%	0.72%
	£50	2.14%	1.88%	1.67%	1.86%	1.63%	1.44%
	£75	3.21%	2.81%	2.5%	2.79%	2.44%	2.17%
	£100	4.29%	3.75%	3.33%	3.71%	3.25%	2.89%
	£125	5.36%	4.69%	4.17%	4.64%	4.06%	3.61%
	£150	6.43%	5.63%	5%	5.57%	4.88%	4.33%
	£175	7.5%	6.56%	5.84%	6.5%	5.69%	5.06%
£200	8.57%	7.5%	6.67%	7.43%	6.5%	5.78%	
Small Format Retail – e.g. convenience store < 280 sq m and all other A class development		L £110	M £140	H £170	L £110	M £140	£ 170
		£1,466	£1,866	£2,266	£1,692	£2,153	£2,615
	£25	1.71%	1.34%	1.10%	1.48%	1.16%	0.96%
	£50	3.41%	2.68%	2.21%	2.96%	2.32%	1.91%
	£75	5.12%	4.02%	3.31%	4.43%	3.48%	2.87%
	£100	6.82%	5.36%	4.41%	5.91%	4.64%	3.82%
	£125	8.53%	6.70%	5.52%	7.34%	5.81%	4.78%
	£150	10.23%	8.04%	6.62%	8.87%	6.97%	5.74%
	£175	11.94%	9.38%	7.72%	10.34%	8.13%	6.69%
£200	13.64%	10.72%	8.83%	11.82%	9.29%	7.65%	

3.11.3 The Council may wish to use the above information as part of the wider context for considering its CIL charging rates and options, in its balancing of objectives and also considering potential CIL yields from various scenarios (meaning here the potential total sums to be collected - based on the assumptions used). Purely for illustrative purposes in this context, the green shaded areas within the above Figure 12 table indicate where the proposed CIL charging rate parameters align with their likely relevance to the scenario types.

3.11.4 In considering the potential “yield” (as at 3.11.3) from CIL and implementing particular options / approaches the Council will need to factor-in the principle that CIL will not be chargeable on affordable housing.

**3.12 Summary – CIL Charging Rate scope and other Recommendations**

3.12.1 In summary, from a viability point of view we recommend the following for consideration by Sevenoaks District Council in taking forward the setting of rates within a preliminary draft charging schedule (see figure 13 below):

Figure 13: Recommendations Summary - CIL Charging Rates

<b>Summary on CIL Viability – Potential Rates and Guidance for the Council’s consideration</b>
<b><u>Residential – (see also Map at Appendix V)</u></b>
<b><i>Recommendation:</i></b>
<b><u>Differentiated Rates -</u></b>
In lower value areas an appropriate rate of £75/sq m (i.e. Swanley, New Ash Green and adjoining areas in the north of the District; Edenbridge in the south west).
In higher value areas an appropriate rate of £125/sq m (i.e. rest of District centred on Sevenoaks, including Westerham, Otford and all areas excluding the suggested lower rate zones as above).
<b><u>Retail – generally – suggested main option to differentiate; alternative to set a</u></b>



<p><b>single rate.</b></p> <p>Relates to all A-class uses.</p>
<p><b><u>Retail – large format – (meaning supermarkets i.e. large scale convenience stores and retail warehousing)</u></b></p>
<p><b><i>Recommendation:</i></b></p> <p>Rate – suggested not exceeding £125/sq m (that being within greater viability scope) - if differentiating.</p> <p>Applicable to convenience stores of over 280 sq m sales area and the retail warehousing of any size.</p> <p>Convenience retailing, based on the former PPS 4 definition) means:  <i>The provision of everyday essential items, including food, drinks, newspapers/magazines and confectionary.</i></p> <p>Retail warehousing means:  <i>Large stores specialising in the sale of household goods (such as carpets, furniture and electrical goods), DIY items and other ranges of goods, catering mainly for car-borne users.</i></p>
<p><b><u>Retail – small / other formats</u></b> – others types including smaller convenience stores and town centre comparison retail.</p> <p>Principally this envisages convenience stores with a sales area of less than 280 sq m as the most likely new-build forms. However (if the Council expects significant provision of any such developments within the life of the charging schedule) this would also applicable to all other retail categories outside large convenience stores and retail warehousing. Therefore this would be applicable to town centre comparison retail and potentially to other retail based uses (e.g. motor sales, retail warehousing/wholesaling clubs - should those be included with the charging schedule). Suggested that alongside the definitions a threshold approach of 280 sq m sales floor area could be used for new convenience store developments to differentiate between the lower and higher charging rates, whilst acknowledging</p>

<p>that threshold could also be set higher (at up to say 500 sq m) given that we have found viability outcomes not to be particularly sensitive to specific floor area alone, if the retailing format envisaged stays constant and so means little variation to rents, yields and other assumptions.</p> <p><i>Convenience retailing defined as above.</i></p>
<p><b>Recommendation:</b></p> <p>Up to approximately half large (convenience stores of over 280 sq m and retail warehousing) retail rate – suggested appropriate parameters up to £50 - 75/sq m - if differentiating.</p>
<p>Retail alternative – single charging rate – necessarily close to suggested lower rate. Suggested not exceeding £75/sq m if considered, but means compromise and considered by DSP to be a less suitable approach.</p>
<p><b><u>Business Development - Office and Industrial (B1, B1a, B2, B8)</u></b></p>
<p><b>Recommendation:</b></p> <p>Zero rate (£0)</p>
<p><b><u>Hotels and Care Homes</u></b></p>
<p><b>Recommendation:</b></p> <p>Zero rate (£0) on balance in preference to a low / nominal rate (Alternative: nominal / low CIL rate, but difficult to justify in viability terms and added risk to potentially marginal schemes).</p>
<p><b><u>Community and other uses, including Agricultural</u></b></p>
<p><b>Recommendation:</b></p> <p>Zero rate (£0) on balance in preference to a low / nominal rate (Alternative: nominal / low CIL rate, but difficult to justify in viability terms and again added risk to potentially marginal schemes).</p>

3.12.2 In all cases (applicable also to commercial/non-residential scenarios) any rates considered below the levels and parameters that we set out are within the scope of our viability findings.

3.12.3 **Additional recommendation: To consider monitoring and review.** The DCLG Charge Setting Procedures (paragraph 75)<sup>3</sup> state that: *'The Government has not specified a recommended lifetime for charging schedules and there is no requirement in the Act placing charging authorities under a duty to review their charging schedules. However, charging authorities are strongly encouraged to keep their charging schedules under review'*. This is important to ensure that CIL charges remain appropriate over time – for instance as market conditions change, and also so that they remain relevant to the gap in the funding for the infrastructure needed to support the development of the Council's area. Although there is no fixed period or frequency for this we recommend that the Council begins to consider its more detailed implementation strategies around CIL, including how it will monitor and potentially review CIL collection and levels – informed by the experience of operating it in practice. In discussion with a range of local authority clients, potential review periods (i.e. initial charging schedule life-spans) ranging from say 2 to 4 or 5 years are currently being discussed at early CIL implementation stages. There are no set rules or established views on review periods as yet, but in due course, we may begin to see patterns and practices emerging on this

3.12.4 To provide context for these monitoring and review processes, we expect that charging authorities will need to follow their local property and development markets by staying aware of trends in values and costs for example through gathering information on local schemes, tracking market movements and perhaps monitoring trends seen from site specific viability outcomes.

3.12.5 **Additional recommendation: To implement such monitoring processes and use them to inform the future review of the local implementation of the CIL.** The DCLG CIL Overview<sup>4</sup> document (at paragraphs 19 and 20) touches on the intended open and transparent nature of the levy and in doing so states that charging authorities must prepare short monitoring reports each year.

---

<sup>3</sup> DCLG – Community Infrastructure Levy Guidance – Charge Setting and Charging Schedule Procedures (March 2010)

<sup>4</sup> DCLG – The Community Infrastructure Levy - An Overview (May 2011)

- 3.12.6 In our experience of updating viability based work, it is beneficial to do so at points where a key viability influence or influences may be changing or enough is known about it / them to enable full consideration – e.g. associated with reviewing impacts or potential impacts from a notable move in the market, amendment or introduction of other government level or local policies (e.g. on affordable housing or sustainability); rather than at abstract points.
- 3.12.7 This is because the collective costs and obligations to be carried by a development scheme are key to its viability. In this regard it has been noted that by itself CIL may not be one of the more significant influences on viability. Particularly given that CIL charging will be non-negotiable (and also consistent with the NPPF), it follows that the charging authority (Sevenoaks or any other) will need to be mindful of these collective impacts and will need to continue operating other policy areas with appropriate adaptability where scheme specific issues arise and need to be discussed through the sharing of viability information.
- 3.12.8 **Additional recommendation:** As has been the case with s.106 obligations, **to consider the scope (as far as permitted) to phase CIL payment timings** where needed as part of mitigation against scheme viability and / or delivery issues. Through all of our development viability work, particularly in relation to larger developments and especially longer running / phased residential schemes, we observe the impact that the particular timing of planning obligations have. The same will apply to the payments due under the CIL. Front loading of significant costs can impact development cash flows in a detrimental way, as costs (negative balances) are carried in advance of sales income. Considering the spreading of the cost burden as far as may be permissible even on some smaller schemes, may well provide a useful tool for supporting viability in the early stages. Consistent with the high level nature of this work and the theme of not taking all assumptions to optimal levels to support the viability outcomes, we have not factored-in the potential benefits of phased CIL payment timings; the payments have been assumed as up-front costs (paid on commencement of development).
- 3.12.9 Allied to this, the Council may wish to consider the extent to which pooled funds might be used to forward-fund or part fund key early infrastructure elements that may be required to facilitate schemes progressing, or proceeding more smoothly.

This is not a new principle. Discussions with developers on the timing of affordable housing provision and / or financial contribution obligations, for example, could also continue to be important in this regard. In some cases, an affordable housing element provides valuable and relatively secure cash flow; in others there may be overall scheme benefits from phasing its provision differently.

3.12.10 Within its brief as an added point rather than central to the current CIL considerations, the Council also asked DSP to consider what a charging rate might look like for residential development in the event the government's regulations develop to include affordable housing within the CIL charging regime. In practice, from site to site, the sum added to the rates discussed in this report would vary with the market value, dwelling type and tenure of the affordable dwellings that the sum is to create equivalence with (assuming the principle would be to collect a level of financial contribution broadly equivalent to receiving on-site; for adding to the base CIL charging rate). If this were progressed (nationally) then it would make the scheme appraisal very similar to looking at developments which made CIL payments but then also made a financial contribution towards meeting affordable housing needs in addition to that. This situation will most likely be seen in practice on some individual sites when CIL is implemented in its current form. However, this is quite a complex matter to consider if envisaged as fully imported into the CIL regime. It is quite likely that a complete overhaul of how affordable housing obligations are sought and calculated would be needed, because the floor area of the affordable housing (currently related to the affordable housing policy target %) would need to be factored-in for application to the market housing floor areas in accordance with CIL principles. We consider that the thinking on the level of contribution may need to be considered in one of two ways - as follows.

3.12.11 The first potential route to assessing affordable housing equivalence would be to look at the gap between market sales revenue(s) and the affordable housing transfer payment(s) that would have been made through on-site provision. Detailed work could be carried-out to create a grid indicating these revenue gaps across the wide range of market values (VLs), dwelling types and affordable housing tenure variations that might apply. This grid would look like the affordable housing revenues background assumptions sheet included at Appendix I. This was also explained at

2.3.12 to 2.3.19 above. Depending on how the use of CIL operated for affordable housing (if indeed it develops to that point in the future), it could then be possible to closely estimate the likely revenue gaps across a wide range of situations, or prepare an approach ready for use with specific sites. As an alternative and probably more readily workable scenario in the CIL context, an overview could be made by fixing the revenue gaps based on average %s of MV or on some other assessment of typical figures from within the range shown by the same grid. The relevant proportion of affordable housing (the Council's policy target %) to be sought for conversion to a financial sum, would need to be factored into the calculations.

3.12.12 Depending on how it might operate, the approach to considering affordable housing financially within CIL as at 3.12.10 (seeking to reflect the revenue gaps) may be too complex in the CIL context. As an alternative, therefore, we consider that reference to the affordable housing build costs including external works (and potentially also including the professional fees, contingencies and any sustainability factors, etc) could have the potential to be a more suitable and consistent overview method of "pricing" the affordable housing element to come within the CIL umbrella.

3.12.13 If the approach at 3.12.12 were to be developed, then at present the assumptions set out with in this study (at sections 2.6, 2.7 and Appendix I) would be used to assess on an overview basis the affordable housing total build costs. We consider that this could have the potential to provide a suitable overview basis, subject of course to further development and review – most likely to include further viability testing. A calculation would need to be carried out whereby the equivalent developer / landowner subsidy to that provided through on-site provision affordable housing provision were factored-in as a string point, borne by the increased number of market homes that resulted from nil affordable on-site; then viability tested.

3.12.14 Purely as an example, we could take the study assumptions for the base build cost for houses including external works (£1,095/sq m), add the 15% for professional fees and contingency plus the base 5% sustainable construction cost uplift. There could be other ways of looking at this, but in experience developers generally accept that affordable housing produces little or no land value (particularly rented tenure) but seek to get as close as possible to recouping reasonable build costs. This example,

purely as an indication, would produce a figure in the order of £1,315/sq m prior to allowing for the renewable energy addition as well (approximately a further £40/sq m based on an 85 sq m dwelling). This indicates that a further £1,350 - £1,400/sq m could be an appropriate level of “charge” per sq m of affordable housing brought within these principles; based on substituting this for direct provision (but only as a highly indicative feel for this; and all subject to viability testing). The same calculation would produce a higher figure generally for schemes of or containing flats, although a “blended rate” could be arrived at to reflect a dwelling mix. As above, it can be seen that this is a complicated area which would require detailed consideration in the knowledge of how the CIL would operate to “incorporate” affordable housing funding requirements. Under this example calculation, the base CIL rate parameters for residential (£75 – 125/sq m) would be added to the above. As an aside, this also gives a rough feel for the relative viability impacts of CIL and affordable housing.

3.12.15 Were the relationship between CIL and affordable housing to develop in this way (which would not be on a Sevenoaks District only basis), then this whole area would need to be considered in terms of strategy and access to suitable land resources or development / redevelopment opportunities where the funds could be directed. As with other aspects of CIL, ongoing monitoring and review would be needed.

**Main text of final study report ends.**

**June 2012.**

Appendix I  
Development Appraisal Assumptions



**Sevenoaks District Council - Community Infrastructure Levy Viability Assessment - Residential Assumptions Sheet**

Scheme Size Appraised	Dwelling Mix (BF = Bed Flat; BH = Bed House)	Likely Density (dph)	Site Type	Percentage Affordable Housing & Tenure Mix		Construction Duration (months excl lead-in)
				Private Mix	Affordable Tenure Split 65% AR; 35% LCHO*	
1 Dwelling	1 x 4BH	30	Brownfield	1 x 4BH	Financial Contribution	6
5 Dwellings - 20% AH	4 x 3BH; 1 x 4BH	40	Brownfield / Greenfield	3x3BH; 1x4BH	1x3 BH AR	6
10 Dwellings - 30% AH	5 x 3BH; 5 x 2BH	40	Brownfield / Greenfield	3 x 2BH; 4 x 3BH	1 x 2BH, 1 x 3BH AR; 1 x 2BH SO	9
15 Dwellings - 40% AH	10 x 3BH; 5 x 2BH	40	Brownfield / Greenfield	6 x 3BH; 3 x 2BH	4 x 3BH AR; 2 x 2BH SO	12
25 Dwellings - 40% AH	5 x 1BF; 5 x 2BF; 5 x 2BH; 10 x 3BH	55	Brownfield / Greenfield	3 x 1BF; 3 x 2BF; 3 x 2BH, 6 x 3BH	3 x 2BF, 2 x 2BH, 4 x 3BH AR; 2 x 1BF, 1 x 2BF SO	12
50 Dwellings - 40% AH	8 x 1BF; 17 x 2BF; 6 x 2BH; 12 x 3BH; 7 x 4BH	55	Brownfield / Greenfield	5 x 1BF; 10 x 2BF; 4 x 2BH; 7 x 3BH; 4 x 4BH	1 x 1BF, 3 x 2BF, 1 x 2BH, 5 x 3BH, 3 x 4BH AR; 2 x 1BF, 4 x 2BF, 1 x 2BH SO	18
80 Dwellings - 40% AH	30 x 1BF; 50 x 2BF	75	Brownfield	18 x 1BF; 30 x 2BF	8 x 1BF, 13 x 2BF AR; 4 x 1BF, 7 x 2BF SO	24
250 Dwellings - 40% AH	30 x 1BF; 158 x 2BF; 25 x 2BH; 37 x 3BH	100	Brownfield	18 x 1BF, 95 x 2BF; 13 x 2BH, 24 x 3BH	8 x 1BF, 35 x 2BF, 6 x 2BH, 13 x 3BH AR; 4 x 1BF, 28 x 2BF, 3 x 2BH	60

\*Policy position. Actual percentage will vary due to numbers rounding.  
Affordable housing mix proportional to private mix.

Unit Sizes (sq m)	Affordable	Private
1-bed flat	51	45
2-bed flat	67	60
2-bed house	76	75
3-bed house	86	95
4-bed house	110	125

Open Market Value	VL1	VL2	VL3	VL4	VL5	VL6	VL7	VL8	VL9	VL10	VL11	VL12
1-bed flat	£101,250	£112,500	£123,750	£135,000	£146,250	£157,500	£168,750	£180,000	£191,250	£202,500	£213,750	£225,000
2-bed flat	£135,000	£150,000	£165,000	£180,000	£195,000	£210,000	£225,000	£240,000	£255,000	£270,000	£285,000	£300,000
2-bed house	£168,750	£187,500	£206,250	£225,000	£243,750	£262,500	£281,250	£300,000	£318,750	£337,500	£356,250	£375,000
3-bed house	£213,750	£237,500	£261,250	£285,000	£308,750	£332,500	£356,250	£380,000	£403,750	£427,500	£451,250	£475,000
4-bed house	£281,250	£312,500	£343,750	£375,000	£406,250	£437,500	£468,750	£500,000	£531,250	£562,500	£593,750	£625,000
Value Houses (£ / m <sup>2</sup> )	£2,250	£2,500	£2,750	£3,000	£3,250	£3,500	£3,750	£4,000	£4,250	£4,500	£4,750	£5,000

<b>Development Costs</b>	
<b>RESIDENTIAL BUILDING, MARKETING &amp; S106 COSTS</b>	
Build Costs Flats (Generally) (£/m <sup>2</sup> ) <sup>1</sup>	£1,247
Build Costs Houses (Mixed Developments) (£/m <sup>2</sup> ) <sup>1</sup>	£1,095
Site Preparation (£ / unit)	£4,000
Survey Costs (£ / unit)	£500
Contingencies (% of build cost)	5%
Professional & Other Fees (% of build cost)	10.0%
Sustainable Design / Construction Standards & 10% On-site renewables allowance (% of build cost) <sup>2</sup>	5%
Lifetime Homes - notional additional allowance (per unit)	£575
10% On-site renewables - notional allowance (per unit)	£3,500
Residual s106 /non-CIL costs (£ per unit)	£1,000
Marketing & Sales Costs (%of GDV)	3%
Legal Fees on sale (£ per unit)	£750
<b>DEVELOPER'S RETURN FOR RISK AND PROFIT</b>	
Open Market Housing Profit (% of GDV)	20.0%
Affordable Housing Profit (% of GDV)	6.0%
<b>FINANCE &amp; ACQUISITION COSTS</b>	
Arrangement Fee - (% of loan)	1.0%
Miscellaneous (Surveyors etc) - per unit	0.00%
Agents Fees (% of site value)	1.00%
Legal Fees (% of site value)	0.75%
Stamp Duty (% of site value)	0% to 7%
Finance Rate - Build (%)	6.5%
Finance Rate - Land (%)	6.5%

Monitoring information from SDC suggests this allowance is greater than historical residual s106 for highways / open space. Assume other s106 contributions cease to be collected under CIL implementation.

HMRC scale

**Notes:**

<sup>1</sup> Build cost taken as "Median" figure from BCIS for that build type - 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. BCIS data: Flats (Generally): £1084/m<sup>2</sup> GIA; Houses Mixed Development: £952/m<sup>2</sup>  
 Build costs taken from 4th Quarter 2011 and rebased to Sevenoaks Location Factor of 117 without externals, contingencies or fees  
 Above build costs include externals at 15%.

<sup>2</sup> The above costs are based on the Cost of Building to the Code for Sustainable Homes - Updated Cost Review (August 2011) cost data assuming Building Regs 2010 baseline.

**Sevenoaks District Council - Community Infrastructure Levy Viability Assessment - Commercial Assumptions Sheet**

Development Type	Example Scheme Type	GIA (m <sup>2</sup> )	Site Coverage	Site Size (Ha)	Net/Gross ratio (%)	Build Period (Months)**	Values Range - Annual Rents £ per sq m			Build Cost (£ per sq m)*	External works cost addition (%)	Cost (£/sq m excl fees etc)	Notes:
							Low	Mid	High				
Large Retail	Supermarket - town centre	2000	33%	0.61	90.00	9	£230	£260	£290	1261	20%	£1,513	BCIS - Hypermarkets / Supermarkets - generally. Externals calculated from "Building" <a href="http://www.building.co.uk/data/cost-model-supermarkets/1029095.article">http://www.building.co.uk/data/cost-model-supermarkets/1029095.article</a>
Medium / Large Retail	Retail warehouse - out of town	2500	31%	0.81	90.00	7	£175	£200	£225	586	20%	£703	BCIS - Retail warehouses - 1,000 - 7,000 sq m.
Small Retail	Convenience Store - various locations	300	60%	0.05	90.00	6	£130	£150	£170	763	20%	£916	BCIS - Shops - Generally
Town Centre Retail	Larger comparisons store	3000	75%	0.40	90.00	12		£130		922	20%	£1,106	BCIS - Department stores
Offices - Town Centre	Office Building - town centre	7000	300%	0.23	90.00	18	£170	£200	£230	1449	20%	£1,739	BCIS - Offices - 3-5 Storey; airconditioned
Offices - Business Park	Office Building - business park / edge of town	2500	31%	0.81	90.00	12	£170	£200	£230	1359	20%	£1,631	BCIS - Offices - 1-2 Storey; airconditioned
Industrial / Warehousing - small	Start-up/move-on type industrial unit including offices - industrial estate	200	40%	0.05	100.00	6	£80	£90	£100	866	20%	£1,039	BCIS - Advance factories / offices - mixed facilities (B1) - 500-2000m <sup>2</sup>
Industrial / Warehousing - larger	Larger industrial / warehousing unit including offices - industrial estate - PDL / Greenfield	2500	31%	0.81	100.00	8	£70	£80	£90	476	20%	£571	BCIS - Advance factories / offices - mixed facilities (B1) - >2,000m <sup>2</sup>
C1 Hotel (budget)	Hotel - town centre (160 rooms - approx. 25 sq m each letting space)	4500	100%	0.45	90.00	12	£4,000 per unit	£4,500 per unit	£5,000 per unit	£1,508	20%	£1,810	BCIS - Hotels
Residential Institution	Nursing Home / similar - rural	5000	30%	1.67	90.00	16	£140	£160	£180	£1,492	20%	£1,790	BCIS - Nursing Homes, convalescent homes, short stay medical homes
Residential Institution	Nursing Home / similar - urban	3000	120%	0.25	90.00	16	£140	£160	£180	£1,492	20%	£1,790	BCIS - Nursing Homes, convalescent homes, short stay medical homes

Development Costs	
Professional Fees (% of cost)	10%
Contingencies (% of cost)	5%
Planning / Building Regs etc / insurances (% of cost)	2.0%
Site survey / preparation costs	Variable
<b>Finance Costs</b>	
Finance rate (including over lead-in and letting / sales period)	6.5%
Arrangement Fee (% of cost)	1.0%
<b>Marketing Costs</b>	
Advertising Fees (% of annual income)	1%
Letting Fees (% of annual income)	10%
<b>Purchaser's Costs</b>	5.75%
<b>Developer Profit (% of GDV)</b>	20%
<b>Yields</b>	Variable
<b>Site Acquisition Costs</b>	
Agents Fees (% of site value)	1%
Legal Fees (% of site value)	0.75%
Stamp Duty (% of value) - HMRC scale	0 to 5%

\*BCIS Median - Location Factor Sevenoaks (117); 4Q 2011

\*\*BCIS Construction Duration Calculator

Sevensoaks District Council - Affordable Housing Payments to Developer (Transfer value) Data

Unit Type	DSP sales value per sqm	DSP Values Range	Equivalent Jan 1999 value	Assumed Social rent (SR) level per week April 2013	ASDS Social Rent price	Assumed Social Rent price - % of OMV	High Weald April 2012 LHA rate	Transfer value based upon April 2012 LHA for High Weald	North West Kent April 2012 LHA rate	Transfer value based upon April 2012 LHA for North West Kent	Rents assuming 5% Yield - 80% market rent (MR)	Transfer value based upon 80% MR	Transfer value based upon 80% MR - % of OMV	Rents assuming 5% Yield - 70% market rent	Transfer value based upon 70%MR	Transfer value based upon 70% MR - % of OMV	Rents assuming 5% Yield - 60% market rent	Transfer value based upon 60%MR	Transfer value based upon 60%MR - % of OMV	DSP Values Range	Shared Ownership transfer value based upon 35% equity sale	Transfer value based upon shared ownership - % of OMV			
1 bed flat 50 sqm	£2,000	£100,000	£40,000	£74.72	£49,500	50%	£130.38	£91,500	£121.15	£83,000	£77	£41,000	41.0%	£67	£32,000	32.0%	£58	£23,000	23.0%	£100,000	£9000	59.00%			
	£2,250	£112,500	£45,000	£77.31	£52,000	46%					£87	£50,500	44.9%	£76	£40,000	35.6%	£66	£30,000	26.7%	£65	£27,000	24.1%	£112,500	£7000	59.56%
	£2,500	£125,000	£50,000	£79.90	£54,500	44%					£96	£59,000	47.2%	£84	£48,000	38.4%	£72	£36,500	29.2%	£72	£36,500	29.2%	£125,000	£74,500	59.60%
	£2,750	£137,500	£55,000	£82.48	£57,000	41%					£106	£68,500	49.8%	£93	£56,000	40.7%	£79	£43,000	31.3%	£79	£43,000	31.3%	£137,500	£82,500	60.00%
	£3,000	£150,000	£60,000	£85.07	£60,000	40%					£115	£77,000	51.3%	£101	£64,000	42.7%	£87	£50,500	33.7%	£87	£50,500	33.7%	£150,000	£90,000	60.00%
	£3,250	£162,500	£65,000	£87.65	£62,500	38%					£125	£86,500	53.2%	£109	£71,000	43.7%	£94	£57,000	35.1%	£94	£57,000	35.1%	£162,500	£98,000	60.31%
	£3,500	£175,000	£70,000	£90.24	£65,500	37%					£135	£95,500	52.3%	£118	£80,000	45.7%	£101	£64,000	36.6%	£101	£64,000	36.6%	£175,000	£105,000	60.57%
	£3,750	£187,500	£75,000	£92.83	£68,000	36%					£144	£105,000	48.8%	£126	£87,000	46.4%	£108	£70,000	37.3%	£108	£70,000	37.3%	£187,500	£114,000	60.80%
	£4,000	£200,000	£80,000	£95.41	£70,500	35%					£154	£115,000	45.8%	£135	£91,500	45.8%	£115	£77,000	38.5%	£115	£77,000	38.5%	£200,000	£121,500	60.75%
	£4,250	£212,500	£85,000	£98.00	£73,000	34%					£163	£125,000	43.1%	£143	£97,500	43.1%	£123	£84,500	39.8%	£123	£84,500	39.8%	£212,500	£129,000	60.71%
£4,500	£225,000	£90,000	£100.58	£76,000	34%	£173	£135,000	40.7%	£151	£99,500	40.7%	£130	£91,000	40.4%	£130	£91,000	40.4%	£225,000	£139,000	60.89%					
£4,750	£237,500	£95,000	£103.17	£78,500	33%	£183	£145,000	38.5%	£160	£102,500	38.5%	£137	£91,500	38.5%	£137	£91,500	38.5%	£237,500	£145,000	61.05%					
£5,000	£250,000	£100,000	£105.76	£81,000	32%	£192	£155,000	36.6%	£168	£110,500	36.6%	£144	£91,500	36.6%	£144	£91,500	36.6%	£250,000	£153,000	61.20%					
£0											£0														
2 bed flat 67 sqm	£2,000	£134,000	£53,600	£87.76	£63,000	47%	£171.92	£131,000	£150.00	£110,000	£103	£65,500	48.9%	£90	£54,000	40.3%	£77	£41,000	30.6%	£134,000	£80,500	60.07%			
	£2,250	£150,750	£60,300	£91.23	£66,000	44%					£116	£78,000	51.7%	£101	£64,000	42.5%	£87	£50,500	33.5%	£87	£50,500	33.5%	£150,750	£90,500	60.38%
	£2,500	£167,500	£67,000	£94.69	£70,000	42%					£129	£90,500	54.0%	£113	£75,500	45.1%	£97	£60,000	35.8%	£97	£60,000	35.8%	£167,500	£101,000	60.30%
	£2,750	£184,250	£73,700	£98.16	£73,500	40%					£142	£102,000	55.4%	£124	£85,500	46.4%	£106	£68,500	37.2%	£106	£68,500	37.2%	£184,250	£111,500	60.52%
	£3,000	£201,000	£80,400	£101.62	£77,000	38%					£155	£115,000	57.2%	£135	£96,000	47.8%	£116	£78,000	38.8%	£116	£78,000	38.8%	£201,000	£122,000	60.70%
	£3,250	£217,750	£87,100	£105.09	£80,000	37%					£168	£127,000	58.3%	£147	£107,000	49.1%	£126	£87,000	40.0%	£126	£87,000	40.0%	£217,750	£132,500	60.85%
	£3,500	£234,500	£93,800	£108.55	£84,000	36%					£180	£141,000	55.9%	£158	£117,000	49.9%	£135	£96,000	40.9%	£135	£96,000	40.9%	£234,500	£143,000	60.98%
	£3,750	£251,250	£100,500	£112.02	£87,500	35%					£193	£151,000	52.1%	£169	£128,000	50.9%	£145	£105,000	41.8%	£145	£105,000	41.8%	£251,250	£153,500	61.09%
	£4,000	£268,000	£107,200	£115.48	£91,000	34%					£206	£161,000	48.9%	£180	£131,000	48.9%	£155	£115,000	42.9%	£155	£115,000	42.9%	£268,000	£164,000	61.19%
	£4,250	£284,750	£113,900	£118.95	£95,000	33%					£219	£171,000	46.0%	£192	£141,000	46.0%	£164	£123,000	43.2%	£164	£123,000	43.2%	£284,750	£174,000	61.11%
£4,500	£301,500	£120,600	£122.41	£98,000	33%	£232	£181,000	43.4%	£203	£151,000	43.4%	£174	£133,000	43.4%	£174	£133,000	43.4%	£301,500	£185,000	61.36%					
£4,750	£318,250	£127,300	£125.88	£102,000	32%	£245	£191,000	41.2%	£214	£161,000	41.2%	£184	£143,000	41.2%	£184	£143,000	41.2%	£318,250	£195,000	61.27%					
£5,000	£335,000	£134,000	£129.35	£105,000	31%	£258	£201,000	39.1%	£225	£171,000	39.1%	£193	£153,000	39.1%	£193	£153,000	39.1%	£335,000	£205,500	61.34%					
£0											£0														
2 bed house 75 sqm	£2,000	£150,000	£60,000	£91.07	£66,000	44%	£171.92	£131,000	£150.00	£110,000	£115	£77,000	51.3%	£101	£64,000	42.7%	£87	£50,500	33.7%	£150,000	£90,000	60.00%			
	£2,250	£168,750	£67,500	£94.95	£70,000	41%					£130	£91,000	53.9%	£114	£76,000	45.0%	£97	£60,000	35.6%	£97	£60,000	35.6%	£168,750	£102,000	60.44%
	£2,500	£187,500	£75,000	£98.83	£74,000	39%					£144	£104,000	55.5%	£126	£87,500	46.7%	£108	£70,500	37.6%	£108	£70,500	37.6%	£187,500	£114,000	60.80%
	£2,750	£206,250	£82,500	£102.71	£78,000	38%					£159	£118,500	57.5%	£139	£99,500	48.2%	£119	£81,000	39.3%	£119	£81,000	39.3%	£206,250	£125,000	60.61%
	£3,000	£225,000	£90,000	£106.59	£82,000	36%					£173	£131,000	58.2%	£151	£111,000	49.3%	£130	£91,000	40.4%	£130	£91,000	40.4%	£225,000	£137,000	60.89%
	£3,250	£243,750	£97,500	£110.47	£86,000	35%					£188	£141,000	53.7%	£164	£123,000	50.5%	£141	£101,500	41.6%	£141	£101,500	41.6%	£243,750	£149,000	61.13%
	£3,500	£262,500	£105,000	£114.35	£90,000	34%					£202	£151,000	49.9%	£177	£131,000	49.9%	£151	£111,000	42.3%	£151	£111,000	42.3%	£262,500	£160,500	61.14%
	£3,750	£281,250	£112,500	£118.23	£94,000	33%					£216	£161,000	46.6%	£189	£141,000	46.6%	£162	£121,000	43.0%	£162	£121,000	43.0%	£281,250	£172,000	61.16%
	£4,000	£300,000	£120,000	£122.10	£97,500	33%					£231	£171,000	43.7%	£202	£161,000	43.7%	£173	£143,000	43.7%	£173	£143,000	43.7%	£300,000	£184,000	61.33%
	£4,250	£318,750	£127,500	£125.98	£102,000	32%					£245	£181,000	41.1%	£215	£171,000	41.1%	£184	£161,000	41.1%	£184	£161,000	41.1%	£318,750	£195,500	61.38%
£4,500	£337,500	£135,000	£129.86	£106,000	31%	£260	£191,000	38.8%	£227	£181,000	38.8%	£195	£181,000	38.8%	£195	£181,000	38.8%	£337,500	£207,000	61.33%					
£4,750	£356,250	£142,500	£133.74	£110,000	31%	£274	£201,000	36.8%	£240	£191,000	36.8%	£206	£191,000	36.8%	£206	£191,000	36.8%	£356,250	£219,000	61.47%					
£5,000	£375,000	£150,000	£137.62	£114,000	30%	£288	£211,000	34.9%	£252	£201,000	34.9%	£216	£191,000	34.9%	£216	£191,000	34.9%	£375,000	£230,500	61.47%					
£0											£0														
3 bed house 85 sqm	£2,000	£170,000	£68,000	£101.21	£76,500	45%	£201.92	£159,000	£167.31	£126,500	£131	£92,000	54.1%	£114	£76,000	44.7%	£98	£61,000	35.9%	£170,000	£102,500	60.29%			
	£2,250	£191,250	£76,500	£105.61	£81,000	42%					£147	£107,000	55.9%	£129	£90,500	47.3%	£110	£72,000	37.6%	£110	£72,000	37.6%	£191,250	£116,000	60.85%
	£2,500	£212,500	£85,000	£110.01	£85,500	40%					£163	£122,000	57.4%	£143	£103,500	48.7%	£123	£84,500	39.8%	£123	£84,500	39.8%	£212,500	£129,000	60.71%
	£2,750	£233,750	£93,500	£114.40	£90,000	39%					£180	£138,000	59.0%	£157	£116,500	49.8%	£135	£96,000	41.1%	£135	£96,000	41.1%	£233,750	£142,500	60.96%
	£3,000	£255,000	£102,000	£118.80	£94,500	37%					£196	£153,000	60.0%	£172	£131,000	51.4%	£147	£107,000	42.0%	£147	£107,000	42.0%	£255,000	£155,500	60.98%
	£3,250	£276,250	£110,500	£123.19	£99,000	36%					£213	£169,000	57.6%	£186	£144,000	52.1%	£159	£118,500	42.9%	£159	£118,500				

Appendix IIa  
Residential Results Summaries

Table 1: Residual Land Value Results by Scheme Type, Value Level & CIL Rate  
65% Affordable Rent/35% LCHO - PDL Benchmark Comparison

Development Scenario	Value Level	Value £/m <sup>2</sup>	Total Floor Area	Site Density (dph)	Residual Land Value (£)										Residual Land Value (£/ha)										Maximum CIL Range (£/m <sup>2</sup> )																					
					Residual Land Value - £0/m <sup>2</sup> CIL	Residual Land Value - £25/m <sup>2</sup> CIL	Residual Land Value - £50/m <sup>2</sup> CIL	Residual Land Value - £75/m <sup>2</sup> CIL	Residual Land Value - £100/m <sup>2</sup> CIL	Residual Land Value - £125/m <sup>2</sup> CIL	Residual Land Value - £150/m <sup>2</sup> CIL	Residual Land Value - £175/m <sup>2</sup> CIL	Residual Land Value - £200/m <sup>2</sup> CIL	Residual Land Value - £0/m <sup>2</sup> CIL	Residual Land Value - £25/m <sup>2</sup> CIL	Residual Land Value - £50/m <sup>2</sup> CIL	Residual Land Value - £75/m <sup>2</sup> CIL	Residual Land Value - £100/m <sup>2</sup> CIL	Residual Land Value - £125/m <sup>2</sup> CIL	Residual Land Value - £150/m <sup>2</sup> CIL	Residual Land Value - £175/m <sup>2</sup> CIL	Residual Land Value - £200/m <sup>2</sup> CIL																								
1 Dwelling (10% AH)	1	£2,250	125	30	£21,226	£20,479	£17,507	£14,275	£11,877	£9,140	£6,523	£4,506	£2,689	£996,792	£627,267	£527,753	£443,128	£358,723	£274,209	£189,094	£105,179	£20,665	£514	£103																						
	2	£2,500	125	30	£31,187	£30,510	£27,680	£24,875	£21,028	£17,241	£14,307	£11,070	£7,989	£1,289,801	£1,151,286	£1,130,772	£1,046,257	£961,742	£877,228	£792,713	£708,198	£623,683	£541	£60																						
	3	£2,750	125	30	£41,147	£40,610	£37,920	£34,976	£31,109	£27,142	£23,504	£19,787	£16,070	£1,800,820	£1,618,905	£1,739,791	£1,649,276	£1,564,761	£1,480,246	£1,395,731	£1,311,217	£1,226,702	£1,142,187	£1,057,672	£973,157																					
	4	£3,000	125	30	£51,107	£50,711	£47,840	£44,720	£40,783	£36,746	£33,009	£29,272	£25,535	£2,311,839	£2,100,424	£2,221,310	£2,129,795	£2,044,280	£1,958,765	£1,873,250	£1,787,735	£1,702,220	£1,616,705	£1,531,190	£1,445,675	£1,360,160	£1,274,645																			
	5	£3,250	125	30	£61,067	£60,811	£57,520	£54,176	£50,039	£45,902	£41,765	£37,628	£33,491	£3,132,858	£2,890,443	£2,991,329	£2,899,814	£2,808,299	£2,716,784	£2,625,269	£2,533,754	£2,442,239	£2,350,724	£2,259,209	£2,167,694	£2,076,179	£1,984,664	£1,893,149																		
	6	£3,500	125	30	£71,027	£70,911	£67,120	£63,624	£59,187	£54,750	£50,313	£45,876	£41,439	£3,743,876	£3,471,461	£3,572,347	£3,479,832	£3,387,317	£3,294,802	£3,202,287	£3,109,772	£3,017,257	£2,924,742	£2,832,227	£2,739,712	£2,647,197	£2,554,682	£2,462,167	£2,369,652																	
	7	£3,750	125	30	£81,027	£81,011	£76,720	£73,176	£68,739	£64,292	£59,845	£55,398	£50,951	£4,354,894	£4,052,479	£4,153,365	£4,060,850	£3,968,335	£3,875,820	£3,783,305	£3,690,790	£3,598,275	£3,505,760	£3,413,245	£3,320,730	£3,228,215	£3,135,700	£3,043,185	£2,950,670																	
	8	£4,000	125	30	£91,027	£91,111	£86,320	£82,576	£77,839	£73,092	£68,345	£63,598	£58,851	£5,166,912	£4,834,507	£4,935,393	£4,842,878	£4,750,363	£4,657,848	£4,565,333	£4,472,818	£4,380,303	£4,287,788	£4,195,273	£4,102,758	£4,010,243	£3,917,728	£3,825,213	£3,732,698	£3,640,183																
	9	£4,250	125	30	£101,027	£101,211	£96,020	£92,176	£87,139	£82,192	£77,155	£72,108	£67,071	£6,078,930	£5,716,525	£5,817,411	£5,724,896	£5,632,381	£5,540,866	£5,449,351	£5,357,836	£5,266,321	£5,174,806	£5,083,291	£4,991,776	£4,900,261	£4,808,746	£4,717,231	£4,625,716	£4,534,201																
	10	£4,500	125	30	£111,027	£111,311	£106,520	£102,576	£97,439	£92,392	£87,255	£82,108	£76,971	£7,092,966	£6,690,561	£6,791,447	£6,700,932	£6,609,417	£6,517,902	£6,426,387	£6,334,872	£6,243,357	£6,151,842	£6,060,327	£5,968,812	£5,877,297	£5,785,782	£5,694,267	£5,602,752	£5,511,237																
	11	£4,750	125	30	£121,027	£121,411	£116,520	£112,476	£107,239	£102,192	£96,955	£91,808	£86,661	£8,206,992	£7,764,587	£7,865,473	£7,774,958	£7,683,443	£7,591,928	£7,500,413	£7,408,898	£7,317,383	£7,225,868	£7,134,353	£7,042,838	£6,951,323	£6,859,808	£6,768,293	£6,676,778	£6,585,263																
	12	£5,000	125	30	£131,027	£131,511	£126,520	£122,376	£117,039	£111,892	£106,645	£101,498	£96,351	£9,420,998	£8,938,593	£9,039,479	£8,948,964	£8,857,449	£8,765,934	£8,674,419	£8,582,904	£8,491,389	£8,399,874	£8,308,359	£8,216,844	£8,125,329	£8,033,814	£7,942,299	£7,850,784	£7,759,269																
5 Dwellings (20% AH)	1	£2,250	380	40	£124,936	£123,897	£108,899	£92,882	£76,865	£60,848	£44,831	£28,814	£12,797	£468,764	£400,251	£341,738	£283,224	£224,711	£166,198	£107,685	£49,172	£1,158	£108	£241																						
	2	£2,500	380	40	£184,936	£183,897	£168,899	£148,882	£128,865	£108,848	£88,831	£68,814	£48,797	£788,764	£690,251	£621,738	£553,224	£484,711	£416,198	£347,685	£279,172	£120,659	£1,158	£108	£241																					
	3	£2,750	380	40	£244,936	£243,897	£228,899	£208,882	£188,865	£168,848	£148,831	£128,814	£108,797	£88,780	£68,763	£48,746	£28,729	£8,712	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0																
	4	£3,000	380	40	£304,936	£303,897	£288,899	£268,882	£248,865	£228,848	£208,831	£188,814	£168,797	£148,780	£128,763	£108,746	£88,729	£68,712	£48,695	£28,678	£8,661	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0															
	5	£3,250	380	40	£364,936	£363,897	£348,899	£328,882	£308,865	£288,848	£268,831	£248,814	£228,797	£208,780	£188,763	£168,746	£148,729	£128,712	£108,695	£88,678	£68,661	£48,644	£28,627	£8,610	£0	£0	£0	£0	£0	£0	£0															
	6	£3,500	380	40	£424,936	£423,897	£408,899	£388,882	£368,865	£348,848	£328,831	£308,814	£288,797	£268,780	£248,763	£228,746	£208,729	£188,712	£168,695	£148,678	£128,661	£108,644	£88,627	£68,610	£48,593	£28,576	£8,560	£0	£0	£0	£0	£0														
	7	£3,750	380	40	£484,936	£483,897	£468,899	£448,882	£428,865	£408,848	£388,831	£368,814	£348,797	£328,780	£308,763	£288,746	£268,729	£248,712	£228,695	£208,678	£188,661	£168,644	£148,627	£128,610	£108,593	£88,576	£68,560	£48,543	£28,526	£8,510	£0	£0	£0													
	8	£4,000	380	40	£544,936	£543,897	£528,899	£508,882	£488,865	£468,848	£448,831	£428,814	£408,797	£388,780	£368,763	£348,746	£328,729	£308,712	£288,695	£268,678	£248,661	£228,644	£208,627	£188,610	£168,593	£148,576	£128,560	£108,543	£88,526	£68,510	£48,493	£28,476	£8,460	£0	£0											
	9	£4,250	380	40	£604,936	£603,897	£588,899	£568,882	£548,865	£528,848	£508,831	£488,814	£468,797	£448,780	£428,763	£408,746	£388,729	£368,712	£348,695	£328,678	£308,661	£288,644	£268,627	£248,610	£228,593	£208,576	£188,560	£168,543	£148,526	£128,510	£108,493	£88,476	£68,460	£48,443	£28,426	£8,410	£0	£0								
	10	£4,500	380	40	£664,936	£663,897	£648,899	£628,882	£608,865	£588,848	£568,831	£548,814	£528,797	£508,780	£488,763	£468,746	£448,729	£428,712	£408,695	£388,678	£368,661	£348,644	£328,627	£308,610	£288,593	£268,576	£248,560	£228,543	£208,526	£188,510	£168,493	£148,476	£128,460	£108,443	£88,426	£68,410	£48,393	£28,376	£8,360	£0	£0					
	11	£4,750	380	40	£724,936	£723,897	£708,899	£688,882	£668,865	£648,848	£628,831	£608,814	£588,797	£568,780	£548,763	£528,746	£508,729	£488,712	£468,695	£448,678	£428,661	£408,644	£388,627	£368,610	£348,593	£328,576	£308,560	£288,543	£268,526	£248,510	£228,493	£208,476	£188,460	£168,443	£148,426	£128,410	£108,393	£88,376	£68,360	£48,343	£28,326	£8,310	£0	£0		
	12	£5,000	380	40	£784,936	£783,897	£768,899	£748,882	£728,865	£708,848	£688,831	£668,814	£648,797	£628,780	£608,763	£588,746	£568,729	£548,712	£528,695	£508,678	£488,661	£468,644	£448,627	£428,610	£408,593	£388,576	£368,560	£348,543	£328,526	£308,510	£288,493	£268,476	£248,460	£228,443	£208,426	£188,410	£168,393	£148,376	£128,360	£108,343	£88,326	£68,310	£48,293	£28,276	£8,260	£0
10 Dwellings (10% AH)	1	£2,250	565	40	£57,030	£44,440	£31,851	£19,261	£6,671	Negative RLV	Negative RLV	Negative RLV	Negative RLV	£228,120	£177,761	£127,402	£77,043	£26,684	Negative RLV	Negative RLV	Negative RLV	Negative RLV	Negative RLV	Negative RLV																						
	2	£2,500	565	40	£107,030	£94,440	£81,851	£69,261	£56,671	£44,081	£31,491	£18,901	£6,311	£478,098	£398,740	£319,381	£240,023	£160,664	£81,306	£2,946	£0	£0	£0	£0																						
	3	£2,750	565	40	£157,030	£144,440	£131,851	£119,261	£106,671	£94,081	£81,491	£68,901	£56,311	£728,098	£608,740	£529,381	£450,023	£370,664	£291,306	£112,946	£0	£0	£0	£0	£0																					
	4	£3,000	565	40	£207,030	£194,440	£181,851	£169,261	£156,671	£144,081	£131,491	£118,901	£106,311	£93,721	£1,228,098	£1,048,740	£969,381	£890,023	£810,664	£731,306	£529,946	£328,586	£127,226	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0										
	5	£3,250	565	40	£257,030	£244,440	£231,851	£219,261	£206,671	£194,081	£181,491	£168,901	£156,311	£143,721	£1,728,098	£1,508,740	£1,429,381	£1,350,023	£1,270,664	£1,191,306	£1,111,946	£909,586	£707,226	£494,866	£282,506	£170,146	£57																			

Table 2: Residual Land Value Results by Scheme Type, Value Level & CIL Rate  
65% Affordable Rent/35% LCHO - Greenfield Benchmark Comparison

Development Scenario	Value Level	Value €/m <sup>2</sup>	Total Floor Area	Site Density (dph)	Residual Land Value (£)										Residual Land Value (€/ha)										Maximum CIL Range (€/m <sup>2</sup> )																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
					Residual Land Value - £0/m <sup>2</sup> CIL	Residual Land Value - £25/m <sup>2</sup> CIL	Residual Land Value - £50/m <sup>2</sup> CIL	Residual Land Value - £75/m <sup>2</sup> CIL	Residual Land Value - £100/m <sup>2</sup> CIL	Residual Land Value - £125/m <sup>2</sup> CIL	Residual Land Value - £150/m <sup>2</sup> CIL	Residual Land Value - £175/m <sup>2</sup> CIL	Residual Land Value - £200/m <sup>2</sup> CIL	Residual Land Value - £225/m <sup>2</sup> CIL	Residual Land Value - £250/m <sup>2</sup> CIL	Residual Land Value - £100/m <sup>2</sup> CIL	Residual Land Value - £125/m <sup>2</sup> CIL	Residual Land Value - £150/m <sup>2</sup> CIL	Residual Land Value - £175/m <sup>2</sup> CIL	Residual Land Value - £200/m <sup>2</sup> CIL	Residual Land Value - £225/m <sup>2</sup> CIL	Residual Land Value - £250/m <sup>2</sup> CIL																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																															
5 Dwellings (10% AH)	1	£2,500	380	40	£71,096	£62,511	£53,927	£45,343	£36,759	£28,175	£19,591	£11,007	£2,423	£-611	£-1,495	£-2,379	£-3,263	£-4,147	£-5,031	£-5,915	£-6,799	£-7,683	£-8,567	£-9,451	£-10,335	£-11,219	£-12,103	£-12,987	£-13,871	£-14,755	£-15,639	£-16,523	£-17,407	£-18,291	£-19,175	£-20,059	£-20,943	£-21,827	£-22,711	£-23,595	£-24,479	£-25,363	£-26,247	£-27,131	£-28,015	£-28,899	£-29,783	£-30,667	£-31,551	£-32,435	£-33,319	£-34,203	£-35,087	£-35,971	£-36,855	£-37,739	£-38,623	£-39,507	£-40,391	£-41,275	£-42,159	£-43,043	£-43,927	£-44,811	£-45,695	£-46,579	£-47,463	£-48,347	£-49,231	£-50,115	£-51,000	£-51,884	£-52,768	£-53,652	£-54,536	£-55,420	£-56,304	£-57,188	£-58,072	£-58,956	£-59,840	£-60,724	£-61,608	£-62,492	£-63,376	£-64,260	£-65,144	£-66,028	£-66,912	£-67,796	£-68,680	£-69,564	£-70,448	£-71,332	£-72,216	£-73,100	£-73,984	£-74,868	£-75,752	£-76,636	£-77,520	£-78,404	£-79,288	£-80,172	£-81,056	£-81,940	£-82,824	£-83,708	£-84,592	£-85,476	£-86,360	£-87,244	£-88,128	£-89,012	£-89,896	£-90,780	£-91,664	£-92,548	£-93,432	£-94,316	£-95,200	£-96,084	£-96,968	£-97,852	£-98,736	£-99,620	£-100,504	£-101,388	£-102,272	£-103,156	£-104,040	£-104,924	£-105,808	£-106,692	£-107,576	£-108,460	£-109,344	£-110,228	£-111,112	£-111,996	£-112,880	£-113,764	£-114,648	£-115,532	£-116,416	£-117,300	£-118,184	£-119,068	£-119,952	£-120,836	£-121,720	£-122,604	£-123,488	£-124,372	£-125,256	£-126,140	£-127,024	£-127,908	£-128,792	£-129,676	£-130,560	£-131,444	£-132,328	£-133,212	£-134,096	£-134,980	£-135,864	£-136,748	£-137,632	£-138,516	£-139,400	£-140,284	£-141,168	£-142,052	£-142,936	£-143,820	£-144,704	£-145,588	£-146,472	£-147,356	£-148,240	£-149,124	£-150,008	£-150,892	£-151,776	£-152,660	£-153,544	£-154,428	£-155,312	£-156,196	£-157,080	£-157,964	£-158,848	£-159,732	£-160,616	£-161,500	£-162,384	£-163,268	£-164,152	£-165,036	£-165,920	£-166,804	£-167,688	£-168,572	£-169,456	£-170,340	£-171,224	£-172,108	£-172,992	£-173,876	£-174,760	£-175,644	£-176,528	£-177,412	£-178,296	£-179,180	£-180,064	£-180,948	£-181,832	£-182,716	£-183,600	£-184,484	£-185,368	£-186,252	£-187,136	£-188,020	£-188,904	£-189,788	£-190,672	£-191,556	£-192,440	£-193,324	£-194,208	£-195,092	£-195,976	£-196,860	£-197,744	£-198,628	£-199,512	£-200,396	£-201,280	£-202,164	£-203,048	£-203,932	£-204,816	£-205,700	£-206,584	£-207,468	£-208,352	£-209,236	£-210,120	£-211,004	£-211,888	£-212,772	£-213,656	£-214,540	£-215,424	£-216,308	£-217,192	£-218,076	£-218,960	£-219,844	£-220,728	£-221,612	£-222,496	£-223,380	£-224,264	£-225,148	£-226,032	£-226,916	£-227,800	£-228,684	£-229,568	£-230,452	£-231,336	£-232,220	£-233,104	£-233,988	£-234,872	£-235,756	£-236,640	£-237,524	£-238,408	£-239,292	£-240,176	£-241,060	£-241,944	£-242,828	£-243,712	£-244,596	£-245,480	£-246,364	£-247,248	£-248,132	£-249,016	£-249,900	£-250,784	£-251,668	£-252,552	£-253,436	£-254,320	£-255,204	£-256,088	£-256,972	£-257,856	£-258,740	£-259,624	£-260,508	£-261,392	£-262,276	£-263,160	£-264,044	£-264,928	£-265,812	£-266,696	£-267,580	£-268,464	£-269,348	£-270,232	£-271,116	£-272,000	£-272,884	£-273,768	£-274,652	£-275,536	£-276,420	£-277,304	£-278,188	£-279,072	£-279,956	£-280,840	£-281,724	£-282,608	£-283,492	£-284,376	£-285,260	£-286,144	£-287,028	£-287,912	£-288,796	£-289,680	£-290,564	£-291,448	£-292,332	£-293,216	£-294,100	£-294,984	£-295,868	£-296,752	£-297,636	£-298,520	£-299,404	£-300,288	£-301,172	£-302,056	£-302,940	£-303,824	£-304,708	£-305,592	£-306,476	£-307,360	£-308,244	£-309,128	£-310,012	£-310,896	£-311,780	£-312,664	£-313,548	£-314,432	£-315,316	£-316,200	£-317,084	£-317,968	£-318,852	£-319,736	£-320,620	£-321,504	£-322,388	£-323,272	£-324,156	£-325,040	£-325,924	£-326,808	£-327,692	£-328,576	£-329,460	£-330,344	£-331,228	£-332,112	£-332,996	£-333,880	£-334,764	£-335,648	£-336,532	£-337,416	£-338,300	£-339,184	£-340,068	£-340,952	£-341,836	£-342,720	£-343,604	£-344,488	£-345,372	£-346,256	£-347,140	£-348,024	£-348,908	£-349,792	£-350,676	£-351,560	£-352,444	£-353,328	£-354,212	£-355,096	£-355,980	£-356,864	£-357,748	£-358,632	£-359,516	£-360,400	£-361,284	£-362,168	£-363,052	£-363,936	£-364,820	£-365,704	£-366,588	£-367,472	£-368,356	£-369,240	£-370,124	£-371,008	£-371,892	£-372,776	£-373,660	£-374,544	£-375,428	£-376,312	£-377,196	£-378,080	£-378,964	£-379,848	£-380,732	£-381,616	£-382,500	£-383,384	£-384,268	£-385,152	£-386,036	£-386,920	£-387,804	£-388,688	£-389,572	£-390,456	£-391,340	£-392,224	£-393,108	£-393,992	£-394,876	£-395,760	£-396,644	£-397,528	£-398,412	£-399,296	£-400,180	£-401,064	£-401,948	£-402,832	£-403,716	£-404,600	£-405,484	£-406,368	£-407,252	£-408,136	£-409,020	£-409,904	£-410,788	£-411,672	£-412,556	£-413,440	£-414,324	£-415,208	£-416,092	£-416,976	£-417,860	£-418,744	£-419,628	£-420,512	£-421,396	£-422,280	£-423,164	£-424,048	£-424,932	£-425,816	£-426,700	£-427,584	£-428,468	£-429,352	£-430,236	£-431,120	£-432,004	£-432,888	£-433,772	£-434,656	£-435,540	£-436,424	£-437,308	£-438,192	£-439,076	£-439,960	£-440,844	£-441,728	£-442,612	£-443,496	£-444,380	£-445,264	£-446,148	£-447,032	£-447,916	£-448,800	£-449,684	£-450,568	£-451,452	£-452,336	£-453,220	£-454,104	£-454,988	£-455,872	£-456,756	£-457,640	£-458,524	£-459,408	£-460,292	£-461,176	£-462,060	£-462,944	£-463,828	£-464,712	£-465,596	£-466,480	£-467,364	£-468,248	£-469,132	£-470,016	£-470,900	£-471,784	£-472,668	£-473,552	£-474,436	£-475,320	£-476,204	£-477,088	£-477,972	£-478,856	£-479,740	£-480,624	£-481,508	£-482,392	£-483,276	£-484,160	£-485,044	£-485,928	£-486,812	£-487,696	£-488,580	£-489,464	£-490,348	£-491,232	£-492,116	£-493,000	£-493,884	£-494,768	£-495,652	£-496,536	£-497,420	£-498,304	£-499,188	£-500,072	£-500,956	£-501,840	£-502,724	£-503,608	£-504,492	£-505,376	£-506,260	£-507,144	£-508,028	£-508,912	£-509,796	£-510,680	£-511,564	£-512,448	£-513,332	£-514,216	£-515,100	£-515,984	£-516,868	£-517,752	£-518,636	£-519,520	£-520,404	£-521,288	£-522,172	£-523,056	£-523,940	£-524,824	£-525,708	£-526,592	£-527,476	£-528,360	£-529,244	£-530,128	£-531,012	£-531,896	£-532,780	£-533,664	£-534,548	£-535,432	£-536,316	£-537,200	£-538,084	£-538,968	£-539,852	£-540,736	£-541,620	£-542,504	£-543,388	£-544,272	£-545,156	£-546,040	£-546,924	£-547,808	£-548,692	£-549,576	£-550,460	£-551,344	£-552,228	£-553,112	£-554,000	£-554,884	£-555,768	£-556,652	£-557,536	£-558,420	£-559,304	£-560,188	£-561,072	£-561,956	£-562,840	£-563,724	£-564,608	£-565,492	£-566,376	£-567,260	£-568,144	£-569,028	£-569,912	£-570,796	£-571,680	£-572,564	£-573,448	£-574,332	£-575,216	£-576,100	£-576,984	£-577,868	£-578,752	£-579,636	£-580,520	£-581,404	£-582,288	£-583,172	£-584,056	£-584,940	£-585,824	£-586,708	£-587,592	£-588,476	£-589,360	£-590,244	£-591,128	£-592,012	£-592,896	£-593,780	£-594,664	£-595,548	£-596,432	£-597,316	£-598,200	£-599,084	£-599,968	£-600,852	£-601,736	£-602,620	£-603,504	£-604,388	£-605,272	£-606,156	£-607,040	£-607,924	£-608,808	£-609,692	£-610,576	£-611,460	£-612,344	£-613,228	£-614,112	£-615,000	£-615,884	£-616,768	£-617,652	£-618,536	£-619,420	£-620,304	£-621,188	£-622,072	£-622,956	£-623,840	£-624,724	£-625,608	£-626,492	£-627,376	£-628,260	£-629,144	£-630,028	£-630,912	£-631,796	£-632,680	£-633,564	£-634,448	£-635,332	£-636,216	£-637,100	£-637,984	£-638,868	£-639,752	£-640,636	£-641,520	£-642,404	£-643,288	£-644,172	£-645,056	£-645,940	£-646,824	£-647,708	£-648,592	£-649,476	£-650,360	£-651,244	£-652,128	£-653,012	£-653,896	£-654,780	£-655,664	£-656,548	£-657,432	£-658,316	£-659,200	£-660,084	£-660,968	£-661,852	£-662,736	£-663,620	£-664,504	£-665,388	£-666,272	£-667,156	£-668,040	£-668,924	£-669,808	£-670,692	£-671,576	£-672,460	£-673,344	£-674,228	£-675,112	£-676,000	£-676,884	£-677,768	£-678,652	£-679,536	£-680,420	£-681,304	£-682,188	£-683,072	£-683,956	£-684,840	£-685,

**Residual Land Value Data Summary & Results**

DEVELOPMENT TYPE	Residential				
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	1,774				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	25	15	10	40%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	60%	0%	28%	12%	0%
SITE SIZE (HA)	0.63				
VALUE / AREA	7				
<b>REVENUE</b>					
Affordable Housing Revenue				£1,360,078	
Open Market Housing Revenue				£3,937,500	
<u>Total Value of Scheme</u>				£5,297,578	
<b>RESIDENTIAL BUILDING, MARKETING &amp; S106 COSTS</b>					
Build Costs				£2,025,978	
Fees, Contingencies, Planning Costs etc				£303,897	
Planning Application Costs				£8,375	
Site Preparation / Survey Costs etc				£112,500	
Sustainable Design & Construction Costs / Lifetime Homes				£203,174	
<u>Total Build Costs</u>				£2,653,924	
Section 106 / CIL Costs				£156,250	
Marketing Costs & Legal Fees				£177,677	
<u>Total s106 &amp; Marketing Costs</u>				£333,927	
<u>Finance on Build Costs</u>				£97,105	
<u>TOTAL DEVELOPMENT COSTS</u>				£3,084,956	
<b>DEVELOPER'S RETURN FOR RISK AND PROFIT</b>					
Open Market Housing Profit				£787,500	
Affordable Housing Profit				£81,605	
<u>Total Operating Profit</u>				£869,105	
<b><u>GROSS RESIDUAL LAND VALUE</u></b>				£1,343,517	



**FINANCE & ACQUISITION COSTS**

Arrangement Fee / Misc Fees (Surveyors etc)	£13,435
Agents Fees	£10,076
Legal Fees	£10,076
Stamp Duty	£53,741
Interest on Land Purchase	£139,507

Total Finance & Acquisition Costs £226,836

**NET RESIDUAL LAND VALUE**

RLV (£ per Ha) **£1,116,681** (ignores finance & acquisition costs if GRLV Negative)  
£1,786,689

---

**Residual Land Value Data Summary & Results**

<b>DEVELOPMENT TYPE</b>	Residential				
<b>DEVELOPMENT SIZE (TOTAL m<sup>2</sup>) - GIA</b>	1,774				
<b>TOTAL NUMBER OF UNITS</b>	Total	Private	Affordable	% AH	
	25	15	10	40%	
<b>PERCENTAGE BY TENURE</b>	% Private	% SR	%AR	% Int 1	% Int 2
	60%	0%	28%	12%	0%
<b>SITE SIZE (HA)</b>	0.63				
<b>VALUE / AREA</b>	4				
<b><u>REVENUE</u></b>					
Affordable Housing Revenue				£1,294,610	
Open Market Housing Revenue				£3,150,000	
<u>Total Value of Scheme</u>				£4,444,610	
<b><u>RESIDENTIAL BUILDING, MARKETING &amp; S106 COSTS</u></b>					
Build Costs				£2,025,978	
Fees, Contingencies, Planning Costs etc				£303,897	
Planning Application Costs				£8,375	
Site Preparation / Survey Costs etc				£112,500	
Sustainable Design & Construction Costs / Lifetime Homes				£203,174	
<u>Total Build Costs</u>				£2,653,924	
Section 106 / CIL Costs				£103,750	
Marketing Costs & Legal Fees				£152,088	
<u>Total s106 &amp; Marketing Costs</u>				£255,838	
<u>Finance on Build Costs</u>				£94,567	
<u>TOTAL DEVELOPMENT COSTS</u>				£3,004,329	
<b><u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u></b>					
Open Market Housing Profit				£630,000	
Affordable Housing Profit				£77,677	
<u>Total Operating Profit</u>				£707,677	
<b><u>GROSS RESIDUAL LAND VALUE</u></b>				£732,604	

**FINANCE & ACQUISITION COSTS**

Arrangement Fee / Misc Fees (Surveyors etc)	£7,326
Agents Fees	£5,495
Legal Fees	£5,495
Stamp Duty	£29,304
Interest on Land Purchase	£76,072

Total Finance & Acquisition Costs £123,691

**NET RESIDUAL LAND VALUE**

RLV (£ per Ha)

**£608,913** (ignores finance & acquisition costs if GRLV Negative)  
£974,261

---

Appendix IIb  
Commercial Results Summaries

Table 3: Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate  
- 6.5% Yield

Use Class / Type	Scheme Type	Value Level	Total Floor Area (m <sup>2</sup> )	Site Size (Ha)	Residual Land Value (£)										Residual Land Value (£/Ha)										CIL Range (£/m <sup>2</sup> )
					Residual Land Value - £0/m <sup>2</sup> CIL	Residual Land Value - £25/m <sup>2</sup> CIL	Residual Land Value - £50/m <sup>2</sup> CIL	Residual Land Value - £75/m <sup>2</sup> CIL	Residual Land Value - £100/m <sup>2</sup> CIL	Residual Land Value - £125/m <sup>2</sup> CIL	Residual Land Value - £150/m <sup>2</sup> CIL	Residual Land Value - £175/m <sup>2</sup> CIL	Residual Land Value - £200/m <sup>2</sup> CIL	Residual Land Value - £0/m <sup>2</sup> CIL	Residual Land Value - £25/m <sup>2</sup> CIL	Residual Land Value - £50/m <sup>2</sup> CIL	Residual Land Value - £75/m <sup>2</sup> CIL	Residual Land Value - £100/m <sup>2</sup> CIL	Residual Land Value - £125/m <sup>2</sup> CIL	Residual Land Value - £150/m <sup>2</sup> CIL	Residual Land Value - £175/m <sup>2</sup> CIL	Residual Land Value - £200/m <sup>2</sup> CIL			
A1-A5 Retail	Supermarket	L 2000	0.61	1808,508	£761,852	£715,196	£668,540	£621,884	£575,229	£528,573	£481,917	£435,261	£1,325,423	£1,248,938	£1,172,452	£1,095,967	£1,019,482	£942,998	£866,513	£790,028	£713,543	£511	£8		
		M 2000	0.61	£1,351,710	£1,307,054	£1,260,398	£1,211,742	£1,167,087	£1,120,431	£1,073,775	£1,027,119	£980,464	£2,219,197	£2,142,711	£2,066,226	£1,989,741	£1,913,257	£1,836,772	£1,760,287	£1,683,802	£1,607,318	£138	£80		
		H 2000	0.61	£1,898,912	£1,872,256	£1,805,601	£1,758,945	£1,712,289	£1,665,633	£1,618,977	£1,572,322	£1,525,666	£3,112,970	£3,036,484	£2,960,000	£2,883,516	£2,807,031	£2,730,546	£2,654,061	£2,577,577	£2,501,092	£15	£53		
	Retail Warehouse	L 2500	0.81	£3,928,333	£3,908,333	£3,830,333	£3,822,333	£3,744,333	£3,736,333	£3,658,333	£3,650,333	£3,572,333	£3,564,333	£2,889,305	£2,819,979	£2,750,652	£1,281,225	£1,211,898	£1,142,572	£1,073,244	£1,003,917	£934,590	£235	£56	
		M 2500	0.81	£2,170,733	£2,115,692	£2,060,650	£2,005,609	£1,950,568	£1,895,527	£1,840,486	£1,785,445	£1,730,404	£1,675,363	£2,679,917	£2,613,854	£2,547,790	£2,481,727	£2,415,664	£2,349,601	£2,283,538	£2,217,475	£2,151,412	£2,254,373	£194	£447
		H 2500	0.81	£2,678,868	£2,624,837	£2,569,806	£2,514,775	£2,459,744	£2,404,713	£2,349,682	£2,294,651	£2,239,620	£2,184,589	£3,358,654	£3,300,540	£3,242,427	£3,184,314	£3,126,200	£3,068,087	£3,009,974	£2,951,861	£2,893,748	£2,835,635	£100	£653
	Convenience Store	L 300	0.05	£52,987	£45,901	£38,814	£31,728	£24,642	£17,556	£10,470	£3,384	Negative RLV	£1,059,340	£918,020	£776,680	£635,360	£494,020	£352,700	£211,360	£70,040	Negative RLV	£123	£40		
		M 300	0.05	£108,967	£101,201	£93,434	£85,668	£77,902	£70,136	£62,370	£54,604	£46,838	£2,179,240	£2,038,020	£1,896,800	£1,755,580	£1,614,360	£1,473,140	£1,331,920	£1,190,700	£1,049,480	£908,260	£137	£197	
		H 300	0.05	£164,967	£157,900	£150,834	£143,767	£136,701	£129,634	£122,568	£115,502	£108,435	£2,962,540	£2,821,320	£2,680,100	£2,538,880	£2,397,660	£2,256,440	£2,115,220	£1,974,000	£1,832,780	£1,691,560	£1,550,340	£110	£313
	B1a Offices	Town Centre	L 7000	0.23																					
			M 7000	0.23																					
			H 7000	0.23	£945,301	£780,416	£615,532	£450,647	£285,763	£120,878	Negative RLV	Negative RLV	Negative RLV	£4,110,004	£3,388,113	£2,676,226	£1,959,335	£1,242,448	£525,557	Negative RLV	Negative RLV	Negative RLV	Negative RLV	N/A	N/A
B1a Offices	Business Park / Edge of Town	L 2500	0.81																						
		M 2500	0.81																						
		H 2500	0.81	£557,723	£498,826	£439,930	£381,033	£322,136	£263,239	£204,342	£145,445	£86,548	£688,635	£618,831	£543,125	£470,423	£397,225	£325,023	£252,823	£179,623	£106,423	£29	£188		
B1,B2,B8 Industrial	Starter / Move-on Units	L 200	0.09																						
		M 200	0.09																						
		H 200	0.09																						
B1,B2,B9 Industrial	Larger Industrial Units / Industrial Estate	L 2500	0.81																						
		M 2500	0.81																						
		H 2500	0.81	£136,261	£77,374	£18,486	Negative RLV	Negative RLV	Negative RLV	Negative RLV	Negative RLV	Negative RLV	£168,223	£95,523	£22,822	Negative RLV	Negative RLV	Negative RLV	Negative RLV	Negative RLV	Negative RLV	Negative RLV	Negative RLV	£317	£167
C1 Hotel	Town Centre	L 4500	0.4																						
		M 4500	0.45																						
		H 4500	0.45																						
C2 Residential Institution	Nursing Home or Similar Rural	L 5000	1.67																						
		M 5000	1.67																						
		H 5000	1.67																						
C2 Residential Institution	Nursing Home or Similar - Urban	L 3000	0.25																						
		M 3000	0.25																						
		H 3000	0.25																						

Key:   
     Negative RLV   
     RLV between zero and lower assumed PDL enhancement value (£1,300,000/ha)   
     RLV between lower assumed PDL enhancement value and upper assumed PDL enhancement value (£1,300,000/ha - £3,000,000/ha)   
     RLV at or above upper assumed PDL enhancement value (≥£3,000,000/ha)   
 Source: Dixon Searle LLP (April 2012)   
 \*maximum range based on upper and lower input land values

Table 4: Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate  
- 7.5% Yield

Use Class / Type	Scheme Type	Value Level	Total Floor Area (m <sup>2</sup> )	Site Size (Ha)	Residual Land Value (£)										Residual Land Value (£/Ha)										CIL Range (£/m <sup>2</sup> )																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																															
					Residual Land Value - £0/m <sup>2</sup> CIL	Residual Land Value - £25/m <sup>2</sup> CIL	Residual Land Value - £50/m <sup>2</sup> CIL	Residual Land Value - £75/m <sup>2</sup> CIL	Residual Land Value - £100/m <sup>2</sup> CIL	Residual Land Value - £125/m <sup>2</sup> CIL	Residual Land Value - £150/m <sup>2</sup> CIL	Residual Land Value - £175/m <sup>2</sup> CIL	Residual Land Value - £200/m <sup>2</sup> CIL	Residual Land Value - £0/m <sup>2</sup> CIL	Residual Land Value - £25/m <sup>2</sup> CIL	Residual Land Value - £50/m <sup>2</sup> CIL	Residual Land Value - £75/m <sup>2</sup> CIL	Residual Land Value - £100/m <sup>2</sup> CIL	Residual Land Value - £125/m <sup>2</sup> CIL	Residual Land Value - £150/m <sup>2</sup> CIL	Residual Land Value - £175/m <sup>2</sup> CIL	Residual Land Value - £200/m <sup>2</sup> CIL																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
A1-A5 Retail	Supermarket	L 2000	0.61	£245,393	£198,738	£152,082	£105,426	£58,770	£12,115	£1,175,649	£1,099,164	£1,022,679	£946,195	£866,710	£793,225	£716,739	£640,256	£563,770	£487,285	£413,800	£340,315	£266,830	£193,345	£119,860	£46,375	£-27,110	£-104,625	£-181,140	£-257,655	£-334,170	£-410,685	£-487,200	£-563,715	£-640,230	£-716,745	£-793,260	£-869,775	£-946,290	£-1,022,805	£-1,100,320	£-1,177,835	£-1,255,350	£-1,332,865	£-1,410,380	£-1,487,895	£-1,565,410	£-1,642,925	£-1,720,440	£-1,797,955	£-1,875,470	£-1,952,985	£-2,030,500	£-2,108,015	£-2,185,530	£-2,263,045	£-2,340,560	£-2,418,075	£-2,495,590	£-2,573,105	£-2,650,620	£-2,728,135	£-2,805,650	£-2,883,165	£-2,960,680	£-3,038,195	£-3,115,710	£-3,193,225	£-3,270,740	£-3,348,255	£-3,425,770	£-3,503,285	£-3,580,800	£-3,658,315	£-3,735,830	£-3,813,345	£-3,890,860	£-3,968,375	£-4,045,890	£-4,123,405	£-4,200,920	£-4,278,435	£-4,355,950	£-4,433,465	£-4,510,980	£-4,588,495	£-4,666,010	£-4,743,525	£-4,821,040	£-4,898,555	£-4,976,070	£-5,053,585	£-5,131,100	£-5,208,615	£-5,286,130	£-5,363,645	£-5,441,160	£-5,518,675	£-5,596,190	£-5,673,705	£-5,751,220	£-5,828,735	£-5,906,250	£-5,983,765	£-6,061,280	£-6,138,795	£-6,216,310	£-6,293,825	£-6,371,340	£-6,448,855	£-6,526,370	£-6,603,885	£-6,681,400	£-6,758,915	£-6,836,430	£-6,913,945	£-6,991,460	£-7,068,975	£-7,146,490	£-7,223,005	£-7,300,520	£-7,378,035	£-7,455,550	£-7,533,065	£-7,610,580	£-7,688,095	£-7,765,610	£-7,843,125	£-7,920,640	£-7,998,155	£-8,075,670	£-8,153,185	£-8,230,700	£-8,308,215	£-8,385,730	£-8,463,245	£-8,540,760	£-8,618,275	£-8,695,790	£-8,773,305	£-8,850,820	£-8,928,335	£-9,005,850	£-9,083,365	£-9,160,880	£-9,238,395	£-9,315,910	£-9,393,425	£-9,470,940	£-9,548,455	£-9,625,970	£-9,703,485	£-9,781,000	£-9,858,515	£-9,936,030	£-10,013,545	£-10,091,060	£-10,168,575	£-10,246,090	£-10,323,605	£-10,401,120	£-10,478,635	£-10,556,150	£-10,633,665	£-10,711,180	£-10,788,695	£-10,866,210	£-10,943,725	£-11,021,240	£-11,098,755	£-11,176,270	£-11,253,785	£-11,331,300	£-11,408,815	£-11,486,330	£-11,563,845	£-11,641,360	£-11,718,875	£-11,796,390	£-11,873,905	£-11,951,420	£-12,028,935	£-12,106,450	£-12,183,965	£-12,261,480	£-12,338,995	£-12,416,510	£-12,494,025	£-12,571,540	£-12,649,055	£-12,726,570	£-12,804,085	£-12,881,600	£-12,959,115	£-13,036,630	£-13,114,145	£-13,191,660	£-13,269,175	£-13,346,690	£-13,424,205	£-13,501,720	£-13,579,235	£-13,656,750	£-13,734,265	£-13,811,780	£-13,889,295	£-13,966,810	£-14,044,325	£-14,121,840	£-14,199,355	£-14,276,870	£-14,354,385	£-14,431,900	£-14,509,415	£-14,586,930	£-14,664,445	£-14,741,960	£-14,819,475	£-14,896,990	£-14,974,505	£-15,052,020	£-15,129,535	£-15,207,050	£-15,284,565	£-15,362,080	£-15,439,595	£-15,517,110	£-15,594,625	£-15,672,140	£-15,749,655	£-15,827,170	£-15,904,685	£-15,982,200	£-16,059,715	£-16,137,230	£-16,214,745	£-16,292,260	£-16,369,775	£-16,447,290	£-16,524,805	£-16,602,320	£-16,679,835	£-16,757,350	£-16,834,865	£-16,912,380	£-16,989,895	£-17,067,410	£-17,144,925	£-17,222,440	£-17,299,955	£-17,377,470	£-17,454,985	£-17,532,500	£-17,610,015	£-17,687,530	£-17,765,045	£-17,842,560	£-17,920,075	£-17,997,590	£-18,075,105	£-18,152,620	£-18,230,135	£-18,307,650	£-18,385,165	£-18,462,680	£-18,540,195	£-18,617,710	£-18,695,225	£-18,772,740	£-18,850,255	£-18,927,770	£-19,005,285	£-19,082,800	£-19,160,315	£-19,237,830	£-19,315,345	£-19,392,860	£-19,470,375	£-19,547,890	£-19,625,405	£-19,702,920	£-19,780,435	£-19,857,950	£-19,935,465	£-20,012,980	£-20,090,495	£-20,168,010	£-20,245,525	£-20,323,040	£-20,400,555	£-20,478,070	£-20,555,585	£-20,633,100	£-20,710,615	£-20,788,130	£-20,865,645	£-20,943,160	£-21,020,675	£-21,098,190	£-21,175,705	£-21,253,220	£-21,330,735	£-21,408,250	£-21,485,765	£-21,563,280	£-21,640,795	£-21,718,310	£-21,795,825	£-21,873,340	£-21,950,855	£-22,028,370	£-22,105,885	£-22,183,400	£-22,260,915	£-22,338,430	£-22,415,945	£-22,493,460	£-22,570,975	£-22,648,490	£-22,726,005	£-22,803,520	£-22,881,035	£-22,958,550	£-23,036,065	£-23,113,580	£-23,191,095	£-23,268,610	£-23,346,125	£-23,423,640	£-23,501,155	£-23,578,670	£-23,656,185	£-23,733,700	£-23,811,215	£-23,888,730	£-23,966,245	£-24,043,760	£-24,121,275	£-24,198,790	£-24,276,305	£-24,353,820	£-24,431,335	£-24,508,850	£-24,586,365	£-24,663,880	£-24,741,395	£-24,818,910	£-24,896,425	£-24,973,940	£-25,051,455	£-25,128,970	£-25,206,485	£-25,283,900	£-25,361,415	£-25,438,930	£-25,516,445	£-25,593,960	£-25,671,475	£-25,748,990	£-25,826,505	£-25,904,020	£-25,981,535	£-26,059,050	£-26,136,565	£-26,214,080	£-26,291,595	£-26,369,110	£-26,446,625	£-26,524,140	£-26,601,655	£-26,679,170	£-26,756,685	£-26,834,200	£-26,911,715	£-26,989,230	£-27,066,745	£-27,144,260	£-27,221,775	£-27,299,290	£-27,376,805	£-27,454,320	£-27,531,835	£-27,609,350	£-27,686,865	£-27,764,380	£-27,841,895	£-27,919,410	£-28,000,000	£-28,080,590	£-28,161,180	£-28,241,770	£-28,322,360	£-28,402,950	£-28,483,540	£-28,564,130	£-28,644,720	£-28,725,310	£-28,805,900	£-28,886,490	£-28,967,080	£-29,047,670	£-29,128,260	£-29,208,850	£-29,289,440	£-29,369,030	£-29,449,620	£-29,529,210	£-29,609,800	£-29,689,390	£-29,769,980	£-29,849,570	£-29,929,160	£-30,008,750	£-30,088,340	£-30,167,930	£-30,247,520	£-30,327,110	£-30,406,700	£-30,486,290	£-30,565,880	£-30,645,470	£-30,725,060	£-30,804,650	£-30,884,240	£-30,963,830	£-31,043,420	£-31,122,010	£-31,201,600	£-31,281,190	£-31,360,780	£-31,440,370	£-31,519,960	£-31,599,550	£-31,679,140	£-31,758,730	£-31,838,320	£-31,917,910	£-31,997,500	£-32,077,090	£-32,156,680	£-32,236,270	£-32,315,860	£-32,395,450	£-32,475,040	£-32,554,630	£-32,634,220	£-32,713,810	£-32,793,400	£-32,872,990	£-32,952,580	£-33,032,170	£-33,111,760	£-33,191,350	£-33,270,940	£-33,350,530	£-33,430,120	£-33,509,710	£-33,589,300	£-33,668,890	£-33,748,480	£-33,828,070	£-33,907,660	£-33,987,250	£-34,066,840	£-34,146,430	£-34,226,020	£-34,305,610	£-34,385,200	£-34,464,790	£-34,544,380	£-34,623,970	£-34,703,560	£-34,783,150	£-34,862,740	£-34,942,330	£-35,021,920	£-35,101,510	£-35,181,100	£-35,260,690	£-35,340,280	£-35,419,870	£-35,499,460	£-35,579,050	£-35,658,640	£-35,738,230	£-35,817,820	£-35,897,410	£-35,976,000	£-36,055,590	£-36,135,180	£-36,214,770	£-36,294,360	£-36,373,950	£-36,453,540	£-36,533,130	£-36,612,720	£-36,692,310	£-36,771,900	£-36,851,490	£-36,931,080	£-37,010,670	£-37,090,260	£-37,169,850	£-37,249,440	£-37,329,030	£-37,408,620	£-37,488,210	£-37,567,800	£-37,647,390	£-37,726,980	£-37,806,570	£-37,886,160	£-37,965,750	£-38,045,340	£-38,124,930	£-38,204,520	£-38,284,110	£-38,363,700	£-38,443,290	£-38,522,880	£-38,602,470	£-38,682,060	£-38,761,650	£-38,841,240	£-38,920,830	£-39,000,420	£-39,080,010	£-39,159,600	£-39,239,190	£-39,318,780	£-39,398,370	£-39,477,960	£-39,557,550	£-39,637,140	£-39,716,730	£-39,796,320	£-39,875,910	£-39,955,500	£-40,035,090	£-40,114,680	£-40,194,270	£-40,273,860	£-40,353,450	£-40,433,040	£-40,512,630	£-40,592,220	£-40,671,810	£-40,751,400	£-40,830,990	£-40,910,580	£-40,990,170	£-41,069,760	£-41,149,350	£-41,228,940	£-41,308,530	£-41,388,120	£-41,467,710	£-41,547,300	£-41,626,890	£-41,706,480	£-41,786,070	£-41,865,660	£-41,945,250	£-42,024,840	£-42,104,430	£-42,184,020	£-42,263,610	£-42,343,200	£-42,422,790	£-42,502,380	£-42,581,970	£-42,661,560	£-42,741,150	£-42,820,740	£-42,900,330	£-42,979,920	£-43,059,510	£-43,139,100	£-43,218,690	£-43,298,280	£-43,377,870	£-43,457,460	£-43,537,050	£-43,616,640	£-43,696,230	£-43,775,820	£-43,855,410	£-43,934,000	£-44,013,590	£-44,093,180	£-44,172,770	£-44,252,360	£-44,331,950	£-44,411,540	£-44,491,130	£-44,570,720	£-44,650,310	£-44,729,900	£-44,809,490	£-44,889,080	£-44,968,670	£-45,048,260	£-45,127,850	£-45,207,440	£-45,287,030	£-45,366,620	£-45,446,210	£-45,525,800	£-45,605,390	£-45,684,980	£-45,764,570	£-45,844,160	£-45,923,750	£-46,003,340	£-46,082,930	£-46,162,520	£-46,242,110	£-46,321,700	£-46,401,290	£-46,480,880	£-46,560,470	£-46,640,060	£-46,719,650	£-46,799,240	£-46,878,830	£-46,958,420	£-47,038,010	£-47,117,600	£-47,197,190	£-47,276,780	£-47,356,370	£-47,435,960	£-47,515,550	£-47,595,140	£-47,674,730	£-47,754,320	£-47,833,910	£-47,913,500	£-47,993,090	£-48,072,680	£-48,152,270	£-48,231,860	£-48,311,450	£-48,391,040	£-48,470,630	£-48,550,220	£-48,629,810	£-48,709,400	£-48,788,990	£-48,868,580	£-48,948,170	£-49,027,760	£-49,107,350	£-49,186,940	£-49,266,530	£-49,346,120	£-49,425,710	£-49,505,300	£-49,584,890	£-49,664,480	£-49,744,070	£-49,823,660	£-49,903,250	£-49,982,840	

Dixon Searle LLP

Development Appraisal

Retail Warehouse (2,500sqm) - Medium Value

Report Date: 26 June 2012

**Retail Warehouse (2,500sqm) - Medium Value**
**Summary Appraisal for Phase 1**
**REVENUE**
**Rental Area Summary**

	<b>Units</b>	<b>m<sup>2</sup></b>	<b>Rate m<sup>2</sup></b>	<b>Initial MRV/Unit</b>
Retail (2,500sqm)	1	2,250.00	£200.00	£450,000

**Investment Valuation**
**Retail (2,500sqm)**

Market Rent	450,000	YP @	6.5000%	15.3846
(1yr Rent Free)		PV 1yr @	6.5000%	0.9390

**GROSS DEVELOPMENT VALUE**

Purchaser's Costs		5.80%	(377,031)	6,500,542
-------------------	--	-------	-----------	-----------

**NET DEVELOPMENT VALUE**
**6,123,510**
**NET REALISATION**
**6,123,510**
**OUTLAY**
**ACQUISITION COSTS**

Residualised Price (0.81 Ha £2,383,026.61 pHect)				1,930,252
Stamp Duty				96,513
Agent Fee		1.00%		19,303
Legal Fee		0.75%		14,477
Site Survey & Prep Costs	0.81 m <sup>2</sup>	100,000.00 pm <sup>2</sup>		81,000
				2,141,544

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>m<sup>2</sup></b>	<b>Rate m<sup>2</sup></b>	<b>Cost</b>	
Retail (2,500sqm)	2,500.00	£586.00	1,465,000	<b>1,465,000</b>
Contingency		5.00%	73,250	
CIL	2,500.00 m <sup>2</sup>	125.00 pm <sup>2</sup>	312,500	
				385,750
<b>Other Construction</b>				
Site Works		20.00%	293,000	
				293,000

**PROFESSIONAL FEES**

All Professional		10.00%	175,800	175,800
------------------	--	--------	---------	---------

**MARKETING & LETTING**

Letting Agent Fee		11.00%	49,500	
Letting Legal Fee		0.75%	3,375	
				52,875

**Additional Costs**

Arrangement Fee		1.00%	19,303	19,303
-----------------	--	-------	--------	--------

**MISCELLANEOUS FEES**

Planning / Insurances		2.00%	29,300	
BREEAM		5.00%	73,250	
				102,550

**FINANCE**

Debit Rate 6.500% Credit Rate 0.500% (Nominal)				
Land			137,998	
Construction			49,582	
Total Finance Cost				187,581

**TOTAL COSTS**
**4,823,402**



**Retail Warehouse (2,500sqm) - Medium Value****PROFIT****1,300,108****Performance Measures**

Profit on Cost%	26.95%
Profit on GDV%	20.00%
Profit on NDV%	21.23%
Development Yield% (on Rent)	9.33%
Equivalent Yield% (Nominal)	6.50%
Equivalent Yield% (True)	6.77%
Gross Initial Yield%	6.92%
Net Initial Yield%	6.92%
IRR	47.33%
Rent Cover	2 yrs 11 mths
Profit Erosion (finance rate 6.500%)	3 yrs 8 mths
Land Cost pHect	2,383,027

**Retail Warehouse (2,500sqm) - Medium Value**

<b>Net Rent at Sale</b>	<b>Initial MRV</b>
450,000	450,000

6,500,542

Retail Warehouse (2,500sqm) - Medium Value

Dixon Searle LLP

Development Appraisal

Supermarket (2,000sqm) - Medium Value

£125 CIL

Report Date: 26 June 2012

**Supermarket (2,000sqm) - Medium Value  
£125 CIL**

**Summary Appraisal for Phase 1**

**REVENUE**

**Rental Area Summary**

	<b>Units</b>	<b>m<sup>2</sup></b>	<b>Rate m<sup>2</sup></b>	<b>Initial MRV/Unit</b>
Retail (2,500sqm)	1	1,800.00	£260.00	£468,000

**Investment Valuation**

<b>Retail (2,500sqm)</b>				
Current Rent	468,000	YP @	6.5000%	15.3846

GROSS DEVELOPMENT VALUE 7,200,000

Purchaser's Costs 5.80% (417,600)

NET DEVELOPMENT VALUE 6,782,400

**NET REALISATION 6,782,400**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price (0.61 Ha £1,836,771.98 pHect)			1,120,431	
Stamp Duty		1.00%	11,204	
Agent Fee		1.00%	11,204	
Legal Fee		0.75%	8,403	
Site Survey & Prep Costs	0.61 m <sup>2</sup>	100,000.00 pm <sup>2</sup>	61,000	
				1,212,243

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>m<sup>2</sup></b>	<b>Rate m<sup>2</sup></b>	<b>Cost</b>	
Retail (2,500sqm)	2,000.00	£1,261.00	2,522,000	<b>2,522,000</b>
Contingency		5.00%	126,100	
CIL	2,000.00 m <sup>2</sup>	125.00 pm <sup>2</sup>	250,000	
				376,100
<b>Other Construction</b>				
Site Works		20.00%	504,400	
				504,400

**PROFESSIONAL FEES**

All Professional		10.00%	302,640	
				302,640

**MARKETING & LETTING**

Letting Agent Fee		11.00%	51,480	
Letting Legal Fee		0.75%	3,510	
				54,990

**Additional Costs**

Arrangement Fee		1.00%	11,204	
				11,204

**MISCELLANEOUS FEES**

Planning / Insurances		2.00%	50,440	
BREEAM		5.00%	126,100	
				176,540

**FINANCE**

Debit Rate 6.500% Credit Rate 0.500% (Nominal)				
Land			90,444	
Construction			91,839	
Total Finance Cost				182,283

**TOTAL COSTS 5,342,400**

**Supermarket (2,000sqm) - Medium Value****£125 CIL****PROFIT****1,440,000****Performance Measures**

Profit on Cost%	26.95%
Profit on GDV%	20.00%
Profit on NDV%	21.23%
Development Yield% (on Rent)	8.76%
Equivalent Yield% (Nominal)	6.50%
Equivalent Yield% (True)	6.77%
Gross Initial Yield%	6.50%
Net Initial Yield%	6.50%
IRR	52.59%
Rent Cover	3 yrs 1 mth
Profit Erosion (finance rate 6.500%)	3 yrs 8 mths
Land Cost pHect	1,836,772

**Supermarket (2,000sqm) - Medium Value  
£125 CIL**

<b>Net Rent at Sale</b>	<b>Initial MRV</b>
468,000	468,000

7,200,000

**Supermarket (2,000sqm) - Medium Value  
£125 CIL**



Dixon Searle LLP

Development Appraisal

Convenience Store (300sqm) - Medium Value

Report Date: 26 June 2012

**Convenience Store (300sqm) - Medium Value**
**Summary Appraisal for Phase 1**
**REVENUE**
**Rental Area Summary**

	Units	m <sup>2</sup>	Rate m <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale
Retail (300sqm)	1	270.00	£150.00	£40,500	40,500

**Investment Valuation**
**Retail (300sqm)**

Current Rent	40,500	YP @	6.5000%	15.3846	623,077
--------------	--------	------	---------	---------	---------

**GROSS DEVELOPMENT VALUE**

Purchaser's Costs	5.80%	(36,138)	623,077
-------------------	-------	----------	---------

**NET DEVELOPMENT VALUE**
586,938
**NET REALISATION**
**586,938**
**OUTLAY**
**ACQUISITION COSTS**

Residualised Price (0.05 Ha £1,896,682.54 pHect)			94,834
Agent Fee		1.00%	948
Legal Fee		0.75%	711
Site Survey & Prep Costs	0.05 m <sup>2</sup>	100,000.00 pm <sup>2</sup>	5,000
			101,494

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Rate m <sup>2</sup>	Cost
Retail (300sqm)	300.00	£763.00	228,900
Contingency		5.00%	11,445
CIL	300.00 m <sup>2</sup>	50.00 pm <sup>2</sup>	15,000
			26,445
<b>Other Construction</b>			
Site Works		20.00%	45,780
			45,780

**PROFESSIONAL FEES**

All Professional	10.00%	27,468	27,468
------------------	--------	--------	--------

**MARKETING & LETTING**

Letting Agent Fee	10.00%	4,050
Letting Legal Fee	0.75%	304
		4,354

**Additional Costs**

Arrangement Fee	1.00%	948	948
-----------------	-------	-----	-----

**MISCELLANEOUS FEES**

Planning / Insurances	2.00%	4,578
BREEAM	5.00%	11,445
		16,023

**FINANCE**

Debit Rate 6.500% Credit Rate 0.500% (Nominal)		
Land		5,908
Construction		5,004
Total Finance Cost		10,911

**TOTAL COSTS**
**462,323**
**PROFIT**
**124,615**

**Convenience Store (300sqm) - Medium Value****Performance Measures**

Profit on Cost%	26.95%
Profit on GDV%	20.00%
Profit on NDV%	21.23%
Development Yield% (on Rent)	8.76%
Equivalent Yield% (Nominal)	6.50%
Equivalent Yield% (True)	6.77%
Gross Initial Yield%	6.50%
Net Initial Yield%	6.50%
IRR	73.35%
Rent Cover	3 yrs 1 mth
Profit Erosion (finance rate 6.500%)	3 yrs 8 mths
Land Cost pHect	1,896,683

Convenience Store (300sqm) - Medium Value

**Initial  
MRV**  
40,500

Convenience Store (300sqm) - Medium Value

Dixon Searle LLP

Development Appraisal

Report Date: 26 June 2012

**Summary Appraisal for Phase 1**

**REVENUE**

**Rental Area Summary**

	<b>Units</b>	<b>m<sup>2</sup></b>	<b>Rate m<sup>2</sup></b>	<b>Initial MRV/Unit</b>
Hotel	160	4,032.00	£12.33	£4,500

**Investment Valuation**

<b>Hotel</b>				
Current Rent	720,000	YP @	6.5000%	15.3846

GROSS DEVELOPMENT VALUE				11,076,923
Purchaser's Costs		5.80%	(642,462)	
<b>NET DEVELOPMENT VALUE</b>				<u>10,434,462</u>

<b>NET REALISATION</b>				<b>10,434,462</b>
------------------------	--	--	--	-------------------

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price			(1,930,331)	
Site Survey & Prep Costs	0.45 m <sup>2</sup>	100,000.00 pm <sup>2</sup>	45,000	
				(1,885,331)

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>m<sup>2</sup></b>	<b>Rate m<sup>2</sup></b>	<b>Cost</b>	
Hotel	4,480.00	£1,508.00	6,755,840	<b>6,755,840</b>
Contingency		5.00%	337,792	337,792

**Other Construction**

Site Works		20.00%	1,351,168	1,351,168
------------	--	--------	-----------	-----------

**PROFESSIONAL FEES**

All Professional		10.00%	810,701	810,701
------------------	--	--------	---------	---------

**MARKETING & LETTING**

Letting Agent Fee		10.00%	72,000	
Letting Legal Fee		0.75%	5,400	
				77,400

**Additional Costs**

Arrangement Fee		1.00%	19,303	19,303
-----------------	--	-------	--------	--------

**MISCELLANEOUS FEES**

Planning / Insurances		2.00%	135,117	
BREEAM		5.00%	337,792	
				472,909

**FINANCE**

Debit Rate 6.500% Credit Rate 0.500% (Nominal)				
Land			(164,393)	
Construction			443,688	
<b>Total Finance Cost</b>				<b>279,295</b>

<b>TOTAL COSTS</b>				<b>8,219,077</b>
--------------------	--	--	--	------------------

**PROFIT**

**2,215,384**

**Performance Measures**

Profit on Cost%	26.95%
Profit on GDV%	20.00%

**APPRAISAL SUMMARY****DIXON SEARLE LLP**

Profit on NDV%	21.23%
Development Yield% (on Rent)	8.76%
Equivalent Yield% (Nominal)	6.50%
Equivalent Yield% (True)	6.77%
Gross Initial Yield%	6.50%
Net Initial Yield%	6.50%
IRR	N/A
Rent Cover	3 yrs 1 mth
Profit Erosion (finance rate 6.500%)	3 yrs 8 mths
Land Cost pHect	(4,289,624)



<b>Net Rent at Sale</b>	<b>Initial MRV</b>
720,000	720,000

11,076,923



## Appendix III

### Market Values & Assumptions Research

## Appendix III

# Market, Values and Assumptions Research Community Infrastructure Levy Viability Assessment

Dixon Searle LLP  
The Well House  
28D Headley Road  
Grayshott  
Hindhead  
GU26 6LD

[www.dixonsearle.co.uk](http://www.dixonsearle.co.uk)

<b>Appendix III contents</b>	<b>Page (of this Appendix)</b>
Overall residential market review (by settlement areas / localities)	2 – 17
DSP New-build housing research	18 – 22
Other property information (market context and trends, house price trends etc)	23 - 31
Residential values summary (value levels)	32
Commercial & other property information	34 - 112
EGi property resource extracts (map, more on house price trends, commercial property availability and deals examples)	Follows above

## Overall market review - May 2012

(Property advertised for sale / including sold subject to contract)

### Sevenoaks District Council – Summary Data (April/May 2012)

Average Asking Prices Analysis - Flats and Houses						
Settlement	1 Bed Flats	2 Bed Flats	2 Bed House	3 Bed House	4 Bed House	All Properties
Leigh (SV)	-	-	-	-	£749,167	£749,167
Sevenoaks (Kippington)	-	£364,975	£301,974	£452,075	£904,583	£607,258
Otford (LSC)	-	£262,500	£338,332	£490,869	£700,000	£534,184
Brasted (SV)	-	-	£282,475	£474,983	£1,150,000	£523,317
Sevenoaks (Chipstead & Bessels Gn)	-	-	£272,500	£405,817	£646,243	£483,047
Sevenoaks Weald (SV)	-	£165,000	-	£399,995	£622,500	£452,499
Knockholt Pound (SV)	-	-	£295,990	£481,650	£712,500	£434,990
Hartley (SV)	-	-	-	£326,247	£503,843	£415,045
Eynsford (SV)	£150,000	£165,000	£289,999	£344,999	£618,571	£395,750
Shoreham (SV)	-	-	£307,488	£338,317	£597,475	£382,206
Sevenoaks (Town & St John's)	£177,299	£277,250	£387,440	£477,913	£689,992	£362,984
Crockenhill (SV)	-	-	£210,000	£209,998	£587,500	£360,999
Sevenoaks (Dunton Gn & Riverhead)	£168,950	£234,133	£248,828	£343,973	£543,932	£356,284
Seal (SV)	£115,000	£188,500	£241,250	£308,300	£587,970	£354,783
Kemsing (SV)	-	-	£229,975	£338,559	£467,661	£352,354
Halstead (SV)	-	-	£222,475	£499,950	£404,975	£350,970
Sevenoaks (Northern)	£145,000	£179,165	£216,475	£310,820	£526,355	£348,518
Westerham (LSC)	£150,000	-	£279,428	£303,700	£524,158	£335,386
Farningham (SV)	£170,000	£190,000	£259,998	£310,000	£565,000	£335,357
Sevenoaks (Eastern)	£177,331	£311,939	£250,640	£331,250	£642,056	£330,523
Sundridge (SV)	-	-	£243,725	£338,300	£350,000	£308,725
West Kingsdown (SV)	£90,000	-	£165,000	£234,495	£393,888	£308,498
Horton Kirby (SV)	-	£237,500	£300,000	£229,988	£406,000	£278,550
Hextable (SV)	-	£148,498	£190,000	£247,971	£307,661	£244,300
Edenbridge (RSC)	£173,137	£191,692	£205,382	£237,245	£426,660	£239,941
New Ash Green (LSC)	£115,000	£136,749	£151,463	£191,858	£260,345	£200,948
Swanley (ST)	£104,168	£151,500	£154,999	£216,379	£316,420	£187,180
South Darenth (SV)	£109,050	£151,535	£174,998	£197,149	£237,500	£154,978
<b>Overall</b>	<b>£140,836</b>	<b>£217,602</b>	<b>£244,435</b>	<b>£300,688</b>	<b>£517,139</b>	<b>£318,840</b>

April/May 2012, [www.rightmove.co.uk](http://www.rightmove.co.uk)

Average Asking Price Analysis - Flats and Houses		
1 Bed Flat	-	£140,836
2 Bed Flat	-	£217,602
2 Bed House	Terraced	£235,337
	Semi-Detached	£271,620
	Detached	£322,158
3 Bed House	Terraced	£243,176
	Semi-Detached	£294,305
	Detached	£433,773
4 Bed House	Terraced	£343,658
	Semi-Detached	£405,213
	Detached	£579,559

Average Asking Prices Analysis - Bungalows				
Settlement	2 Bed Bungalow	3 Bed Bungalow	4 Bed Bungalow	All Properties
Knockholt Pound (SV)	-	£695,000	-	£695,000
Eynsford (SV)	-	£487,500	-	£487,500
Farningham (SV)	£269,995	£695,000	£487,500	£484,999
Kemsing (SV)	-	£455,833	£550,000	£479,375
Sevenoaks (Chipstead & Bessels Gn)	-	£470,990	-	£470,990
Otford (LSC)	-	£463,333	-	£463,333
Sundridge (SV)	£425,000	-	-	£425,000
Sevenoaks Weald (SV)	£375,000	£444,975	-	£421,650
Sevenoaks (Town & St John's)	£415,000	-	-	£415,000
Halstead (SV)	£395,000	-	-	£395,000
Hartley (SV)	£301,916	£397,798	£457,000	£362,653
Edenbridge (RSC)	£256,650	£361,990	£540,000	£346,656
West Kingsdown (SV)	£257,499	£306,250	£343,119	£311,247
Crockenhill (SV)	-	£289,995	-	£289,995
Seal (SV)	£245,000	£325,000	-	£285,000
Sevenoaks (Eastern)	£255,000	£312,475	-	£277,990
Swanley (ST)	£219,998	£249,982	£499,995	£272,848
South Darenth (SV)	£240,000	£300,000	£220,000	£265,000
Hextable (SV)	£265,000	£249,982	-	£253,736
Horton Kirby (SV)	£237,500	£229,950	-	£233,725
New Ash Green (LSC)	£175,748	-	-	£175,748
<b>Overall</b>	<b>£273,392</b>	<b>£378,878</b>	<b>£402,747</b>	<b>£346,928</b>

Average Asking Price Analysis - Bungalows		
2 Bed Bungalow	-	£273,392
3 Bed Bungalow	-	£378,878
4 Bed Bungalow	-	£402,747

April/May 2012, www.rightmove.co.uk

## Individual settlements data -

### Sevenoaks (Eastern Ward)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	£795,000	£804,863
Semi-Detached	n/a	£269,975	£296,385	£424,982
Terraced	n/a	£245,806	£302,475	-
Flats	£177,331	£311,939	n/a	n/a
Bungalows	n/a	£255,000	£312,475	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£177,331	£125,000	£154,999	£182,475	£187,488	£248,750
2-Bed Flats	£311,939	£155,000	£217,500	£249,950	£265,000	£875,000
2-Bed Houses	£250,640	£210,000	£219,375	£235,000	£282,250	£329,950
3-Bed Houses	£331,250	£249,950	£269,950	£289,950	£335,000	£795,000
4-Bed Houses	£642,056	£339,950	£419,973	£495,000	£712,250	£1,395,000
2-Bed Bungalows	£255,000	£245,000	£245,000	£245,000	£260,000	£275,000
3-Bed Bungalows	£312,475	£249,950	£281,213	£312,475	£343,738	£375,000
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

### Sevenoaks (Kippington Ward)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	£338,975	£671,667	£932,727
Semi-Detached	n/a	£249,995	£440,000	£595,000
Terraced	n/a	£279,950	£348,317	-
Flats	-	£364,975	n/a	n/a
Bungalows	n/a	-	-	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	-	£0	-	-	-	£0
2-Bed Flats	£364,975	£179,950	£272,463	£364,975	£457,488	£550,000
2-Bed Houses	£301,974	£249,995	£272,461	£281,450	£310,963	£395,000
3-Bed Houses	£452,075	£289,950	£358,750	£375,000	£542,500	£795,000
4-Bed Houses	£904,583	£450,000	£810,000	£925,000	£1,021,250	£1,375,000
2-Bed Bungalows	-	£0	-	-	-	£0
3-Bed Bungalows	-	£0	-	-	-	£0
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk



**Sevenoaks (Northern Ward)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	£322,500	£624,983
Semi-Detached	n/a	£219,975	£360,817	£495,707
Terraced	n/a	£214,725	£229,986	£445,000
Flats	£145,000	£179,165	n/a	n/a
Bungalows	n/a	-	-	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£145,000	£145,000	£145,000	£145,000	£145,000	£145,000
2-Bed Flats	£179,165	£170,000	£176,250	£182,500	£183,748	£184,995
2-Bed Houses	£216,475	£184,500	£186,200	£214,725	£247,338	£250,000
3-Bed Houses	£310,820	£195,000	£247,463	£257,500	£400,000	£465,000
4-Bed Houses	£526,355	£325,000	£397,475	£550,000	£650,000	£750,000
2-Bed Bungalows	-	£0	-	-	-	£0
3-Bed Bungalows	-	£0	-	-	-	£0
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

**Sevenoaks (Town & St John's Ward)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	£420,000	£537,500	£763,333
Semi-Detached	n/a	-	£490,707	£575,000
Terraced	n/a	£383,822	£408,333	£699,950
Flats	£177,299	£277,250	n/a	n/a
Bungalows	n/a	£415,000	-	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£177,299	£129,950	£149,973	£155,000	£179,973	£310,000
2-Bed Flats	£277,250	£150,000	£175,000	£222,500	£301,250	£675,000
2-Bed Houses	£387,440	£275,000	£342,463	£374,975	£397,375	£625,000
3-Bed Houses	£477,913	£235,000	£418,738	£502,500	£538,750	£620,000
4-Bed Houses	£689,992	£550,000	£616,250	£670,000	£693,713	£950,000
2-Bed Bungalows	£415,000	£410,000	£412,500	£415,000	£417,500	£420,000
3-Bed Bungalows	-	£0	-	-	-	£0
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

**Sevenoaks (Dunton Green & Riverhead Ward)**

(62 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	£250,000	£275,000	£684,500
Semi-Detached	n/a	£262,500	£311,250	£398,333
Terraced	n/a	£246,635	£363,960	£382,450
Flats	£168,950	£234,133	n/a	n/a
Bungalows	n/a	-	-	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£168,950	£139,950	£159,950	£179,950	£183,450	£186,950
2-Bed Flats	£234,133	£182,500	£215,000	£249,950	£249,950	£264,950
2-Bed Houses	£248,828	£180,000	£223,000	£250,000	£275,000	£319,950
3-Bed Houses	£343,973	£275,000	£307,475	£354,950	£367,475	£460,000
4-Bed Houses	£543,932	£319,950	£394,950	£425,000	£712,500	£995,000
2-Bed Bungalows	-	£0	-	-	-	£0
3-Bed Bungalows	-	£0	-	-	-	£0
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

**Sevenoaks (Chipstead & Bessels Green)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	£650,000	£646,243
Semi-Detached	n/a	-	£399,950	-
Terraced	n/a	£272,500	£346,238	-
Flats	-	-	n/a	n/a
Bungalows	n/a	-	£470,990	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	-	£0	-	-	-	£0
2-Bed Flats	-	£0	-	-	-	£0
2-Bed Houses	£272,500	£225,000	£258,750	£282,500	£296,250	£300,000
3-Bed Houses	£405,817	£299,950	£331,250	£374,975	£407,488	£650,000
4-Bed Houses	£646,243	£425,000	£571,238	£680,000	£720,000	£799,995
2-Bed Bungalows	-	£0	-	-	-	£0
3-Bed Bungalows	£470,990	£425,000	£439,950	£465,000	£475,000	£550,000
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

**Swanley (Secondary Town)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	£276,868	£377,847
Semi-Detached	n/a	£175,000	£217,814	£265,989
Terraced	n/a	£153,666	£176,727	£227,500
Flats	£104,168	£151,500	n/a	n/a
Bungalows	n/a	£219,998	£249,982	£499,995

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£104,168	£80,000	£92,000	£100,000	£110,000	£150,000
2-Bed Flats	£151,500	£130,000	£141,250	£153,500	£163,750	£169,000
2-Bed Houses	£154,999	£110,000	£149,999	£155,000	£170,000	£179,995
3-Bed Houses	£216,379	£155,000	£179,998	£219,500	£239,995	£300,000
4-Bed Houses	£316,420	£205,000	£257,499	£299,998	£361,213	£499,995
2-Bed Bungalows	£219,998	£209,995	£209,998	£210,000	£225,000	£240,000
3-Bed Bungalows	£249,982	£210,000	£229,998	£249,995	£269,973	£289,950
4-Bed Bungalows	£499,995	£499,995	£499,995	£499,995	£499,995	£499,995

April/May 2012, www.rightmove.co.uk

**Edenbridge (Rural Service Centre)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	£249,995	£347,475	£477,000
Semi-Detached	n/a	£241,950	£289,350	-
Terraced	n/a	£193,511	£217,750	£325,980
Flats	£173,137	£191,692	n/a	n/a
Bungalows	n/a	£256,650	£361,990	£540,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£173,137	£99,950	£117,475	£125,000	£148,725	£950,000
2-Bed Flats	£191,692	£137,200	£179,963	£189,975	£198,750	£255,950
2-Bed Houses	£205,382	£159,950	£189,950	£199,950	£219,950	£285,950
3-Bed Houses	£237,245	£154,950	£183,738	£246,250	£271,249	£395,000
4-Bed Houses	£426,660	£249,950	£355,000	£435,000	£467,500	£735,000
2-Bed Bungalows	£256,650	£229,950	£237,475	£245,000	£270,000	£295,000
3-Bed Bungalows	£361,990	£199,950	£270,000	£325,000	£475,000	£540,000
4-Bed Bungalows	£540,000	£540,000	£540,000	£540,000	£540,000	£540,000

April/May 2012, www.rightmove.co.uk

**New Ash Green (Local Service Centre)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	£264,598	£287,841
Semi-Detached	n/a	-	£193,750	£269,982
Terraced	n/a	£151,463	£177,158	£205,000
Flats	£115,000	£136,749	n/a	n/a
Bungalows	n/a	£175,748	-	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£115,000	£115,000	£115,000	£115,000	£115,000	£115,000
2-Bed Flats	£136,749	£135,000	£135,000	£136,000	£137,749	£139,995
2-Bed Houses	£151,463	£149,950	£149,950	£149,975	£151,488	£155,950
3-Bed Houses	£191,858	£150,000	£166,863	£179,975	£202,463	£379,995
4-Bed Houses	£260,345	£195,000	£216,238	£264,975	£299,984	£319,995
2-Bed Bungalows	£175,748	£169,995	£169,999	£172,498	£178,246	£188,000
3-Bed Bungalows	-	£0	-	-	-	£0
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

**Oxford (Local Service Centre)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	£652,375	£766,667
Semi-Detached	n/a	-	£336,421	£400,000
Terraced	n/a	£338,332	£279,950	-
Flats	-	£262,500	n/a	n/a
Bungalows	n/a	-	£463,333	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	-	£0	-	-	-	£0
2-Bed Flats	£262,500	£175,000	£218,750	£262,500	£306,250	£350,000
2-Bed Houses	£338,332	£255,000	£267,498	£279,995	£379,998	£480,000
3-Bed Houses	£490,869	£279,950	£316,250	£450,000	£646,250	£875,000
4-Bed Houses	£700,000	£365,000	£532,500	£630,000	£725,000	£1,300,000
2-Bed Bungalows	-	£0	-	-	-	£0
3-Bed Bungalows	£463,333	£410,000	£437,500	£465,000	£490,000	£515,000
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

**Westerham (Local Service Centre)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	£335,000	-	£571,238
Semi-Detached	n/a	£294,950	£292,400	£499,995
Terraced	n/a	£264,992	£312,174	£360,000
Flats	£150,000	-	n/a	n/a
Bungalows	n/a	-	-	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£150,000	£150,000	£150,000	£150,000	£150,000	£150,000
2-Bed Flats	-	£0	-	-	-	£0
2-Bed Houses	£279,428	£165,000	£259,950	£289,950	£325,000	£335,000
3-Bed Houses	£303,700	£230,000	£249,963	£292,250	£329,963	£475,000
4-Bed Houses	£524,158	£360,000	£469,999	£537,498	£593,713	£650,000
2-Bed Bungalows	-	£0	-	-	-	£0
3-Bed Bungalows	-	£0	-	-	-	£0
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

**Brasted (Service Village)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	£474,983	£1,150,000
Semi-Detached	n/a	-	-	-
Terraced	n/a	£282,475	-	-
Flats	-	-	n/a	n/a
Bungalows	n/a	-	-	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	-	£0	-	-	-	£0
2-Bed Flats	-	£0	-	-	-	£0
2-Bed Houses	£282,475	£275,000	£278,738	£282,475	£286,213	£289,950
3-Bed Houses	£474,983	£389,950	£419,975	£450,000	£517,500	£585,000
4-Bed Houses	£1,150,000	£1,150,000	£1,150,000	£1,150,000	£1,150,000	£1,150,000
2-Bed Bungalows	-	£0	-	-	-	£0
3-Bed Bungalows	-	£0	-	-	-	£0
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

**Crockenhill (Service Village)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	-	£587,500
Semi-Detached	n/a	-	£170,000	-
Terraced	n/a	£210,000	£249,995	-
Flats	-	-	n/a	n/a
Bungalows	n/a	-	£289,995	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	-	£0	-	-	-	£0
2-Bed Flats	-	£0	-	-	-	£0
2-Bed Houses	£210,000	£210,000	£210,000	£210,000	£210,000	£210,000
3-Bed Houses	£209,998	£170,000	£189,999	£209,998	£229,996	£249,995
4-Bed Houses	£587,500	£500,000	£543,750	£587,500	£631,250	£675,000
2-Bed Bungalows	-	£0	-	-	-	£0
3-Bed Bungalows	£289,995	£289,995	£289,995	£289,995	£289,995	£289,995
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

**Eynsford (Service Village)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	£445,000	£646,667
Semi-Detached	n/a	£359,998	£375,000	£450,000
Terraced	n/a	£255,000	£279,998	-
Flats	£150,000	£165,000	n/a	n/a
Bungalows	n/a	-	£487,500	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£150,000	£145,000	£147,500	£150,000	£152,500	£155,000
2-Bed Flats	£165,000	£165,000	£165,000	£165,000	£165,000	£165,000
2-Bed Houses	£289,999	£210,000	£252,500	£280,000	£315,000	£399,995
3-Bed Houses	£344,999	£269,995	£284,999	£332,500	£392,500	£445,000
4-Bed Houses	£618,571	£420,000	£475,000	£610,000	£725,000	£900,000
2-Bed Bungalows	-	£0	-	-	-	£0
3-Bed Bungalows	£487,500	£475,000	£481,250	£487,500	£493,750	£500,000
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

**Farningham (Service Village)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	£382,500	£572,500
Semi-Detached	n/a	-	£260,000	-
Terraced	n/a	£259,998	£278,333	£550,000
Flats	£170,000	£190,000	n/a	n/a
Bungalows	n/a	£269,995	£695,000	£487,500

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£170,000	£170,000	£170,000	£170,000	£170,000	£170,000
2-Bed Flats	£190,000	£190,000	£190,000	£190,000	£190,000	£190,000
2-Bed Houses	£259,998	£249,995	£252,498	£255,000	£265,000	£275,000
3-Bed Houses	£310,000	£260,000	£271,250	£282,500	£331,250	£420,000
4-Bed Houses	£565,000	£350,000	£450,000	£550,000	£672,500	£795,000
2-Bed Bungalows	£269,995	£269,995	£269,995	£269,995	£269,995	£269,995
3-Bed Bungalows	£695,000	£695,000	£695,000	£695,000	£695,000	£695,000
4-Bed Bungalows	£487,500	£475,000	£481,250	£487,500	£493,750	£500,000

April/May 2012, www.rightmove.co.uk

**Halstead (Service Village)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	£499,950	£550,000
Semi-Detached	n/a	-	-	-
Terraced	n/a	£222,475	-	£259,950
Flats	-	-	n/a	n/a
Bungalows	n/a	£395,000	-	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	-	£0	-	-	-	£0
2-Bed Flats	-	£0	-	-	-	£0
2-Bed Houses	£222,475	£215,000	£218,738	£222,475	£226,213	£229,950
3-Bed Houses	£499,950	£499,950	£499,950	£499,950	£499,950	£499,950
4-Bed Houses	£404,975	£259,950	£332,463	£404,975	£477,488	£550,000
2-Bed Bungalows	£395,000	£395,000	£395,000	£395,000	£395,000	£395,000
3-Bed Bungalows	-	£0	-	-	-	£0
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

**Hartley (Service Village)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	£456,429	£503,843
Semi-Detached	n/a	-	£282,488	-
Terraced	n/a	-	£179,000	-
Flats	-	-	n/a	n/a
Bungalows	n/a	£301,916	£397,798	£457,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	-	£0	-	-	-	£0
2-Bed Flats	-	£0	-	-	-	£0
2-Bed Houses	-	£0	-	-	-	£0
3-Bed Houses	£326,247	£140,000	£223,750	£297,500	£387,500	£635,000
4-Bed Houses	£503,843	£370,000	£436,250	£510,000	£566,000	£659,995
2-Bed Bungalows	£301,916	£239,995	£281,125	£306,250	£325,000	£355,000
3-Bed Bungalows	£397,798	£339,000	£370,000	£379,995	£449,995	£450,000
4-Bed Bungalows	£457,000	£449,000	£453,000	£457,000	£461,000	£465,000

April/May 2012, www.rightmove.co.uk

**Hextable (Service Village)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	£349,983	£332,790
Semi-Detached	n/a	£202,500	£249,226	£276,250
Terraced	n/a	£181,667	£201,921	-
Flats	-	£148,498	n/a	n/a
Bungalows	n/a	£265,000	£249,982	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	-	£0	-	-	-	£0
2-Bed Flats	£148,498	£120,000	£142,496	£149,998	£155,999	£173,995
2-Bed Houses	£190,000	£150,000	£185,000	£200,000	£205,000	£210,000
3-Bed Houses	£247,971	£170,000	£200,000	£244,950	£270,000	£425,000
4-Bed Houses	£307,661	£250,000	£270,000	£315,000	£325,000	£369,000
2-Bed Bungalows	£265,000	£265,000	£265,000	£265,000	£265,000	£265,000
3-Bed Bungalows	£249,982	£204,950	£237,473	£269,995	£272,498	£275,000
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk



**Horton Kirby (Service Village)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	-	£500,000
Semi-Detached	n/a	£300,000	£227,475	-
Terraced	n/a	-	£232,500	£312,000
Flats	-	£237,500	n/a	n/a
Bungalows	n/a	£237,500	£229,950	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	-	£0	-	-	-	£0
2-Bed Flats	£237,500	£225,000	£231,250	£237,500	£243,750	£250,000
2-Bed Houses	£300,000	£300,000	£300,000	£300,000	£300,000	£300,000
3-Bed Houses	£229,988	£219,950	£219,988	£227,500	£237,500	£245,000
4-Bed Houses	£406,000	£312,000	£359,000	£406,000	£453,000	£500,000
2-Bed Bungalows	£237,500	£237,500	£237,500	£237,500	£237,500	£237,500
3-Bed Bungalows	£229,950	£229,950	£229,950	£229,950	£229,950	£229,950
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

**Kemsing (Service Village)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	£416,863	£518,332
Semi-Detached	n/a	£290,000	£303,945	£442,325
Terraced	n/a	£217,970	£256,667	-
Flats	-	-	n/a	n/a
Bungalows	n/a	-	£455,833	£550,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	-	£0	-	-	-	£0
2-Bed Flats	-	£0	-	-	-	£0
2-Bed Houses	£229,975	£190,000	£217,450	£227,450	£229,988	£290,000
3-Bed Houses	£338,559	£200,000	£285,000	£299,725	£353,750	£525,000
4-Bed Houses	£467,661	£349,000	£399,995	£469,950	£495,000	£725,000
2-Bed Bungalows	-	£0	-	-	-	£0
3-Bed Bungalows	£455,833	£400,000	£412,500	£425,000	£483,750	£542,500
4-Bed Bungalows	£550,000	£550,000	£550,000	£550,000	£550,000	£550,000

April/May 2012, www.rightmove.co.uk

**Knockholt Pound (Service Village)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	£424,975	£712,500
Semi-Detached	n/a	£335,000	£595,000	-
Terraced	n/a	£286,238	-	-
Flats	-	-	n/a	n/a
Bungalows	n/a	-	£695,000	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	-	£0	-	-	-	£0
2-Bed Flats	-	£0	-	-	-	£0
2-Bed Houses	£295,990	£250,000	£285,000	£295,000	£314,950	£335,000
3-Bed Houses	£481,650	£399,950	£424,975	£450,000	£522,500	£595,000
4-Bed Houses	£712,500	£600,000	£656,250	£712,500	£768,750	£825,000
2-Bed Bungalows	-	£0	-	-	-	£0
3-Bed Bungalows	£695,000	£695,000	£695,000	£695,000	£695,000	£695,000
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

**Leigh (Service Village)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	-	£749,167
Semi-Detached	n/a	-	-	-
Terraced	n/a	-	-	-
Flats	-	-	n/a	n/a
Bungalows	n/a	-	-	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	-	£0	-	-	-	£0
2-Bed Flats	-	£0	-	-	-	£0
2-Bed Houses	-	£0	-	-	-	£0
3-Bed Houses	-	£0	-	-	-	£0
4-Bed Houses	£749,167	£627,500	£648,750	£670,000	£810,000	£950,000
2-Bed Bungalows	-	£0	-	-	-	£0
3-Bed Bungalows	-	£0	-	-	-	£0
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

## Seal (Service Village)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	-	£587,970
Semi-Detached	n/a	£350,000	£395,000	-
Terraced	n/a	£205,000	£264,950	-
Flats	£115,000	£188,500	n/a	n/a
Bungalows	n/a	£245,000	£325,000	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£115,000	£115,000	£115,000	£115,000	£115,000	£115,000
2-Bed Flats	£188,500	£162,000	£175,250	£188,500	£201,750	£215,000
2-Bed Houses	£241,250	£175,000	£197,500	£220,000	£263,750	£350,000
3-Bed Houses	£308,300	£249,950	£264,950	£279,950	£337,475	£395,000
4-Bed Houses	£587,970	£545,000	£549,950	£569,950	£599,950	£675,000
2-Bed Bungalows	£245,000	£245,000	£245,000	£245,000	£245,000	£245,000
3-Bed Bungalows	£325,000	£325,000	£325,000	£325,000	£325,000	£325,000
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

## Sevenoaks Weald

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	-	£622,500
Semi-Detached	n/a	-	£399,995	-
Terraced	n/a	-	-	-
Flats	-	£165,000	n/a	n/a
Bungalows	n/a	£375,000	£444,975	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	-	£0	-	-	-	£0
2-Bed Flats	£165,000	£165,000	£165,000	£165,000	£165,000	£165,000
2-Bed Houses	-	£0	-	-	-	£0
3-Bed Houses	£399,995	£399,995	£399,995	£399,995	£399,995	£399,995
4-Bed Houses	£622,500	£595,000	£608,750	£622,500	£636,250	£650,000
2-Bed Bungalows	£375,000	£375,000	£375,000	£375,000	£375,000	£375,000
3-Bed Bungalows	£444,975	£410,000	£427,488	£444,975	£462,463	£479,950
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

**Shoreham (Service Village)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	-	-
Semi-Detached	n/a	£330,000	-	£695,000
Terraced	n/a	£299,983	£338,317	£499,950
Flats	-	-	n/a	n/a
Bungalows	n/a	-	-	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	-	£0	-	-	-	£0
2-Bed Flats	-	£0	-	-	-	£0
2-Bed Houses	£307,488	£249,950	£287,488	£315,000	£335,000	£350,000
3-Bed Houses	£338,317	£289,950	£317,475	£345,000	£362,500	£380,000
4-Bed Houses	£597,475	£499,950	£548,713	£597,475	£646,238	£695,000
2-Bed Bungalows	-	£0	-	-	-	£0
3-Bed Bungalows	-	£0	-	-	-	£0
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

**South Darenth (Service Village)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	-	£240,000
Semi-Detached	n/a	-	£230,000	£235,000
Terraced	n/a	£174,998	£180,724	-
Flats	£109,050	£151,535	n/a	n/a
Bungalows	n/a	£240,000	£300,000	£220,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£109,050	£60,000	£105,000	£115,000	£119,000	£135,000
2-Bed Flats	£151,535	£119,000	£140,000	£160,000	£165,000	£172,500
2-Bed Houses	£174,998	£160,000	£167,499	£174,998	£182,496	£189,995
3-Bed Houses	£197,149	£170,000	£174,711	£189,973	£207,488	£250,000
4-Bed Houses	£237,500	£235,000	£236,250	£237,500	£238,750	£240,000
2-Bed Bungalows	£240,000	£240,000	£240,000	£240,000	£240,000	£240,000
3-Bed Bungalows	£300,000	£250,000	£275,000	£300,000	£325,000	£350,000
4-Bed Bungalows	£220,000	£220,000	£220,000	£220,000	£220,000	£220,000

April/May 2012, www.rightmove.co.uk

**Sundridge (Service Village)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	£439,950	-
Semi-Detached	n/a	-	£287,475	£350,000
Terraced	n/a	£243,725	-	-
Flats	-	-	n/a	n/a
Bungalows	n/a	£425,000	-	-

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	-	£0	-	-	-	£0
2-Bed Flats	-	£0	-	-	-	£0
2-Bed Houses	£243,725	£237,500	£240,613	£243,725	£246,838	£249,950
3-Bed Houses	£338,300	£285,000	£287,475	£289,950	£364,950	£439,950
4-Bed Houses	£350,000	£350,000	£350,000	£350,000	£350,000	£350,000
2-Bed Bungalows	£425,000	£425,000	£425,000	£425,000	£425,000	£425,000
3-Bed Bungalows	-	£0	-	-	-	£0
4-Bed Bungalows	-	£0	-	-	-	£0

April/May 2012, www.rightmove.co.uk

**West Kingsdown (Service Village)**

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	-	£283,317	£401,470
Semi-Detached	n/a	-	£225,833	-
Terraced	n/a	£165,000	£203,000	£265,000
Flats	£90,000	-	n/a	n/a
Bungalows	n/a	£257,499	£306,250	£343,119

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£90,000	£90,000	£90,000	£90,000	£90,000	£90,000
2-Bed Flats	-	£0	-	-	-	£0
2-Bed Houses	£165,000	£165,000	£165,000	£165,000	£165,000	£165,000
3-Bed Houses	£234,495	£180,000	£212,250	£235,000	£252,463	£325,000
4-Bed Houses	£393,888	£265,000	£332,496	£362,500	£459,996	£565,000
2-Bed Bungalows	£257,499	£220,000	£227,500	£239,998	£269,996	£330,000
3-Bed Bungalows	£306,250	£240,000	£283,750	£297,500	£306,250	£435,000
4-Bed Bungalows	£343,119	£300,000	£308,738	£317,500	£353,750	£440,000

April/May 2012, www.rightmove.co.uk

## Sevenoaks District Council – New Build Properties (April/May 2012)

Address	Description	Price	Size (m <sup>2</sup> )	Price per m <sup>2</sup>	Price Less 20%	Price Less 10%	Price Plus 10%	Developer / Agent
<b>Sevenoaks</b>								
<b>Houses (Eastern Ward)</b>								
Cobden Mews, Quakers Hall Lane, TN13 3TX	2 bed terraced	£295,000	n/k					Regalpoint/ Ibbett Mosely
<b>Houses (Kippington Ward)</b>								
Burgate, Solefields Road, TN13 1PF	5 bed detached	£1,350,000	271.7	£4,970	£3,976	£4,473	£5,467	DBS Homes/ Jackson-Stops
The Rise, TN13	5 bed detached	£1,275,000	284.0	£4,489	£3,592	£4,040	£4,938	Kentmere Homes/ Knight Frank
Grange Road, TN13	4 bed detached	£450,000	130.0	£3,462	£2,769	£3,115	£3,808	John Kingston
Croft Close, Oak Lane, TN13 1BF	3 bed semi	£595,000	173.1	£3,438	£2,750	£3,094	£3,782	Savills
<b>Houses (Northern Ward)</b>								
Bradbourne Vale Road, TN13	4 bed semi	£650,000	n/k					Ibbett Mosely
	4 bed semi	£650,000	n/k					
<b>Houses (Town &amp; St John's Ward)</b>								
Austen Place, Hitchen Hatch Lane, TN13	5 bed detached	£1,795,000	397.4	£4,517	£3,613	£4,065	£4,969	McCulloch Homes/ Savills
<b>Houses (Dunton Green &amp; Riverhead Ward)</b>								
Rye Lane, Dunton Green, TN14 5HW	4 bed semi	£425,000	n/k					RPC New Homes
	4 bed semi	£415,000	n/k					
The Chase, Rye Lane, Dunton Green, TN14 5HD	4 bed townhouse	£404,950	113.0	£3,584	£2,867	£3,225	£3,942	Berkeley Homes
	4 bed townhouse	£399,950	113.0	£3,539	£2,832	£3,185	£3,893	
	4 bed townhouse	£399,950	113.0	£3,539	£2,832	£3,185	£3,893	
	3 bed terraced	£399,950	99.0	£4,040	£3,232	£3,636	£4,444	
	3 bed terraced	£384,950	99.0	£3,888	£3,111	£3,500	£4,277	
	3 bed terraced	£359,950	94.0	£3,829	£3,063	£3,446	£4,212	
	3 bed terraced	£354,950	94.0	£3,776	£3,021	£3,398	£4,154	

Address	Description	Price	Size (m <sup>2</sup> )	Price per m <sup>2</sup>	Price Less 20%	Price Less 10%	Price Plus 10%	Developer / Agent
	3 bed terraced	£354,950	94.0	£3,776	£3,021	£3,398	£4,154	
	3 bed terraced	£354,950	94.0	£3,776	£3,021	£3,398	£4,154	
Ryewood Gate, Rye Lane, Dunton Green, TN14 5HD	3 bed terraced	£324,950	86.5	£3,757	£3,005	£3,381	£4,132	Berkeley Homes
	3 bed terraced	£314,950	86.5	£3,641	£2,913	£3,277	£4,005	
<b>Houses (Chipstead &amp; Bessels Green)</b>								
Westerham Road, Bessels Green, TN13	3 bed terraced	£325,000	74.2	£4,380	£3,504	£3,942	£4,818	John Kingston
<b>Average (Houses)</b>		£558,157	142.1	£3,906	£3,125	£3,515	£4,297	
<b>Flats (Eastern Ward)</b>								
Cobden Mews, Quakers Hall Lane, TN13 3TX	2 bed flat	£265,000	n/k					Regalpoint/ Ibbett Mosely
	2 bed flat	£265,000	n/k					
	2 bed flat	£249,950	n/k					
	1 bed flat	£185,000	n/k					
	1 bed flat	£185,000	n/k					
<b>Flats (Dunton Green &amp; Riverhead Ward)</b>								
The Chase, Rye Lane, Dunton Green, TN14 5HD	2 bed flat	£264,950	74.0	£3,580	£2,864	£3,222	£3,938	Berkeley Homes
	2 bed flat	£249,950	75.0	£3,333	£2,666	£2,999	£3,666	
	2 bed flat	£249,950	70.0	£3,571	£2,857	£3,214	£3,928	
	2 bed flat	£249,950	70.0	£3,571	£2,857	£3,214	£3,928	
	2 bed flat	£249,950	69.0	£3,622	£2,898	£3,260	£3,985	
	2 bed flat	£244,950	68.0	£3,602	£2,882	£3,242	£3,962	
	1 bed flat	£186,950	45.0	£4,154	£3,324	£3,739	£4,570	
<b>Average (Flats)</b>		£237,217	67.3	£3,633	£2,907	£3,270	£3,997	
<b>Developments (Eastern Ward)</b>								
Sackville Place, The Vine, TN13 3TG	7 x 2 or 3 bed flats, 3 x penthouse flats, 1 x 5 bed house	from £875,000						Lochailort/ Savills New Homes

## Edenbridge

### Houses

Eden View, High Street, TN8 5AY	4 bed townhouse	£435,000	139.0	£3,129	£2,504	£2,817	£3,442	Woldingham Homes/ Howard Cundy
	4 bed townhouse	£435,000	136.0	£3,199	£2,559	£2,879	£3,518	
Eden Chase, Main Road, TN8	3 bed semi	£360,000	104.0	£3,462	£2,769	£3,115	£3,808	Rydon Homes

Address	Description	Price	Size (m <sup>2</sup> )	Price per m <sup>2</sup>	Price Less 20%	Price Less 10%	Price Plus 10%	Developer / Agent
<b>Average (Houses)</b>		£410,000	126.3	£3,263	£2,611	£2,937	£3,590	
<b>Flats</b>								
Eadhelm Court, Penlee Close, TN8 5FD (retirement)	2 bed flat	£255,950	n/k					McCarthy & Stone/ Langford Rae Van Bergen
Eden View, High Street, TN8 5AY	2 bed flat	£240,000	64.5	£3,721	£2,977	£3,349	£4,093	Woldingham Homes/ Howard Cundy
Meade Court, High Street, TN8 5AP	2 bed flat	£200,000	60.9	£3,284	£2,627	£2,956	£3,612	Combe Bank Homes/Savills
	2 bed flat	£195,000	60.8	£3,207	£2,566	£2,887	£3,528	
	2 bed flat	£190,000	66.6	£2,853	£2,282	£2,568	£3,138	
	2 bed flat	£187,500	63.6	£2,948	£2,358	£2,653	£3,243	
	2 bed flat	£180,000	58.8	£3,061	£2,449	£2,755	£3,367	
<b>Average (Flats)</b>		£206,921	62.5	£3,179	£2,543	£2,861	£3,497	
<b>Land for Sale</b>								
Hilders Lane Baptist Chapel,	Planning permission 3 x 4 bed terraced houses	POA						Williams Wesson

<b>Otford</b>								
<b>Houses</b>								
Tudor Crescent, TN14	5 bed detached	£1,650,000	n/k					Langford Rae O'Neill
Shoreham Road, TN14 5RN	5 bed detached	£1,600,000	354.3	£4,516	£3,613	£4,064	£4,968	Savills
<b>Average (Houses)</b>		£1,625,000	354.3	£4,516	£3,613	£4,064	£4,968	

<b>Halstead</b>								
<b>Houses</b>								
Knockholt Road	4 bed detached	£550,000	163.5	£3,364	£2,691	£3,028	£3,700	Langford Rae O'Neill
<b>Average (Houses)</b>		£550,000	163.5	£3,364	£2,691	£3,028	£3,700	

--	--	--	--	--	--	--	--	--



Address	Description	Price	Size (m2)	Price per m2	Price Less 20%	Price Less 10%	Price Plus 10%	Developer / Agent
<b>Hartley</b>								
<b>Houses</b>								
Gorsewood Road	5 bed detached	£650,000	n/k					Hartley Estates
Church Road	4 bed detached	£500,000	n/k					Birchfield Homes/ Clifton & Co
<b>Average (Houses)</b>		£500,000						

<b>Seal</b>								
<b>Houses</b>								
Childsbridge Lane, TN15	5 bed detached	£925,000	247.4	£3,738	£2,991	£3,365	£4,112	Chesterton Humberts
<b>Average (Houses)</b>		£925,000	247.4	£3,738	£2,991	£3,365	£4,112	
<b>Bungalows</b>								
High Street, TN15 OAF	2 bed semi	£245,000	n/k					Regalpoint Properties/ Ibbett Mosely
<b>Average (Bungalows)</b>		£245,000						
<b>Flats</b>								
High Street, TN15 OAF	2 bed flat	£215,000	n/k					Regalpoint Properties/ Ibbett Mosely
<b>Average (Flats)</b>		£215,000						

<b>South Darent</b>								
<b>Developments</b>								
The Mill	2 bed flats (shared ownership)	£52,500 (for 35% share)						West Kent Housing

--	--	--	--	--	--	--	--	--

Address	Description	Price	Size (m2)	Price per m2	Price Less 20%	Price Less 10%	Price Plus 10%	Developer / Agent
<b>Swanley</b>								
<b>Recent Developments</b>								
Squirrels Close (St Bartholomew's Laundry)	10 x terraced houses sold for between £229,000 and £245,000 from April 2011 to January 2012							Bellway Homes
	10 x flats sold for between £125,000 and £159,950 from March to July 2011							
<b>West Kingsdown</b>								
<b>Houses</b>								
Kingsingfield Road, TN15	4 bed detached	£550,000	189.8	£2,897	£2,318	£2,607	£3,187	Arun Land & New Homes
<b>Average (Houses)</b>		£550,000	189.8	£2,897	£2,318	£2,607	£3,187	
<b>Land for Sale</b>								
London Road	Planning permission for 3/4 bed detached	£120,000						Kings, Swanley

April/May 2012, [www.rightmove.co.uk](http://www.rightmove.co.uk)

**Notes on above new builds information:**

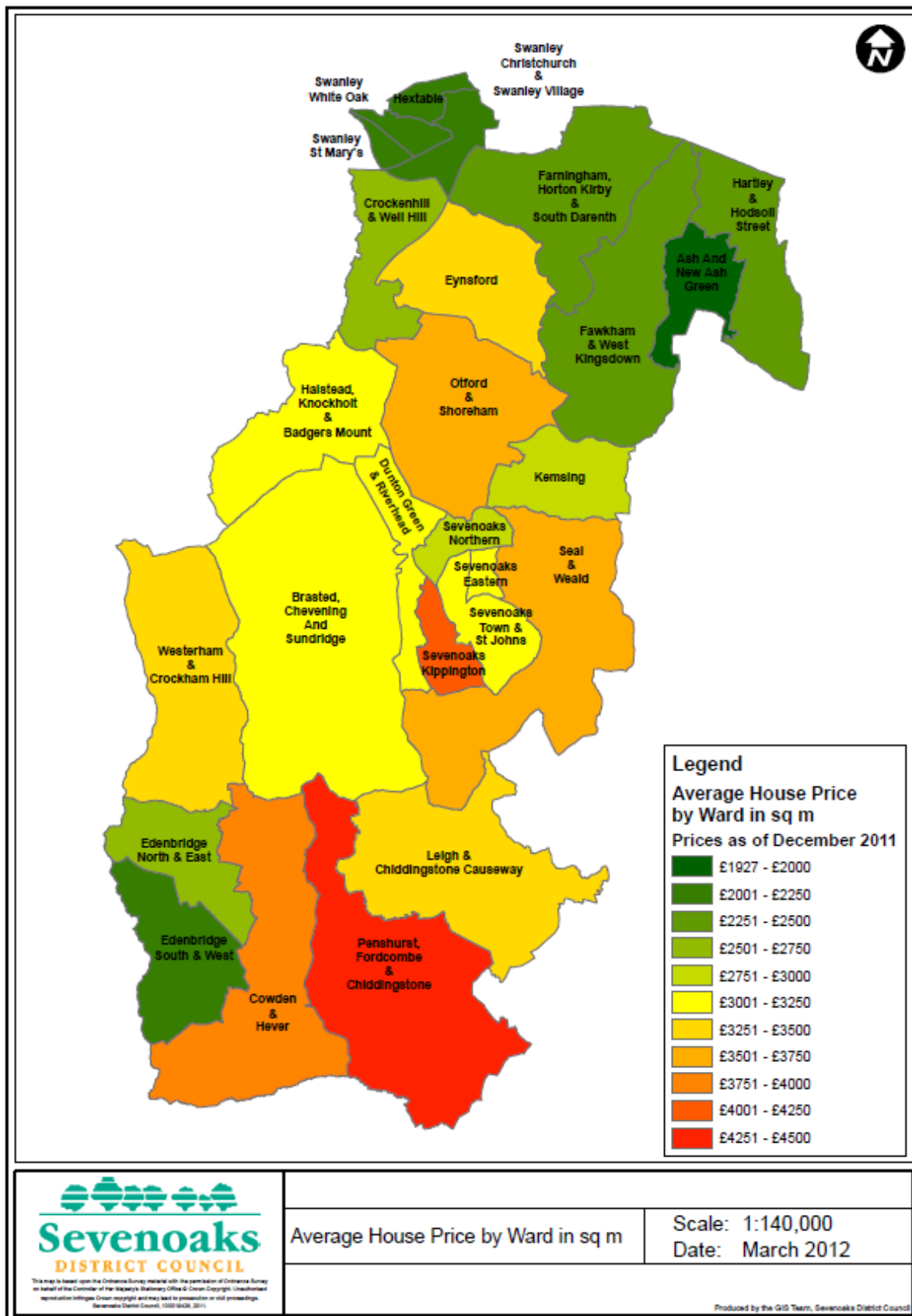
Not exhaustive – there may be other examples.

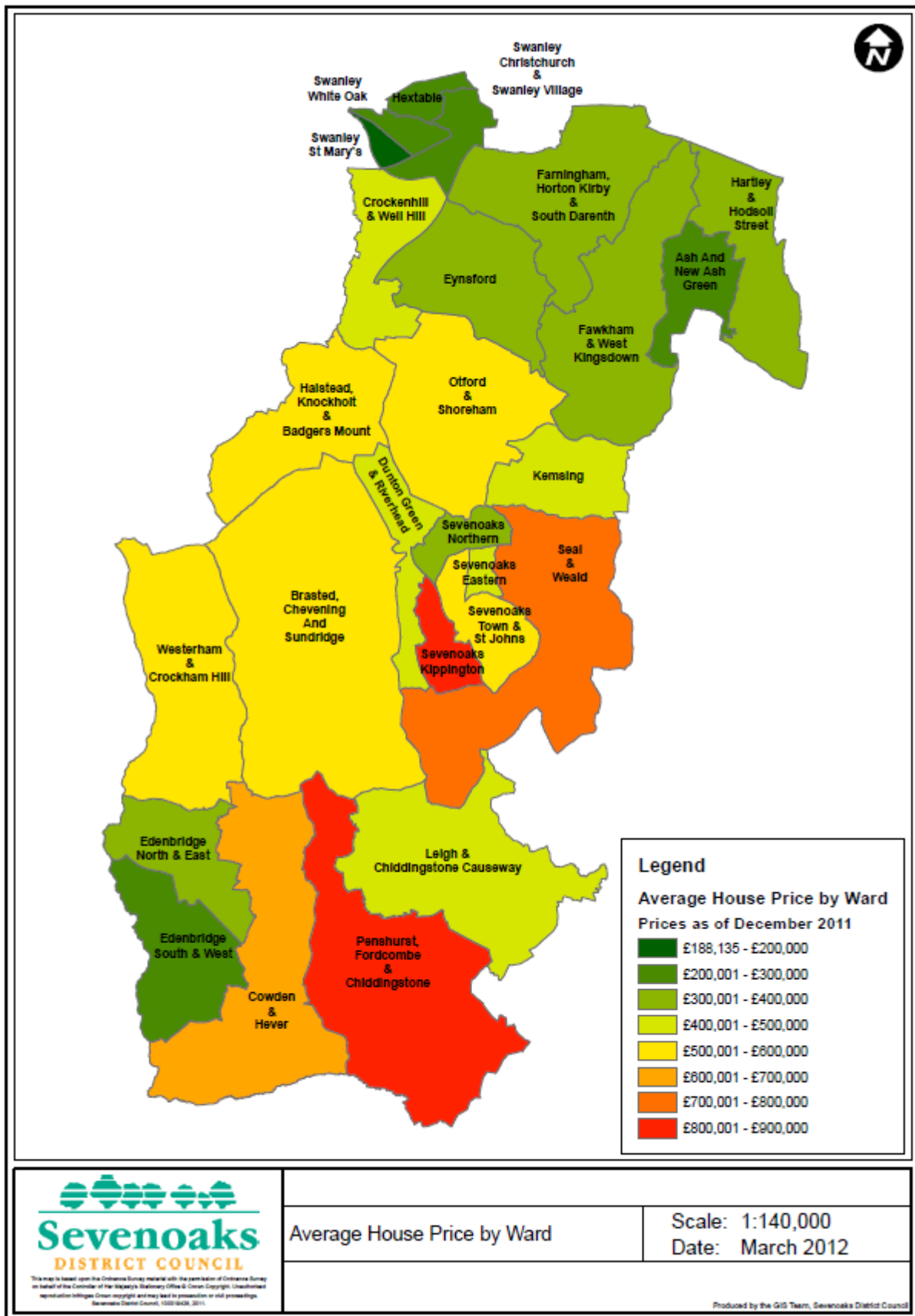
Per sq m values are necessarily indications.

Entries in *italics* text are based on estimated floor areas (by DSP) from plans or other information provided by Agents / house builders.

n/k = not known. Where no plan or other information was readily available to allow us to estimate the floor area and therefore provide per sq m pricing indications.

# Hometrack Data





This map is based upon the Ordnance Survey material with the permission of Ordnance Survey on behalf of the Controller of Her Majesty's Stationery Office & Crown Copyright. Unauthorised reproduction infringes Crown copyright and may lead to prosecution or civil proceedings. Sevenoaks District Council, 1000408, 2011.

Average House Price by Ward

Scale: 1:140,000  
 Date: March 2012

Produced by the GIS Team, Sevenoaks District Council

## Economic Context

### Bank of England

Current official Bank Rate (Base Rate) remained at 0.5% - since being reduced to that level in March 2009.

Agents' summary of Business Conditions May 2012 (extracts re economic back-drop):

- *'Consumer demand had grown a little in recent months.*
- *Activity in the housing market continued to rise.*
- *Private sector investment intentions pointed to a small increase in capital spending over the coming year.*
- *Goods export growth remained strong, particularly to emerging market economies.*
- *Turnover in business services had improved a little compared with a year earlier, partly due to higher prices.*
- *Manufacturing output for the domestic market continued to expand at a moderate pace.*
- *There had been a further contraction in construction output, in large part due to declining work for the public sector.*
- *For firms with strong balance sheets, credit was normally available on reasonable terms. But for some businesses there had been a rise in the interest rate spreads charged on loans over the past few months, and fees were also reported to have increased.*
- *Private sector employment was expected to be broadly unchanged over the next six months.*
- *In manufacturing, capacity utilisation was a little below normal, with most firms able to meet expected changes in demand comfortably. There tended to be relatively more slack in the service sector.*
- *Labour cost growth remained fairly modest, and there were generally few signs of upward pressure on pay from employees.*
- *Input cost inflation remained around its historical average. But the Agents' score had edged up, as past increases in the price of oil fed through to a range of materials, and rising production costs abroad pushed up on import prices.*
- *Manufacturing output prices continued to rise at a moderate pace reflecting some pass-through of increases in costs. Business services inflation was subdued, but had picked up a little.*
- *Consumer price inflation remained elevated.'*

## Housing Market Context

**Land Registry House Price Index April 2012** (released 29<sup>th</sup> May 2012)

*'The April data shows a negative monthly price movement of -0.3 per cent'.*

*The annual change now stands at -1.0 per cent, bringing the average house price in England and Wales to £160,417.*

*The number of property transactions has increased slightly over the last year. From November 2010 to February 2011 there was an average of 47,624 sales per month. In the same months a year later, the figure was 52,350'.*

### **Summary of England and Wales picture:**

Annual change in average house prices -1.0% (minus 1.0%)

Monthly change in average house prices -0.3% (minus 0.3%)

Average price £160,417

### **Summary of South East picture:**

Annual change in average house prices +0.4%

Monthly change in average house prices +0.1%

Average price £206,816

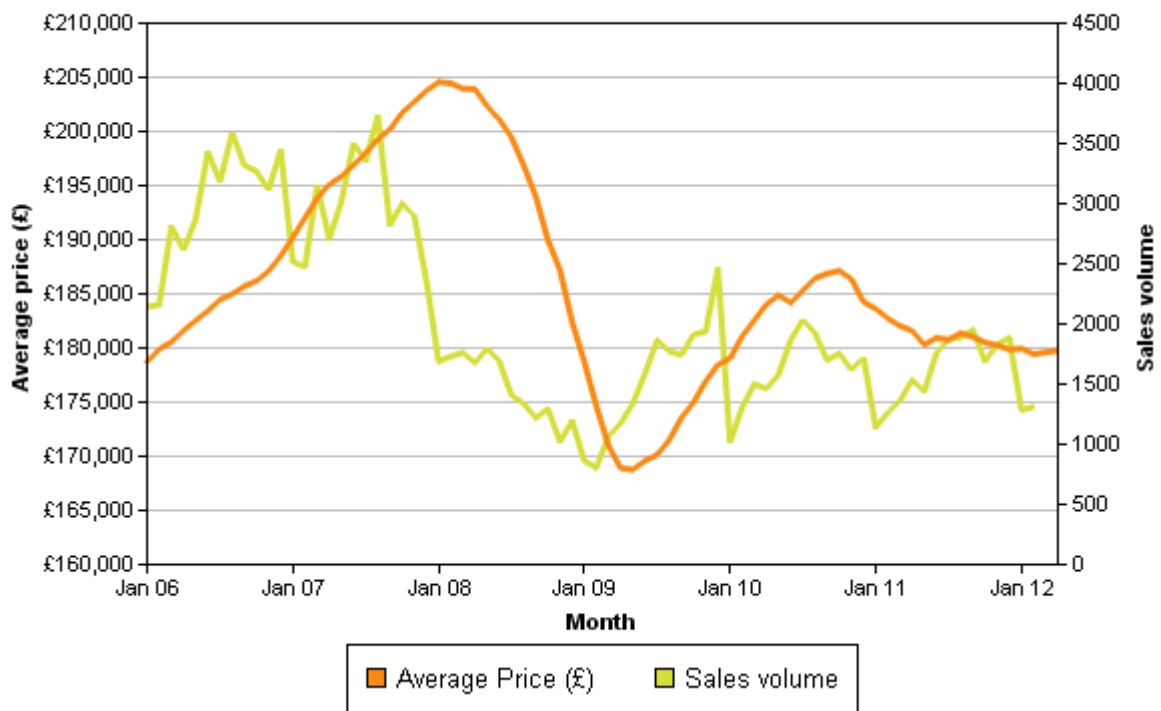
### **Summary of Kent picture:**

Annual change in average house prices -1.0% (minus 1.0%)

Monthly change in average house prices +0.1%

Average price £179,752

### House price and sales volume - Kent Council



Source: [www.landregistry.gov.uk](http://www.landregistry.gov.uk)

## DCLG – House Price Index

*'The latest UK house price index statistics produced by the Department for Communities and Local Government were released on 13 March 2012.*

*The latest statistics release includes data based on mortgage completions during the month of January 2012.*

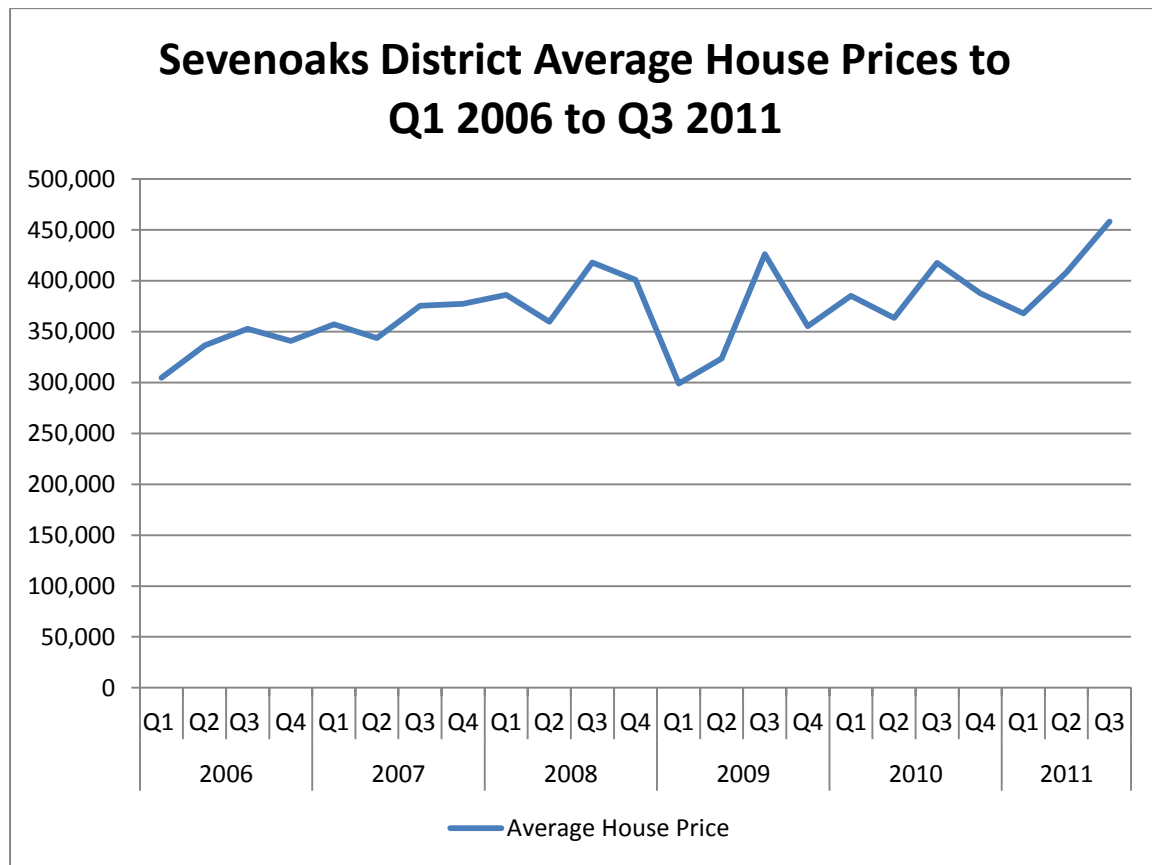
*The key points from the release are:*

- In January UK house prices increased by 0.2 per cent over the year and decreased by 0.7 per cent over the month (seasonally adjusted).*
- The average mix-adjusted UK house price was £206,523 (not seasonally adjusted).*
- Average house prices increased by 0.2 per cent over the quarter to January, compared to an increase of 0.6 per cent over the quarter to October (seasonally adjusted).*
- Average prices decreased during the year in three UK countries; Wales (-0.5 per cent), Scotland (-1.7 per cent) and Northern Ireland (-7.6 per cent). However, there was an increase of 0.4 per cent in average house prices in England.*
- Prices paid by first time buyers were 0.8 per cent higher on average than a year earlier whilst there was no change in the prices paid by former owner occupiers.*
- Prices for new properties were 8.8 per cent higher on average than a year earlier whilst prices for pre-owned dwellings decreased by 0.4 per cent.*



**DCLG Average House Prices (Quarterly)**

The graph below with data taken from the DCLG shows average house price data for Sevenoaks District on a quarterly basis from 2006 to Q3 of 2011 (latest available data).



Data Source:

<http://www.communities.gov.uk/housing/housingresearch/housingstatistics/housingstatisticsby/housingmarket/livestables/housepricestables/localhousepricestables/>

**Royal Institution of Chartered Surveyors (RICS) Housing Market Survey (extracts) April 2012:**

- *'Activity levels broadly flat in April'*
- *'London continues to outperform'*
- *'Price expectations decline'*

*'The **April 2012 RICS Housing Market Survey** highlights a slight reversal in the improved tone to both activity and price indicators.*

*Indeed, the boost received from temporary factors such as the expiration of the stamp duty exemption on properties priced under £250k and unusually mild weather (in March) has waned, as recent weak economic dataflow has eroded confidence in the market.*

*As an example of this, the (seasonally adjusted) headline price net balance in April slipped from -11 to -19 i.e. 19% more surveyors recorded price falls rather than rises.*

*That said, it is still noteworthy that 63% of respondents reported no change in prices and of the ones that did see a fall in prices, 81% did so in the 0-2% range.*

*Turning to activity, newly agreed sales weakened with the net balance turning negative once again (from +10 to -6). This fall in the sales net balance could reflect the payback from sales brought forward by purchasers looking to take advantage of the stamp duty holiday before its expiry.*

*The net balances for new buyer enquiries and new vendor instructions remain at levels that are broadly consistent with an unchanged level of demand and supply.*

*Although sales per surveyor (per branch) increased in April, this indicator measures sales over the past three months and thus includes the boost to transaction activity in previous months. Due to this, the sales to stock ratio - a lead indicator of market slack - edged up from 23.3% to 23.7%, but it is still well below the long run average of 33%.*

*Meanwhile, the three month price outlook (seasonally adjusted) declined in April, reflecting the still fragile level of confidence in the market. Indeed, the net balance dropped from -3 to -17.*

*Anecdotal evidence from surveyors suggests the recent announcement of the economy re-entering recession has been the main reason for the less upbeat outlook.*

*Sales expectations (three months ahead) although still positive, were slightly less so this month, with the net balance falling from +20 to +15.*

*The longer term (non seasonally adjusted) 12 month outlook also showed sales expectations to be upbeat while price expectations over that time horizon are more stable.*

*Behind the headline national price balance, there remains considerable regional divergence. London continues to be the only region recording rising prices, with a net balance of +20. Reflecting the North/South divide further, the South East had the least negative price balance from the remaining regions, with the West Midlands and Wales recording the most severe price deteriorations.*

*Outside of England and Wales, Scotland's price net balance remained broadly unchanged at -23 whilst Northern Ireland continues to see a deterioration in prices'.*

## Residential Values Summary

Overall, for the purposes of this strategic overview of development viability for CIL, we ran our appraisals around the following values range - represented by what we refer to as Values Levels 1 to 12 (1 being the lowest level trialled; 12 the highest).

Sevenoaks DC new build housing values assumptions - Values Range							
Value Level (VL)	1-Bed Flats	2-Bed Flats	2-Bed Houses	3-Bed Houses	4-Bed Houses	£ / sq m guide	£ / sq ft guide
1	£101,250	£135,000	£168,750	£213,750	£281,250	£2,250	£209
2	£112,500	£150,000	£187,500	£237,500	£312,500	£2,500	£232
3	£123,750	£165,000	£206,250	£261,250	£343,750	£2,750	£256
4	£135,000	£180,000	£225,000	£285,000	£375,000	£3,000	£279
5	£146,250	£195,000	£243,750	£308,750	£406,250	£3,250	£302
6	£157,500	£210,000	£262,500	£332,500	£437,500	£3,500	£325
7	£168,750	£225,000	£281,250	£356,250	£468,750	£3,750	£349
8	£180,000	£240,000	£300,000	£380,000	£500,000	£4,000	£372
9	£191,250	£255,000	£318,750	£403,750	£531,250	£4,250	£395
10	£202,500	£270,000	£337,500	£427,500	£562,500	£4,500	£418
11	£213,750	£285,000	£356,250	£451,250	£593,750	£4,750	£441
12	£225,000	£300,000	£375,000	£475,000	£625,000	£5,000	£465

Source: DSP from overview of residential research. Indicative prices are based on assumed market dwellings floor areas (see below) – the key information being the range of per sq ft /m sales values levels, which can also be applied to other dwelling types and sizes. In practice dwelling sizes will vary greatly – the above have been selected for the purposes of this study. Value levels 1 to 6 indicate increasing values as seen varying through location and / or market conditions).

The table above assumes (purely for the purpose of price illustrations) the following:

Unit Sizes (sq m)	Affordable	Private
1-bed flat	51	45
2-bed flat	67	60
2-bed house	76	75
3-bed house	86	95
4-bed house	110	125

As in all areas, values are blurred and this needs to be envisaged more as a continuous and overlapping scale, but the following are broad indications only of the relevance of the values levels (VLs) by locality:

	VL 1 – 4 (£2,250 to £3,000/m <sup>2</sup> )	VL 4 – 9 (£3,000 to £4,250/m <sup>2</sup> )	VL 9 – 12 (£4,250 to £5,000+/m <sup>2</sup> )
Revenue (GDV) - Sales Value Level (VL) & indicative relevance by locality	Areas including – Swanley (ST); New Ash Green (LSC); Hextable, Horton Kirby, South Darenth, West Kingsdown (SVs); Edenbridge (RSC).	Remainder of district – central axis Sevenoaks to Westerham; north to Otford and Eynsford; south and south east (i.e. south excluding Edenbridge)	High-end values, above typical for the district – most likely scheme specific e.g. in parts of Sevenoaks, LSCs and in some SVs (not those linked more typically with VL 1 - 4).

Note – current new build values indicated to be above the bottom end of this range.

## **Commercial Rents & Yields (information as available)**

Sources used:

- EGi (Estates Gazette Interactive) based on search for Sevenoaks District and locations within – EGi reporting extracts follow these sections – all detail not quoted here (Source: EGi – [www.egi.co.uk](http://www.egi.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 as advertised – web-based research

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>INDUSTRIAL WAREHOUSING EXAMPLES</b>			
VOA Rating list category 'Factory & premises' – 48 entries across District	Factory & Premises	76m <sup>2</sup> to 16,568m <sup>2</sup>	£19/m <sup>2</sup> to £95/m <sup>2</sup>
VOA Rating list category 'Warehouse & premises' – 270 entries across District	Warehouse & Premises	22m <sup>2</sup> to 11,777m <sup>2</sup>	£28/m <sup>2</sup> to £110/m <sup>2</sup>
SHEFTS CROFT, MILL HILL, EDENBRIDGE, KENT, TN8 5DB	Storage Depot & Premises	400m <sup>2</sup>	£45/m <sup>2</sup>
ADJ 74, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DN	Storage Depot & Premises	1,289m <sup>2</sup>	£7.5/m <sup>2</sup>
ALSO SEE EGi EXTRACTS AT THE END OF THIS APPENDIX			

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>LARGE RETAIL EXAMPLES</b>			
(Waitrose?)- High Street, Sevenoaks	Superstore & premises	4,266 sq m	£240/m <sup>2</sup>
(Tesco) London Road, Riverhead, Sevenoaks	Superstore & premises	8,016 sq m	£285/m <sup>2</sup>
(Asda) London Road, Swanley	Superstore & premises	11,316 sq m	£240/m <sup>2</sup>
(Sainsbury) Otford Road, Sevenoaks	Superstore & premises	10103 sq m	£285/m <sup>2</sup>
(ex Woolworths?) High Street, Sevenoaks	Superstore & premises	3,613 sq m	£80/m <sup>2</sup>
ALSO SEE EGi EXTRACTS AT THE END OF THIS APPENDIX			



Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
CO-OP, MONT ST AIGNAN WAY, EDENBRIDGE, KENT, TN8 5LN	SUPERMARKET AND PREMISES	1758	£185
27, HIGH STREET, EDENBRIDGE, KENT, TN8 5AD	SHOP AND PREMISES	238.1	£180
29, HIGH STREET, EDENBRIDGE, KENT, TN8 5AD	SHOP AND PREMISES	46.03	£180
31A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AD	SHOP AND PREMISES	94.9	£180
31, HIGH STREET, EDENBRIDGE, KENT, TN8 5AD	SHOP AND PREMISES	18.18	£180
34A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AJ	SHOP AND PREMISES	139.7	£180
34, HIGH STREET, EDENBRIDGE, KENT, TN8 5AJ	SHOP AND PREMISES	137.6	£180
36, HIGH STREET, EDENBRIDGE, KENT, TN8 5AJ	SHOP AND PREMISES	158.12	£180
37, HIGH STREET, EDENBRIDGE, KENT, TN8 5AD	SHOP AND PREMISES	72.7	£180
39-41, HIGH STREET, EDENBRIDGE, KENT, TN8 5AD	SHOP AND PREMISES	660.57	£180
40, HIGH STREET, EDENBRIDGE, KENT, TN8 5AJ	SHOP AND PREMISES	96.13	£180
42, HIGH STREET, EDENBRIDGE, KENT, TN8 5AJ	SHOP AND PREMISES	97.41	£180
43, HIGH STREET, EDENBRIDGE, KENT, TN8 5AD	SHOP AND PREMISES	29.5	£180
49, HIGH STREET, EDENBRIDGE, KENT, TN8 5AL	SHOP AND PREMISES	31.6	£180
51A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AL	SHOP AND PREMISES	24.77	£180

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
51, HIGH STREET, EDENBRIDGE, KENT, TN8 5AL	SHOP AND PREMISES	21.32	£180
53, HIGH STREET, EDENBRIDGE, KENT, TN8 5AL	SHOP AND PREMISES	124.91	£180
56, HIGH STREET, EDENBRIDGE, KENT, TN8 5AJ	SHOP AND PREMISES	42.3	£180
58, HIGH STREET, EDENBRIDGE, KENT, TN8 5AJ	SHOP AND PREMISES	166.28	£180
59, HIGH STREET, EDENBRIDGE, KENT, TN8 5AL	SHOP AND PREMISES	84.3	£180
62, HIGH STREET, EDENBRIDGE, KENT, TN8 5AJ	SHOP AND PREMISES	116.9	£180
63, HIGH STREET, EDENBRIDGE, KENT, TN8 5AL	SHOP AND PREMISES	54.78	£180
66, HIGH STREET, EDENBRIDGE, KENT, TN8 5AJ	SHOP AND PREMISES	99.24	£180
68, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	SHOP AND PREMISES	110.5	£180
CONTENTED PETS 54, HIGH STREET, EDENBRIDGE, KENT, TN8 5AJ	SHOP AND PREMISES	45.9	£180
8, HIGH STREET, EDENBRIDGE, KENT, TN8 5AG	SHOP AND PREMISES	43.2	£170
12, HIGH STREET, EDENBRIDGE, KENT, TN8 5AG	SHOP AND PREMISES	32.9	£170
14, HIGH STREET, EDENBRIDGE, KENT, TN8 5AG	SHOP AND PREMISES	35.6	£170
16, HIGH STREET, EDENBRIDGE, KENT, TN8 5AG	SHOP AND PREMISES	27.8	£170
18, HIGH STREET, EDENBRIDGE, KENT, TN8 5AG	SHOP AND PREMISES	56.87	£170

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
20, HIGH STREET, EDENBRIDGE, KENT, TN8 5AG	SHOP AND PREMISES	51.35	£170
GND FLR 13A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AB	SHOP AND PREMISES	45.67	£170
3, CHURCH STREET, EDENBRIDGE, KENT, TN8 5BD	SHOP AND PREMISES	36	£160
5, CHURCH STREET, EDENBRIDGE, KENT, TN8 5BD	SHOP AND PREMISES	37.8	£160
69, HIGH STREET, EDENBRIDGE, KENT, TN8 5AL	SHOP AND PREMISES	153.75	£160
71-73, HIGH STREET, EDENBRIDGE, KENT, TN8 5AL	SHOP AND PREMISES	311.36	£160
75, HIGH STREET, EDENBRIDGE, KENT, TN8 5AU	SHOP AND PREMISES	16.3	£160
77, HIGH STREET, EDENBRIDGE, KENT, TN8 5AU	SHOP AND PREMISES	45.99	£160
78, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	SHOP AND PREMISES	31	£160
79, HIGH STREET, EDENBRIDGE, KENT, TN8 5AU	SHOP AND PREMISES	48.2	£160
80, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	SHOP AND PREMISES	115.8	£160
82, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	SHOP AND PREMISES	66.7	£160
83A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AU	SHOP AND PREMISES	27.15	£160
83, HIGH STREET, EDENBRIDGE, KENT, TN8 5AU	SHOP AND PREMISES	170.54	£160
84, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	SHOP AND PREMISES	105.75	£160

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
86, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	SHOP AND PREMISES	77.47	£160
90, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	SHOP AND PREMISES	63.1	£160
94, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	SHOP AND PREMISES	111.2	£160
96, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	SHOP AND PREMISES	110.9	£160
1, THE LEATHERMARKET, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	SHOP AND PREMISES	66.75	£160
2, THE LEATHERMARKET, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	SHOP AND PREMISES	449.3	£160
1, THE SQUARE, CHURCH STREET, EDENBRIDGE, KENT, TN8 5BD	SHOP AND PREMISES	55.3	£160
91-91A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AU	SHOP AND PREMISES	42.7	£150
93A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AU	SHOP AND PREMISES	17.9	£150
93, HIGH STREET, EDENBRIDGE, KENT, TN8 5AU	SHOP AND PREMISES	44.4	£150
97-99, HIGH STREET, EDENBRIDGE, KENT, TN8 5AU	SHOP AND PREMISES	86.6	£150
98, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	SHOP AND PREMISES	243.5	£150
102, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	SHOP AND PREMISES	32.84	£150
104, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	SHOP AND PREMISES	32.2	£150
3-7, HIGH STREET, EDENBRIDGE, KENT, TN8 5AB	SHOP OFFICE AND PREMISES	218.1	£125

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
4A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AG	SHOP AND PREMISES	88.7	£125
4, HIGH STREET, EDENBRIDGE, KENT, TN8 5AG	SHOP AND PREMISES	87.51	£125
GND FLR L H S 2, HIGH STREET, EDENBRIDGE, KENT, TN8 5AG	SHOP AND PREMISES	38.1	£125
PROMOTION HOUSE, STATION APPROACH, EDENBRIDGE, KENT, TN8 5LP	SHOP AND PREMISES	47.2	£125
1A, STATION ROAD, EDENBRIDGE, KENT, TN8 5HP	SHOP AND PREMISES	64.32	£125
1, STATION ROAD, EDENBRIDGE, KENT, TN8 5HP	SHOP AND PREMISES	54.04	£125
3, STATION ROAD, EDENBRIDGE, KENT, TN8 5HP	SHOP AND PREMISES	50.5	£125
5-7, STATION ROAD, EDENBRIDGE, KENT, TN8 5HP	SHOP AND PREMISES	136.92	£125
115, HIGH STREET, EDENBRIDGE, KENT, TN8 5AX	SHOP AND PREMISES	35.2	£120
127A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AX	SHOP AND PREMISES	30	£120
127B, HIGH STREET, EDENBRIDGE, KENT, TN8 5AX	SHOP AND PREMISES	48.94	£120
132, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	SHOP AND PREMISES	174.7	£120
139/139A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AX	SHOP AND PREMISES	95.31	£120
141-143, HIGH STREET, EDENBRIDGE, KENT, TN8 5AX	SHOP AND PREMISES	104.45	£120

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
1 & 2, STANGROVE PARADE, STANGROVE ROAD, EDENBRIDGE, KENT, TN8 5HT	SHOP AND PREMISES	139.06	£110
THE LIMES, BOUGH BEECH ROAD, FOUR ELMS, EDENBRIDGE, KENT, TN8 6NE	SHOP AND PREMISES	52.8	£100
WOODLEA, BOUGH BEECH ROAD, FOUR ELMS, EDENBRIDGE, KENT, TN8 6NE	SHOP AND PREMISES	18.65	£100
LAKE HOUSE, FOUR ELMS ROAD, FOUR ELMS, EDENBRIDGE, KENT, TN8 6NL	SHOP AND PREMISES	70	£100
25, HIGH STREET, EDENBRIDGE, KENT, TN8 5AB	SHOP AND PREMISES	157.56	£100
THE STORES, IDE HILL ROAD, FOUR ELMS, EDENBRIDGE, KENT, TN8 6NR	SHOP AND PREMISES	39.17	£100
TREASURES ANTIQUES R/O THE STORES, IDE HILL ROAD, FOUR ELMS, EDENBRIDGE, KENT, TN8 6NR	SHOP AND PREMISES	47.06	£100
NEWS AND CANDY, MAIN ROAD, EDENBRIDGE, KENT, TN8 6HZ	SHOP AND PREMISES	28.6	£95
18-19, THE ROW, MAIN ROAD, MARLPIT HILL, EDENBRIDGE, KENT, TN8 6HU	SHOP AND PREMISES	223.74	£95
ECCLES HOUSE, MAIN ROAD, EDENBRIDGE, KENT, TN8 6HZ	SHOP AND PREMISES	112.8	£90
18, CEDAR DRIVE, EDENBRIDGE, KENT, TN8 5JL	SHOP AND PREMISES	44	£73
CHAHAL, FARMSTEAD DRIVE, EDENBRIDGE, KENT, TN8 6DX	SHOP AND PREMISES	162.2	£52

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
105, HIGH STREET, SEVENOAKS, KENT, TN13 1UP	SHOP AND PREMISES	127.2	£675
107, HIGH STREET, SEVENOAKS, KENT, TN13 1UP	SHOP AND PREMISES	195.59	£675
109, HIGH STREET, SEVENOAKS, KENT, TN13 1UP	SHOP AND PREMISES	61.1	£675
111, HIGH STREET, SEVENOAKS, KENT, TN13 1UP	SHOP AND PREMISES	109.4	£675
113-117, HIGH STREET, SEVENOAKS, KENT, TN13 1UP	SHOP AND PREMISES	147.11	£675
119, HIGH STREET, SEVENOAKS, KENT, TN13 1UP	SHOP AND PREMISES	115.39	£675
120, HIGH STREET, SEVENOAKS, KENT, TN13 1XA	SHOP AND PREMISES	1228.3	£675
121, HIGH STREET, SEVENOAKS, KENT, TN13 1UP	SHOP AND PREMISES	108.71	£675
122A, HIGH STREET, SEVENOAKS, KENT, TN13 1XA	SHOP AND PREMISES	49.81	£675
122, HIGH STREET, SEVENOAKS, KENT, TN13 1XA	SHOP AND PREMISES	71.8	£675
123, HIGH STREET, SEVENOAKS, KENT, TN13 1UP	SHOP AND PREMISES	51.97	£675
124, HIGH STREET, SEVENOAKS, KENT, TN13 1XA	SHOP AND PREMISES	27.6	£675
125, HIGH STREET, SEVENOAKS, KENT, TN13 1UT	SHOP AND PREMISES	298.52	£675
126, HIGH STREET, SEVENOAKS, KENT, TN13 1XA	SHOP AND PREMISES	1238.3	£675
127, HIGH STREET, SEVENOAKS, KENT, TN13 1UP	SHOP AND PREMISES	148.1	£675

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
128, HIGH STREET, SEVENOAKS, KENT, TN13 1XA	SHOP AND PREMISES	124.91	£675
129, HIGH STREET, SEVENOAKS, KENT, TN13 1UP	SHOP AND PREMISES	182.04	£675
130, HIGH STREET, SEVENOAKS, KENT, TN13 1XA	SHOP AND PREMISES	153.99	£675
131-133, HIGH STREET, SEVENOAKS, KENT, TN13 1UP	SHOP AND PREMISES	498.5	£675
134, HIGH STREET, SEVENOAKS, KENT, TN13 1XA	SHOP AND PREMISES	111.9	£675
GND FLR 132, HIGH STREET, SEVENOAKS, KENT, TN13 1XA	SHOP AND PREMISES	111.83	£675
114, HIGH STREET, SEVENOAKS, KENT, TN13 1UZ	SHOP AND PREMISES	159.2	£625
116, HIGH STREET, SEVENOAKS, KENT, TN13 1UZ	SHOP AND PREMISES	77.9	£625
95, HIGH STREET, SEVENOAKS, KENT, TN13 1LH	SHOP AND PREMISES	105.9	£590
97, HIGH STREET, SEVENOAKS, KENT, TN13 1LH	SHOP AND PREMISES	56.08	£590
99B, HIGH STREET, SEVENOAKS, KENT, TN13 1LH	SHOP AND PREMISES	64.9	£590
101, HIGH STREET, SEVENOAKS, KENT, TN13 1LH	SHOP AND PREMISES	98.92	£590
104, HIGH STREET, SEVENOAKS, KENT, TN13 1LU	SHOP AND PREMISES	307.35	£590
108, HIGH STREET, SEVENOAKS, KENT, TN13 1LU	SHOP AND PREMISES	182.3	£590
110, HIGH STREET, SEVENOAKS, KENT, TN13 1LU	SHOP AND PREMISES	295.78	£590



Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
2, BLIGHS COURT, SEVENOAKS, KENT, TN13 1DD	SHOP AND PREMISES	450.25	£585
1, BLIGHS WALK, SEVENOAKS, KENT, TN13 1DB	SHOP AND PREMISES	241.07	£550
3, BLIGHS WALK, SEVENOAKS, KENT, TN13 1DB	SHOP AND PREMISES	103.76	£550
4, BLIGHS WALK, SEVENOAKS, KENT, TN13 1DB	SHOP AND PREMISES	78.14	£550
5, BLIGHS WALK, SEVENOAKS, KENT, TN13 1DB	SHOP AND PREMISES	211.51	£550
GND FLR 2, BLIGHS WALK, SEVENOAKS, KENT, TN13 1DB	SHOP AND PREMISES	130.83	£550
87-89, HIGH STREET, SEVENOAKS, KENT, TN13 1LE	SHOP AND PREMISES	199.11	£550
90, HIGH STREET, SEVENOAKS, KENT, TN13 1LP	SHOP AND PREMISES	66.3	£550
91, HIGH STREET, SEVENOAKS, KENT, TN13 1LE	SHOP AND PREMISES	126.9	£550
92, HIGH STREET, SEVENOAKS, KENT, TN13 1LP	SHOP AND PREMISES	48	£550
93, HIGH STREET, SEVENOAKS, KENT, TN13 1LE	SHOP AND PREMISES	158.1	£550
94, HIGH STREET, SEVENOAKS, KENT, TN13 1LP	SHOP AND PREMISES	89.14	£550
96, HIGH STREET, SEVENOAKS, KENT, TN13 1LP	SHOP AND PREMISES	593.2	£550
98, HIGH STREET, SEVENOAKS, KENT, TN13 1LP	SHOP AND PREMISES	170.8	£550
137A, HIGH STREET, SEVENOAKS, KENT, TN13 1UX	SHOP AND PREMISES	86.3	£550

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
138, HIGH STREET, SEVENOAKS, KENT, TN13 1XE	SHOP AND PREMISES	153.81	£550
140, HIGH STREET, SEVENOAKS, KENT, TN13 1XE	SHOP AND PREMISES	106.17	£550
142, HIGH STREET, SEVENOAKS, KENT, TN13 1XE	SHOP AND PREMISES	103.37	£550
UNIT 1 AT 137, HIGH STREET, SEVENOAKS, KENT, TN13 1UX	SHOP AND PREMISES	411.75	£550
UNIT 2 AT 137, HIGH STREET, SEVENOAKS, KENT, TN13 1UX	SHOP AND PREMISES	112.59	£550
UNIT 4 AT 137, HIGH STREET, SEVENOAKS, KENT, TN13 1UX	SHOP AND PREMISES	85.06	£550
3, BLIGHS COURT, SEVENOAKS, KENT, TN13 1DD	SHOP AND PREMISES	47.55	£540
70, HIGH STREET, SEVENOAKS, KENT, TN13 1JR	SHOP AND PREMISES	150.01	£530
72-76, HIGH STREET, SEVENOAKS, KENT, TN13 1JR	SHOP AND PREMISES	560.31	£530
78-78A, HIGH STREET, SEVENOAKS, KENT, TN13 1JR	SHOP AND PREMISES	540.55	£530
82, HIGH STREET, SEVENOAKS, KENT, TN13 1LP	SHOP AND PREMISES	80.76	£530
84, HIGH STREET, SEVENOAKS, KENT, TN13 1LP	SHOP AND PREMISES	213.16	£530
86, HIGH STREET, SEVENOAKS, KENT, TN13 1LP	SHOP AND PREMISES	137.07	£530
88, HIGH STREET, SEVENOAKS, KENT, TN13 1LP	SHOP AND PREMISES	91.91	£530
143B, HIGH STREET, SEVENOAKS, KENT, TN13 1UX	SHOP AND PREMISES	87.83	£530

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
143C, HIGH STREET, SEVENOAKS, KENT, TN13 1UX	SHOP AND PREMISES	168.44	£530
143, HIGH STREET, SEVENOAKS, KENT, TN13 1UX	SHOP AND PREMISES	213.52	£530
144, HIGH STREET, SEVENOAKS, KENT, TN13 1XE	SHOP AND PREMISES	110.04	£530
150, HIGH STREET, SEVENOAKS, KENT, TN13 1XE	SHOP AND PREMISES	96.9	£530
1, BLIGHS COURT, SEVENOAKS, KENT, TN13 1DD	SHOP AND PREMISES	246.38	£520
4, BLIGHS COURT, SEVENOAKS, KENT, TN13 1DD	SHOP AND PREMISES	241.59	£520
6, BLIGHS COURT, SEVENOAKS, KENT, TN13 1DD	SHOP AND PREMISES	215.56	£520
GND FLR 5, BLIGHS COURT, SEVENOAKS, KENT, TN13 1DD	SHOP AND PREMISES	117.61	£520
2, BREWERY LANE, SEVENOAKS, KENT, TN13 1DF	SHOP AND PREMISES	62.91	£520
3, BREWERY LANE, SEVENOAKS, KENT, TN13 1DF	SHOP AND PREMISES	123.92	£520
4, BREWERY LANE, SEVENOAKS, KENT, TN13 1DF	SHOP AND PREMISES	114.45	£520
5, BREWERY LANE, SEVENOAKS, KENT, TN13 1DF	SHOP AND PREMISES	106.66	£520
6, BREWERY LANE, SEVENOAKS, KENT, TN13 1DF	SHOP AND PREMISES	39.69	£520
1, BANK STREET, SEVENOAKS, KENT, TN13 1UW	SHOP AND PREMISES	53.1	£500
2, BANK STREET, SEVENOAKS, KENT, TN13 1UW	SHOP AND PREMISES	66.9	£500

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
4A, BANK STREET, SEVENOAKS, KENT, TN13 1UW	SHOP AND PREMISES	40.02	£500
4, BANK STREET, SEVENOAKS, KENT, TN13 1UW	SHOP AND PREMISES	121.6	£500
6, BANK STREET, SEVENOAKS, KENT, TN13 1UW	SHOP AND PREMISES	47.51	£500
8-10, BANK STREET, SEVENOAKS, KENT, TN13 1UW	SHOP AND PREMISES	43.66	£500
9, BANK STREET, SEVENOAKS, KENT, TN13 1UW	SHOP AND PREMISES	42.88	£500
14, BANK STREET, SEVENOAKS, KENT, TN13 1UW	SHOP AND PREMISES	101.2	£500
BST & GND FLR 15, BANK STREET, SEVENOAKS, KENT, TN13 1UW	SHOP AND PREMISES	77.5	£500
GND FLR 3-5, BANK STREET, SEVENOAKS, KENT, TN13 1UW	SHOP AND PREMISES	43.68	£500
7, BLACKS YARD, SEVENOAKS, KENT, TN13 1DS	SHOP AND PREMISES	90.41	£485
8, BLACKS YARD, SEVENOAKS, KENT, TN13 1DS	SHOP AND PREMISES	45.28	£485
10, BLACKS YARD, SEVENOAKS, KENT, TN13 1DS	SHOP AND PREMISES	50.57	£485
11, BLACKS YARD, SEVENOAKS, KENT, TN13 1DS	SHOP AND PREMISES	30.11	£485
12, BLACKS YARD, SEVENOAKS, KENT, TN13 1DS	SHOP AND PREMISES	47.89	£485
73A, HIGH STREET, SEVENOAKS, KENT, TN13 1LD	SHOP AND PREMISES	78.71	£485
75A, HIGH STREET, SEVENOAKS, KENT, TN13 1LD	SHOP AND PREMISES	27.43	£485

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
75, HIGH STREET, SEVENOAKS, KENT, TN13 1LD	SHOP AND PREMISES	14.6	£485
2-3, THE SHAMBLES, SEVENOAKS, KENT, TN13 1LJ	SHOP AND PREMISES	72.73	£465
4, THE SHAMBLES, SEVENOAKS, KENT, TN13 1AL	SHOP AND PREMISES	20.52	£465
5, THE SHAMBLES, SEVENOAKS, KENT, TN13 1AL	SHOP AND PREMISES	63.49	£465
26, LONDON ROAD, SEVENOAKS, KENT, TN13 1AP	SHOP AND PREMISES	68.09	£440
28, LONDON ROAD, SEVENOAKS, KENT, TN13 1AP	SHOP AND PREMISES	70.7	£440
30, LONDON ROAD, SEVENOAKS, KENT, TN13 1AP	SHOP AND PREMISES	73.1	£440
1, DORSET STREET, SEVENOAKS, KENT, TN13 1LL	SHOP AND PREMISES	63.72	£425
2-3, DORSET STREET, SEVENOAKS, KENT, TN13 1LL	SHOP AND PREMISES	44.8	£425
3B, DORSET STREET, SEVENOAKS, KENT, TN13 1LL	SHOP AND PREMISES	105.08	£425
4-5, DORSET STREET, SEVENOAKS, KENT, TN13 1LN	SHOP AND PREMISES	82.4	£425
4A, DORSET STREET, SEVENOAKS, KENT, TN13 1LL	SHOP AND PREMISES	4.15	£425
6, DORSET STREET, SEVENOAKS, KENT, TN13 1LL	SHOP AND PREMISES	19.1	£425
8, DORSET STREET, SEVENOAKS, KENT, TN13 1LL	SHOP AND PREMISES	66.02	£425
63-65, HIGH STREET, SEVENOAKS, KENT, TN13 1JY	SHOP AND PREMISES	287.81	£400

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
64, HIGH STREET, SEVENOAKS, KENT, TN13 1JR	SHOP AND PREMISES	55.1	£400
66, HIGH STREET, SEVENOAKS, KENT, TN13 1JR	SHOP AND PREMISES	200.97	£400
68A, HIGH STREET, SEVENOAKS, KENT, TN13 1JR	SHOP AND PREMISES	71.4	£400
68B, HIGH STREET, SEVENOAKS, KENT, TN13 1JR	SHOP AND PREMISES	124.5	£400
8, LONDON ROAD, SEVENOAKS, KENT, TN13 1AJ	SHOP AND PREMISES	250.19	£400
10, LONDON ROAD, SEVENOAKS, KENT, TN13 1AJ	SHOP AND PREMISES	348.57	£400
14-18, LONDON ROAD, SEVENOAKS, KENT, TN13 1AJ	SHOP AND PREMISES	186.57	£400
20, LONDON ROAD, SEVENOAKS, KENT, TN13 1AJ	SHOP AND PREMISES	98.43	£400
24A, LONDON ROAD, SEVENOAKS, KENT, TN13 1AP	SHOP AND PREMISES	53.31	£400
24, LONDON ROAD, SEVENOAKS, KENT, TN13 1AP	SHOP AND PREMISES	63.33	£400
3, STATION PARADE, LONDON ROAD, SEVENOAKS, KENT, TN13 1DL	SHOP AND PREMISES	86.8	£370
4, STATION PARADE, LONDON ROAD, SEVENOAKS, KENT, TN13 1DL	SHOP AND PREMISES	141.6	£370
5, STATION PARADE, LONDON ROAD, SEVENOAKS, KENT, TN13 1DL	SHOP AND PREMISES	81.1	£370
52, HIGH STREET, SEVENOAKS, KENT, TN13 1JG	SHOP AND PREMISES	239.92	£345
54, HIGH STREET, SEVENOAKS, KENT, TN13 1JG	SHOP AND PREMISES	170.9	£345

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
1, STATION PARADE, LONDON ROAD, SEVENOAKS, KENT, TN13 1DL	SHOP AND PREMISES	87.6	£340
2, STATION PARADE, LONDON ROAD, SEVENOAKS, KENT, TN13 1DL	SHOP AND PREMISES	141.5	£340
6, STATION PARADE, LONDON ROAD, SEVENOAKS, KENT, TN13 1DL	SHOP AND PREMISES	118.4	£340
63, LONDON ROAD, SEVENOAKS, KENT, TN13 1AU	SHOP AND PREMISES	88.21	£330
1, LONDON ROAD, SEVENOAKS, KENT, TN13 1AH	SHOP AND PREMISES	54	£325
3, LONDON ROAD, SEVENOAKS, KENT, TN13 1AH	SHOP AND PREMISES	58.05	£325
5, LONDON ROAD, SEVENOAKS, KENT, TN13 1AH	SHOP AND PREMISES	108.86	£325
9A, LONDON ROAD, SEVENOAKS, KENT, TN13 1AH	SHOP AND PREMISES	36.65	£325
9B, LONDON ROAD, SEVENOAKS, KENT, TN13 1AH	SHOP AND PREMISES	104.8	£325
11A, LONDON ROAD, SEVENOAKS, KENT, TN13 1AH	SHOP AND PREMISES	57.7	£325
11, LONDON ROAD, SEVENOAKS, KENT, TN13 1AH	SHOP AND PREMISES	65.25	£325
13, LONDON ROAD, SEVENOAKS, KENT, TN13 1AH	SHOP AND PREMISES	92.11	£325
19, LONDON ROAD, SEVENOAKS, KENT, TN13 1AR	SHOP AND PREMISES	252.64	£325
21-25, LONDON ROAD, SEVENOAKS, KENT, TN13 1AR	SHOP AND PREMISES	235.74	£325
29, LONDON ROAD, SEVENOAKS, KENT, TN13 1AR	SHOP AND PREMISES	76.11	£325

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
36-42, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	SHOP AND PREMISES	316.28	£325
43, LONDON ROAD, SEVENOAKS, KENT, TN13 1AR	SHOP AND PREMISES	128.98	£325
45, LONDON ROAD, SEVENOAKS, KENT, TN13 1AR	SHOP AND PREMISES	105.8	£325
47, LONDON ROAD, SEVENOAKS, KENT, TN13 1AR	SHOP AND PREMISES	71.58	£325
51, LONDON ROAD, SEVENOAKS, KENT, TN13 1AU	SHOP AND PREMISES	333.9	£325
53, LONDON ROAD, SEVENOAKS, KENT, TN13 1AU	SHOP AND PREMISES	177.6	£325
55, LONDON ROAD, SEVENOAKS, KENT, TN13 1AU	SHOP AND PREMISES	68.81	£325
57, LONDON ROAD, SEVENOAKS, KENT, TN13 1AU	SHOP AND PREMISES	39.2	£325
59, LONDON ROAD, SEVENOAKS, KENT, TN13 1AU	SHOP AND PREMISES	35	£325
61, LONDON ROAD, SEVENOAKS, KENT, TN13 1AU	SHOP AND PREMISES	77.42	£325
GND FLR 46, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	SHOP AND PREMISES	92.7	£325
GND FLR 50, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	SHOP AND PREMISES	93.62	£325
GND FLR 52, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	SHOP AND PREMISES	61.41	£325
57-59, HIGH STREET, SEVENOAKS, KENT, TN13 1JF	RESTAURANT AND PREMISES	209.22	£320
81, HIGH STREET, SEVENOAKS, KENT, TN13 1LE	SHOP AND PREMISES	53.6	£310



Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
6, BLIGHS WALK, SEVENOAKS, KENT, TN13 1DB	SHOP AND PREMISES	460.14	£270
44A, HIGH STREET, SEVENOAKS, KENT, TN13 1JG	SHOP AND PREMISES	17.9	£260
47, HIGH STREET, SEVENOAKS, KENT, TN13 1JF	SHOP AND PREMISES	62.69	£260
48, HIGH STREET, SEVENOAKS, KENT, TN13 1JG	SHOP AND PREMISES	104.83	£260
49, HIGH STREET, SEVENOAKS, KENT, TN13 1JF	SHOP AND PREMISES	25.2	£260
53, HIGH STREET, SEVENOAKS, KENT, TN13 1JF	SHOP AND PREMISES	118.4	£260
55, HIGH STREET, SEVENOAKS, KENT, TN13 1JF	SHOP AND PREMISES	117.32	£260
3-4, WELL COURT, BANK STREET, SEVENOAKS, KENT, TN13 1UN	SHOP AND PREMISES	118.62	£260
4, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PQ	SHOP AND PREMISES	79.15	£250
6B, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PG	SHOP AND PREMISES	41.09	£250
7, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PG	SHOP AND PREMISES	60.25	£250
8, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PQ	SHOP AND PREMISES	70.4	£250
9, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PG	SHOP AND PREMISES	62.45	£250
11-13, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PG	SHOP AND PREMISES	313.77	£250
12, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PQ	SHOP AND PREMISES	68.62	£250

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
14, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PQ	SHOP AND PREMISES	77.83	£250
15, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PG	SHOP AND PREMISES	62.47	£250
16, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PQ	SHOP AND PREMISES	51.26	£250
20, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PQ	SHOP AND PREMISES	57.1	£250
22, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PQ	SHOP AND PREMISES	40.8	£250
24, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PQ	SHOP AND PREMISES	60.99	£250
26-28, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PQ	SHOP AND PREMISES	176.91	£250
28A, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PQ	SHOP AND PREMISES	76.15	£250
44, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PQ	SHOP	13.55	£250
49, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PL	SHOP AND PREMISES	78.34	£250
RHS 6, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PQ	SHOP AND PREMISES	22.23	£250
145, HIGH STREET, SEVENOAKS, KENT, TN13 1XJ	SHOP AND PREMISES	78.66	£250
147A, HIGH STREET, SEVENOAKS, KENT, TN13 1XJ	SHOP AND PREMISES	93.43	£250
147B, HIGH STREET, SEVENOAKS, KENT, TN13 1XJ	SHOP AND PREMISES	55.3	£250
147, HIGH STREET, SEVENOAKS, KENT, TN13 1XJ	SHOP AND PREMISES	104.88	£250

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
149, HIGH STREET, SEVENOAKS, KENT, TN13 1XJ	SHOP AND PREMISES	56.63	£250
8-10, SOUTH PARK, SEVENOAKS, KENT, TN13 1AN	SHOP AND PREMISES	48.1	£250
12, SOUTH PARK, SEVENOAKS, KENT, TN13 1AN	SHOP AND PREMISES	40.9	£250
14, SOUTH PARK, SEVENOAKS, KENT, TN13 1AN	SHOP AND PREMISES	33.3	£250
19, CHURCH STREET, SEAL, SEVENOAKS, KENT, TN15 0AR	SHOP AND PREMISES	24.6	£240
14A, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0AJ	SHOP AND PREMISES	96.9	£240
21A, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0AN	SHOP AND PREMISES	52.3	£240
21, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0AN	SHOP AND PREMISES	145.9	£240
22, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0AJ	SHOP AND PREMISES	25.7	£240
23, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0AN	SHOP AND PREMISES	34.12	£240
27, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0AN	SHOP AND PREMISES	92.34	£240
CALAMUS COLLECTION LTD, THE SHAMBLES, SEVENOAKS, KENT, TN13 1AL	SHOP AND PREMISES	51.04	£240
67A, LONDON ROAD, SEVENOAKS, KENT, TN13 1AU	SHOP AND PREMISES	195.71	£235
67B, LONDON ROAD, SEVENOAKS, KENT, TN13 1AU	SHOP AND PREMISES	31.33	£235

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
67C, LONDON ROAD, SEVENOAKS, KENT, TN13 1AU	SHOP AND PREMISES	27.9	£235
67, LONDON ROAD, SEVENOAKS, KENT, TN13 1AU	SHOP AND PREMISES	39.93	£235
73, LONDON ROAD, SEVENOAKS, KENT, TN13 1AX	SHOP AND PREMISES	20.6	£235
75, LONDON ROAD, SEVENOAKS, KENT, TN13 1AX	SHOP AND PREMISES	81.6	£235
GND FLR LHS 69, LONDON ROAD, SEVENOAKS, KENT, TN13 1AX	SHOP AND PREMISES	70	£235
GND FLR RHS 69, LONDON ROAD, SEVENOAKS, KENT, TN13 1AX	SHOP AND PREMISES	106.28	£235
1, THE WHITE HART PARADE, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2BJ	SHOP AND PREMISES	80.3	£235
2A, THE WHITE HART PARADE, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2BJ	SHOP AND PREMISES	34.9	£235
2, THE WHITE HART PARADE, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2BJ	SHOP AND PREMISES	41	£235
3-6, THE WHITE HART PARADE, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2BJ	SHOP AND PREMISES	221.83	£235
1-2, CARLTON PARADE, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NZ	SHOP AND PREMISES	160.2	£230
3, CARLTON PARADE, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NZ	SHOP AND PREMISES	87.8	£230
4, CARLTON PARADE, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NZ	SHOP AND PREMISES	125.13	£230

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
5, CARLTON PARADE, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NZ	SHOP AND PREMISES	39.7	£230
31A, HOLLY BUSH LANE, SEVENOAKS, KENT, TN13 3TJ	SHOP AND PREMISES	25.37	£230
31, HOLLY BUSH LANE, SEVENOAKS, KENT, TN13 3TJ	SHOP AND PREMISES	12.7	£230
33, HOLLY BUSH LANE, SEVENOAKS, KENT, TN13 3TJ	SHOP AND PREMISES	20	£230
46, HOLLY BUSH LANE, SEVENOAKS, KENT, TN13 3TL	SHOP AND PREMISES	48.28	£230
48, HOLLY BUSH LANE, SEVENOAKS, KENT, TN13 3TL	SHOP AND PREMISES	45.1	£230
52, HOLLY BUSH LANE, SEVENOAKS, KENT, TN13 3TL	SHOP AND PREMISES	78.2	£230
54, HOLLY BUSH LANE, SEVENOAKS, KENT, TN13 3TL	SHOP AND PREMISES	70.41	£230
56, HOLLY BUSH LANE, SEVENOAKS, KENT, TN13 3TL	SHOP AND PREMISES	55.3	£230
1-2, SEVENOAKS ROAD, OTFORD, SEVENOAKS, KENT, TN14 5PB	SHOP AND PREMISES	187.72	£230
3, SEVENOAKS ROAD, OTFORD, SEVENOAKS, KENT, TN14 5PB	SHOP AND PREMISES	45.48	£230
4, SEVENOAKS ROAD, OTFORD, SEVENOAKS, KENT, TN14 5PB	SHOP AND PREMISES	30.73	£230
5, SEVENOAKS ROAD, OTFORD, SEVENOAKS, KENT, TN14 5PB	SHOP AND PREMISES	100.9	£230
6A, SEVENOAKS ROAD, OTFORD, SEVENOAKS, KENT, TN14 5PB	SHOP AND PREMISES	72.1	£230
GND FLR L H S 6, SEVENOAKS ROAD, OTFORD, SEVENOAKS, KENT, TN14	SHOP AND PREMISES	27.1	£230

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
5PB			
2, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NP	SHOP AND PREMISES	121.94	£230
4A, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NP	SHOP AND PREMISES	59.4	£230
4B, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NP	SHOP AND PREMISES	57.83	£230
6, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NP	SHOP AND PREMISES	124.37	£230
8, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NP	SHOP AND PREMISES	72.29	£230
21, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NX	SHOP AND PREMISES	19.3	£230
24, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NP	SHOP AND PREMISES	204.89	£230
57, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NY	SHOP AND PREMISES	16.4	£230
59A, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NY	SHOP AND PREMISES	28.75	£230
59, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NY	SHOP AND PREMISES	15.8	£230
61A, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NY	SHOP AND PREMISES	15	£230
61, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NY	SHOP AND PREMISES	28	£230
89, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	SHOP AND PREMISES	81	£230
91, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	SHOP AND PREMISES	67.06	£230

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
93, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	SHOP AND PREMISES	112.06	£230
109-111, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	SHOP AND PREMISES	267.98	£230
113-115, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	SHOP AND PREMISES	175.77	£230
114, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PD	SHOP AND PREMISES	100.5	£230
116, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PD	SHOP AND PREMISES	49.8	£230
117, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	SHOP AND PREMISES	79.66	£230
118, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PD	SHOP AND PREMISES	51.3	£230
119, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	SHOP AND PREMISES	80.4	£230
120-122, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PD	SHOP AND PREMISES	107.93	£230
121, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	SHOP AND PREMISES	59.2	£230
123, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	SHOP AND PREMISES	213.02	£230
125B, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	SHOP AND PREMISES	112.5	£230
127, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	SHOP AND PREMISES	48.1	£230
129, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	SHOP AND PREMISES	63.3	£230
133, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	SHOP AND PREMISES	47.8	£230

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
135-137, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	SHOP AND PREMISES	150.81	£230
142, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PF	SHOP AND PREMISES	126.3	£230
144, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PF	SHOP AND PREMISES	50.54	£230
154, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PF	SHOP AND PREMISES	25.9	£230
38A, DARTFORD ROAD, SEVENOAKS, KENT, TN13 3TQ	SHOP AND PREMISES	67.2	£225
40, DARTFORD ROAD, SEVENOAKS, KENT, TN13 3TQ	SHOP AND PREMISES	66.27	£225
41, DARTFORD ROAD, SEVENOAKS, KENT, TN13 3TE	SHOP AND PREMISES	35.8	£225
42, DARTFORD ROAD, SEVENOAKS, KENT, TN13 3TQ	SHOP AND PREMISES	96.58	£225
43-45, DARTFORD ROAD, SEVENOAKS, KENT, TN13 3TE	SHOP AND PREMISES	89.5	£225
44, DARTFORD ROAD, SEVENOAKS, KENT, TN13 3TQ	SHOP AND PREMISES	71.7	£225
46, DARTFORD ROAD, SEVENOAKS, KENT, TN13 3TQ	SHOP AND PREMISES	22.3	£225
47, DARTFORD ROAD, SEVENOAKS, KENT, TN13 3TE	SHOP AND PREMISES	98.3	£225
49, DARTFORD ROAD, SEVENOAKS, KENT, TN13 3TE	SHOP AND PREMISES	41.5	£225
1, ST BOTOLPHS ROAD, SEVENOAKS, KENT, TN13 3AJ	SHOP AND PREMISES	35.23	£225
3, ST BOTOLPHS ROAD, SEVENOAKS, KENT, TN13 3AJ	SHOP AND PREMISES	64.3	£225



Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
5, ST BOTOLPHS ROAD, SEVENOAKS, KENT, TN13 3AJ	SHOP AND PREMISES	43	£225
1, TUBS HILL PARADE, LONDON ROAD, SEVENOAKS, KENT, TN13 1DH	SHOP AND PREMISES	70.8	£225
2, TUBS HILL PARADE, LONDON ROAD, SEVENOAKS, KENT, TN13 1DH	SHOP AND PREMISES	69.7	£225
3, TUBS HILL PARADE, LONDON ROAD, SEVENOAKS, KENT, TN13 1DH	SHOP AND PREMISES	76.2	£225
4-5, TUBS HILL PARADE, LONDON ROAD, SEVENOAKS, KENT, TN13 1DH	SHOP AND PREMISES	154.84	£225
6-7, TUBS HILL PARADE, LONDON ROAD, SEVENOAKS, KENT, TN13 1DH	SHOP AND PREMISES	153.85	£225
8-9, TUBS HILL PARADE, LONDON ROAD, SEVENOAKS, KENT, TN13 1DH	SHOP AND PREMISES	141.08	£225
10, TUBS HILL PARADE, LONDON ROAD, SEVENOAKS, KENT, TN13 1DH	SHOP AND PREMISES	73.69	£225
11, TUBS HILL PARADE, LONDON ROAD, SEVENOAKS, KENT, TN13 1DH	SHOP AND PREMISES	84.5	£225
12, TUBS HILL PARADE, LONDON ROAD, SEVENOAKS, KENT, TN13 1DH	SHOP AND PREMISES	52.25	£225
5, BLIGHS ROAD, SEVENOAKS, KENT, TN13 1DA	SHOP AND PREMISES	504.3	£220
61, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0AW	SHOP AND PREMISES	10.46	£220
1, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2BH	SHOP AND PREMISES	45.19	£215
3, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2BH	SHOP AND PREMISES	23.4	£215
5-7, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2BH	SHOP AND PREMISES	58.3	£215

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
9, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2BH	SHOP AND PREMISES	20.4	£215
21-23, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2BU	SHOP AND PREMISES	34.86	£215
25, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2BU	SHOP AND PREMISES	70.7	£215
27, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2BU	SHOP AND PREMISES	54.05	£215
28B, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DE	SHOP AND PREMISES	22.9	£215
28, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DE	SHOP AND PREMISES	97.68	£215
29, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2BU	SHOP AND PREMISES	41.8	£215
30, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DE	SHOP AND PREMISES	46.24	£215
32, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DE	SHOP AND PREMISES	49.86	£215
34, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DE	SHOP AND PREMISES	50.17	£215
GND FLR 28A, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DE	SHOP AND PREMISES	32.4	£215
LAMBOURNE HOUSE 30A, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DE	SHOP AND PREMISES	186.66	£215
1, RIVER PARADE, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DA	SHOP AND PREMISES	55.1	£215
2, THE SQUARE, SEVENOAKS, KENT, TN13 2AA	SHOP AND PREMISES	101.6	£215

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
3, THE SQUARE, SEVENOAKS, KENT, TN13 2AA	SHOP AND PREMISES	68.68	£215
4, THE SQUARE, SEVENOAKS, KENT, TN13 2AA	SHOP AND PREMISES	92.42	£215
103A, LONDON ROAD, SEVENOAKS, KENT, TN13 1BH	SHOP AND PREMISES	42.3	£210
103, LONDON ROAD, SEVENOAKS, KENT, TN13 1BH	SHOP AND PREMISES	52.34	£210
107, LONDON ROAD, SEVENOAKS, KENT, TN13 1BH	SHOP AND PREMISES	83.5	£210
109-113, LONDON ROAD, SEVENOAKS, KENT, TN13 1BH	SHOP AND PREMISES	724.3	£210
117-119, LONDON ROAD, SEVENOAKS, KENT, TN13 1BH	SHOP AND PREMISES	101.19	£210
118A, LONDON ROAD, SEVENOAKS, KENT, TN13 1BA	SHOP AND PREMISES	63.3	£210
118C, LONDON ROAD, SEVENOAKS, KENT, TN13 1BA	SHOP AND PREMISES	80.97	£210
135-137, LONDON ROAD, SEVENOAKS, KENT, TN13 1BH	SHOP AND PREMISES	68.7	£210
GND FLR 105, LONDON ROAD, SEVENOAKS, KENT, TN13 1BH	SHOP AND PREMISES	49.09	£210
THE LIMES, COBDEN ROAD, SEVENOAKS, KENT, TN13 3UB	SHOP AND PREMISES	103.3	£205
28A, HOLLY BUSH LANE, SEVENOAKS, KENT, TN13 3TH	SHOP AND PREMISES	29.45	£205
121, WICKENDEN ROAD, SEVENOAKS, KENT, TN13 3PW	SHOP AND PREMISES	21.4	£205
TELECOM HOUSE 123, WICKENDEN ROAD, SEVENOAKS, KENT, TN13 3NR	SHOP AND PREMISES	39.7	£205

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
26A, HIGH STREET, SEVENOAKS, KENT, TN13 1HX	SHOP AND PREMISES	35.28	£200
31, HIGH STREET, SEVENOAKS, KENT, TN13 1JD	SHOP AND PREMISES	77.32	£200
33, HIGH STREET, SEVENOAKS, KENT, TN13 1JD	SHOP AND PREMISES	83.6	£200
37, HIGH STREET, SEVENOAKS, KENT, TN13 1JD	SHOP AND PREMISES	71.27	£200
40, HIGH STREET, SEVENOAKS, KENT, TN13 1JG	SHOP AND PREMISES	176.6	£200
153, HIGH STREET, SEVENOAKS, KENT, TN13 1XJ	SHOP AND PREMISES	39.8	£200
157, HIGH STREET, SEVENOAKS, KENT, TN13 1XJ	SHOP AND PREMISES	201.12	£200
145A, HIGH STREET, SEVENOAKS, KENT, TN13 1XJ	SHOP AND PREMISES	19.76	£180
1-2, OLD SCHOOL WALK, LONDON ROAD, SEVENOAKS, KENT, TN13 1AD	SHOP AND PREMISES	91.27	£180
4, OLD SCHOOL WALK, LONDON ROAD, SEVENOAKS, KENT, TN13 1AD	SHOP AND PREMISES	27.49	£180
44, SEAL ROAD, SEVENOAKS, KENT, TN14 5AR	SHOP AND PREMISES	148.7	£180
46, SEAL ROAD, SEVENOAKS, KENT, TN14 5AR	SHOP AND PREMISES	197.3	£180
26, HEVER ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6HD	SHOP AND PREMISES	76.72	£150
28, HEVER ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6HD	SHOP AND PREMISES	76.72	£150
30-32, HEVER ROAD, WEST KINGSDOWN, SEVENOAKS, KENT,	SHOP AND PREMISES	275.6	£150

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
TN15 6HD			
34, HEVER ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6HD	SHOP AND PREMISES	66.3	£150
36, HEVER ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6HD	SHOP AND PREMISES	68.68	£150
38, HEVER ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6HD	SHOP AND PREMISES	68.7	£150
40, HEVER ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6HD	SHOP AND PREMISES	67.3	£150
42, HEVER ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6HD	SHOP AND PREMISES	68.8	£150
44, HEVER ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6EB	SHOP AND PREMISES	64.7	£150
1, PORTOBELLO PARADE, FAWKHAM ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6JP	SHOP AND PREMISES	45.69	£150
2, PORTOBELLO PARADE, FAWKHAM ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6JP	SHOP AND PREMISES	45.3	£150
3-4, PORTOBELLO PARADE, FAWKHAM ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6JP	SHOP AND PREMISES	128.3	£150
5, PORTOBELLO PARADE, FAWKHAM ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6JP	SHOP AND PREMISES	82.94	£150
6, PORTOBELLO PARADE, FAWKHAM ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6JP	SHOP AND PREMISES	124.1	£150
9, CHURCH ROAD, SUNDRIDGE, SEVENOAKS, KENT, TN14 6DT	SHOP AND PREMISES	23.2	£140

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
103, MAIN ROAD, SUNDRIDGE, SEVENOAKS, KENT, TN14 6EQ	SHOP AND PREMISES	85.56	£140
9, THE SQUARE, SEVENOAKS, KENT, TN13 2AB	SHOP AND PREMISES	129.24	£140
THE BLACK BARN, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0AL	SHOP AND PREMISES	24.32	£130
13, HIGH STREET, SEVENOAKS, KENT, TN13 1HZ	SHOP AND PREMISES	35.4	£130
BUTCHERS SHOP, IDE HILL, SEVENOAKS, KENT, TN14 6JN	SHOP AND PREMISES	37.8	£125
48, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DE	SHOP AND PREMISES	111.76	£125
50, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DE	SHOP AND PREMISES	103.35	£125
162, LONDON ROAD, SEVENOAKS, KENT, TN13 2JA	SHOP AND PREMISES	26.2	£125
74, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DN	SHOP AND PREMISES	219.12	£120
46, TELSTON LANE, OTFORD, SEVENOAKS, KENT, TN14 5LA	SHOP AND PREMISES	21.06	£120
THE BAKERY, THE GREEN, SEVENOAKS, KENT, TN13 3RH	SHOP AND PREMISES	78.1	£115
19, VICTORIA ROAD, SEVENOAKS, KENT, TN13 1YE	SHOP AND PREMISES	32	£115
BUTCHERS SHOP, WINDMILL ROAD, WEALD, SEVENOAKS, KENT, TN14 6PJ	SHOP AND PREMISES	18.2	£115
3, CHURCH ROAD, HALSTEAD, SEVENOAKS, KENT, TN14 7HE	SHOP AND PREMISES	26.3	£110
THE OLD POST OFFICE, CHURCH ROAD, HALSTEAD, SEVENOAKS, KENT,	SHOP AND PREMISES	135.42	£110

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
TN14 7HE			
BUTCHERS SHOP, HIGH STREET, KEMSING, SEVENOAKS, KENT, TN15 6NB	SHOP AND PREMISES	39.25	£110
4, HIGH STREET, SHOREHAM, SEVENOAKS, KENT, TN14 7TD	SHOP AND PREMISES	41.1	£110
HANCOCKS, KNOCKHOLT ROAD, HALSTEAD, SEVENOAKS, KENT, TN14 7EU	SHOP AND PREMISES	46.39	£110
THE POST OFFICE, KNOCKHOLT ROAD, HALSTEAD, SEVENOAKS, KENT, TN14 7EU	SHOP AND PREMISES	11.7	£110
LHS CLAREMONT HOUSE, LONDON ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6EU	SHOP AND PREMISES	54.54	£110
RHS CLAREMONT HOUSE, LONDON ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6EU	SHOP AND PREMISES	51.28	£110
KNOCKHOLT VILLAGE STORES, MAIN ROAD, KNOCKHOLT, SEVENOAKS, KENT, TN14 7LD	SHOP AND PREMISES	37.3	£110
KEMSING POST OFFICE 1, ST EDITHS ROAD, KEMSING, SEVENOAKS, KENT, TN15 6PT	SHOP AND PREMISES	21.6	£110
1, THE PARADE, DYNES ROAD, KEMSING, SEVENOAKS, KENT, TN15 6RE	SHOP AND PREMISES	69.4	£110
2, THE PARADE, DYNES ROAD, KEMSING, SEVENOAKS, KENT, TN15 6RE	SHOP AND PREMISES	84.9	£110
3, THE PARADE, DYNES ROAD, KEMSING, SEVENOAKS, KENT, TN15	SHOP AND	70.4	£110

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
6RE	PREMISES		
4, THE PARADE, DYNES ROAD, KEMSING, SEVENOAKS, KENT, TN15 6RE	SHOP AND PREMISES	34.2	£110
5, THE PARADE, DYNES ROAD, KEMSING, SEVENOAKS, KENT, TN15 6RE	SHOP AND PREMISES	126.28	£110
7, THE PARADE, DYNES ROAD, KEMSING, SEVENOAKS, KENT, TN15 6RE	SHOP AND PREMISES	34.65	£110
8, THE PARADE, DYNES ROAD, KEMSING, SEVENOAKS, KENT, TN15 6RE	SHOP AND PREMISES	34.2	£110
19-21, WEST END, KEMSING, SEVENOAKS, KENT, TN15 6PX	SHOP AND PREMISES	110.37	£110
21A, WEST END, KEMSING, SEVENOAKS, KENT, TN15 6PX	SHOP AND PREMISES	48.49	£110
HEAVER TROPICS, HEAVER TRADING ESTATE, ASH ROAD, ASH, SEVENOAKS, KENT, TN15 7HJ	SHOP AND PREMISES	50.7	£100
110, LONDON ROAD, DUNTON GREEN, SEVENOAKS, KENT, TN13 2UT	SHOP AND PREMISES	174.95	£100
112, LONDON ROAD, DUNTON GREEN, SEVENOAKS, KENT, TN13 2UT	SHOP AND PREMISES	71.35	£100
114, LONDON ROAD, DUNTON GREEN, SEVENOAKS, KENT, TN13 2UT	SHOP AND PREMISES	60.6	£100
116, LONDON ROAD, DUNTON GREEN, SEVENOAKS, KENT, TN13 2UT	SHOP AND PREMISES	77.8	£100
118, LONDON ROAD, DUNTON GREEN, SEVENOAKS, KENT, TN13 2UT	SHOP AND PREMISES	175.3	£100



Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
122, LONDON ROAD, DUNTON GREEN, SEVENOAKS, KENT, TN13 2UT	SHOP AND PREMISES	55.9	£100
124-126, LONDON ROAD, DUNTON GREEN, SEVENOAKS, KENT, TN13 2UT	SHOP AND PREMISES	107.21	£100
128, LONDON ROAD, DUNTON GREEN, SEVENOAKS, KENT, TN13 2UT	SHOP AND PREMISES	106.8	£100
151-153, LONDON ROAD, DUNTON GREEN, SEVENOAKS, KENT, TN13 2UP	SHOP AND PREMISES	70.7	£100
GND FLR FRT 66, LONDON ROAD, SEVENOAKS, KENT, TN13 1AT	SHOP AND PREMISES	373.12	£100
CHERRY TREE COTTAGE, OTFORD ROAD, SEVENOAKS, KENT, TN14 5DN	SHOP AND PREMISES	372.75	£100
22, STATION ROAD, DUNTON GREEN, SEVENOAKS, KENT, TN13 2XA	SHOP AND PREMISES	70.57	£100
18, LONDON ROAD, DUNTON GREEN, SEVENOAKS, KENT, TN13 2UE	SHOP AND PREMISES	207.87	£75
20, LONDON ROAD, DUNTON GREEN, SEVENOAKS, KENT, TN13 2UE	SHOP AND PREMISES	61.3	£75
THE FARM SHOP, OLD LONDON ROAD, BADGERS MOUNT, SEVENOAKS, KENT, TN14 3AE	SHOP AND PREMISES	45.52	£75
ADJ POLHILL ARMS, POLHILL, HALSTEAD, SEVENOAKS, KENT, TN14 7BG	SHOP AND PREMISES	16.9	£75
THE HOP SHOP CASTLE FARM, SHOREHAM ROAD, SHOREHAM, SEVENOAKS, KENT, TN14 7UB	SHOP AND PREMISES	29.6	£70
KGL CAMPING AT CHERRY TREE COTTAGE, OTFORD ROAD, SEVENOAKS, KENT, TN14 5DN	SHOP AND PREMISES	36.6	£60

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
UNIT 24, HEAVER TRADING ESTATE, ASH ROAD, ASH, SEVENOAKS, KENT, TN15 7HJ	SHOP AND PREMISES	24.5	£35
11, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TG	SHOP AND PREMISES	96.2	£320
12, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TG	SHOP AND PREMISES	89.91	£320
13, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TG	SHOP AND PREMISES	95	£320
14, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TG	SHOP AND PREMISES	82.3	£320
15, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TG	SHOP AND PREMISES	84.89	£320
16, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TG	SHOP AND PREMISES	57.68	£320
17, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TG	SHOP AND PREMISES	65.4	£320
46, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TQ	SHOP AND PREMISES	66.2	£320
47, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TQ	SHOP AND PREMISES	53.5	£320
48, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TQ	SHOP AND PREMISES	74.36	£320
49, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TQ	SHOP AND PREMISES	79.9	£320
50, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TQ	SHOP AND PREMISES	96.9	£320
51, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TQ	SHOP AND PREMISES	185.72	£320
52, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TQ	SHOP AND PREMISES	188.57	£320
53, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TQ	SHOP AND PREMISES	99.73	£320

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
LUNN POLY LTD 10, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TG	SHOP AND PREMISES	168.4	£320
SUPERDRUG STORES PLC 10, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TG	SHOP AND PREMISES	677.3	£320
1, THE MALL, LONDON ROAD, SWANLEY, KENT, BR8 7WL	SHOP AND PREMISES	170.4	£320
2, THE MALL, LONDON ROAD, SWANLEY, KENT, BR8 7WL	SHOP AND PREMISES	65.3	£320
3, THE MALL, LONDON ROAD, SWANLEY, KENT, BR8 7WL	SHOP AND PREMISES	81.5	£320
4, THE MALL, LONDON ROAD, SWANLEY, KENT, BR8 7WL	SHOP AND PREMISES	73.3	£320
23, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TG	SHOP AND PREMISES	37.8	£300
24, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TG	SHOP AND PREMISES	181.6	£300
32, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TL	SHOP AND PREMISES	264	£300
34, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TL	SHOP AND PREMISES	72.1	£300
35, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TL	SHOP AND PREMISES	69.37	£300
36, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TL	SHOP AND PREMISES	68.76	£300
38-39, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TQ	SHOP AND PREMISES	312.85	£300
GND FLR 40, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TQ	SHOP AND PREMISES	77.36	£290
25A, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TG	SHOP AND PREMISES	746.29	£275
25B, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TG	SHOP AND PREMISES	152.19	£275
31, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TL	SHOP AND PREMISES	38.9	£250

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
41, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TQ	SHOP AND PREMISES	38.4	£240
BATH STORE, NIGHTINGALE HOUSE, LONDON ROAD, SWANLEY, KENT, BR8 7AB	SHOP AND PREMISES	323.29	£220
1A, HIGH STREET, SWANLEY, KENT, BR8 8AE	SHOP AND PREMISES	21.9	£210
3, HIGH STREET, SWANLEY, KENT, BR8 8AE	SHOP AND PREMISES	44.64	£210
5, HIGH STREET, SWANLEY, KENT, BR8 8AE	SHOP AND PREMISES	87.71	£210
6, HIGH STREET, SWANLEY, KENT, BR8 8BE	SHOP AND PREMISES	47.4	£210
7, HIGH STREET, SWANLEY, KENT, BR8 8AE	SHOP AND PREMISES	55.4	£210
9, HIGH STREET, SWANLEY, KENT, BR8 8AE	SHOP AND PREMISES	184.9	£210
11, HIGH STREET, SWANLEY, KENT, BR8 8AE	SHOP AND PREMISES	76.53	£210
12, HIGH STREET, SWANLEY, KENT, BR8 8BE	SHOP AND PREMISES	70.72	£210
13, HIGH STREET, SWANLEY, KENT, BR8 8AE	SHOP AND PREMISES	70.6	£210
14, HIGH STREET, SWANLEY, KENT, BR8 8BE	SHOP AND PREMISES	98.58	£210
15, HIGH STREET, SWANLEY, KENT, BR8 8AE	SHOP AND PREMISES	142.84	£210
21, HIGH STREET, SWANLEY, KENT, BR8 8AE	SHOP AND PREMISES	64.5	£210
23, HIGH STREET, SWANLEY, KENT, BR8 8AE	SHOP AND PREMISES	159.03	£210
39, HIGH STREET, SWANLEY, KENT, BR8 8AE	SHOP AND PREMISES	128.1	£210
41, HIGH STREET, SWANLEY, KENT, BR8 8AE	SHOP AND PREMISES	88.5	£210

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
42, HIGH STREET, SWANLEY, KENT, BR8 8BQ	SHOP AND PREMISES	32.9	£210
43, HIGH STREET, SWANLEY, KENT, BR8 8AE	SHOP AND PREMISES	45	£210
44, HIGH STREET, SWANLEY, KENT, BR8 8BQ	SHOP AND PREMISES	47.4	£210
45-47, HIGH STREET, SWANLEY, KENT, BR8 8AE	SHOP AND PREMISES	479.34	£210
50, HIGH STREET, SWANLEY, KENT, BR8 8BQ	SHOP AND PREMISES	48.44	£210
GND FLR 10, HIGH STREET, SWANLEY, KENT, BR8 8BE	SHOP AND PREMISES	32.01	£210
RURAL AGE CONCERN DARENT VALLEY PT 27-37, HIGH STREET, SWANLEY, KENT, BR8 8AE	SHOP AND PREMISES	471.69	£210
3, STATION ROAD, SWANLEY, KENT, BR8 8ES	SHOP AND PREMISES	115.5	£210
5, STATION ROAD, SWANLEY, KENT, BR8 8ES	SHOP AND PREMISES	41.12	£210
7, STATION ROAD, SWANLEY, KENT, BR8 8ES	SHOP AND PREMISES	48	£210
9, STATION ROAD, SWANLEY, KENT, BR8 8ES	SHOP AND PREMISES	71.7	£210
11-13, STATION ROAD, SWANLEY, KENT, BR8 8ES	SHOP AND PREMISES	134.41	£210
21, STATION ROAD, SWANLEY, KENT, BR8 8ES	SHOP AND PREMISES	84.87	£210
23, STATION ROAD, SWANLEY, KENT, BR8 8ES	SHOP AND PREMISES	125.31	£210
25, STATION ROAD, SWANLEY, KENT, BR8 8ES	SHOP AND PREMISES	78	£210
27-29, STATION ROAD, SWANLEY, KENT, BR8 8ES	SHOP AND PREMISES	155.38	£210
31, STATION ROAD, SWANLEY, KENT, BR8 8ES	SHOP AND PREMISES	72.1	£210

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
33, STATION ROAD, SWANLEY, KENT, BR8 8ES	SHOP AND PREMISES	86.5	£210
35, STATION ROAD, SWANLEY, KENT, BR8 8ES	SHOP AND PREMISES	117.1	£210
37, STATION ROAD, SWANLEY, KENT, BR8 8ES	SHOP AND PREMISES	69.8	£210
39-41, STATION ROAD, SWANLEY, KENT, BR8 8ES	SHOP AND PREMISES	97.69	£210
43, STATION ROAD, SWANLEY, KENT, BR8 8ES	SHOP AND PREMISES	21.9	£210
ALDI STORES LTD, ST MARYS ROAD, SWANLEY, KENT, BR8 7BU	SUPERMARKET AND PREMISES	1385.09	£165
60, TOP DARTFORD ROAD, SWANLEY, KENT, BR8 7SQ	SHOP AND PREMISES	59.99	£165
1, BROADWAY, SWANLEY, KENT, BR8 8JH	SHOP AND PREMISES	47.32	£150
2, BROADWAY, SWANLEY, KENT, BR8 8JH	SHOP AND PREMISES	98.41	£150
3, BROADWAY, SWANLEY, KENT, BR8 8JH	SHOP AND PREMISES	20.2	£150
4-5, BROADWAY, SWANLEY, KENT, BR8 8JH	SHOP AND PREMISES	99.04	£150
6, BROADWAY, SWANLEY, KENT, BR8 8JH	SHOP AND PREMISES	47.6	£150
7, BROADWAY, SWANLEY, KENT, BR8 8JH	SHOP AND PREMISES	28.9	£150
25, COLLEGE ROAD, SWANLEY, KENT, BR8 7LN	SHOP AND PREMISES	49.02	£150
2, HOME HILL, SWANLEY, KENT, BR8 7RR	SHOP AND PREMISES	136.15	£150
14, HOME HILL, SWANLEY, KENT, BR8 7RR	SHOP AND PREMISES	199.92	£150
9, MAIN ROAD, HEXTABLE, SWANLEY, KENT, BR8 7RB	SHOP AND PREMISES	60.15	£150

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
11, MAIN ROAD, HEXTABLE, SWANLEY, KENT, BR8 7RB	SHOP AND PREMISES	92	£150
13, MAIN ROAD, HEXTABLE, SWANLEY, KENT, BR8 7RB	SHOP AND PREMISES	53.68	£150
15, MAIN ROAD, HEXTABLE, SWANLEY, KENT, BR8 7RB	SHOP AND PREMISES	110.33	£150
22, MAIN ROAD, HEXTABLE, SWANLEY, KENT, BR8 7RB	SHOP AND PREMISES	31.4	£150
24, MAIN ROAD, HEXTABLE, SWANLEY, KENT, BR8 7RA	SHOP AND PREMISES	244.6	£150
26, MAIN ROAD, HEXTABLE, SWANLEY, KENT, BR8 7RB	SHOP AND PREMISES	77.29	£150
36, MAIN ROAD, HEXTABLE, SWANLEY, KENT, BR8 7RA	SHOP AND PREMISES	49.5	£150
42, MAIN ROAD, HEXTABLE, SWANLEY, KENT, BR8 7RA	SHOP AND PREMISES	113.7	£150
42, TOP DARTFORD ROAD, SWANLEY, KENT, BR8 7SQ	SHOP AND PREMISES	42.3	£150
CLIVE HOUSE 7, CRAY ROAD, SWANLEY, KENT, BR8 8LN	SHOP AND PREMISES	104.6	£135
7A, HIGH STREET, SWANLEY, KENT, BR8 8AE	SHOP AND PREMISES	68.96	£125
31, AZALEA DRIVE, SWANLEY, KENT, BR8 8HS	SHOP AND PREMISES	70.7	£100
33, AZALEA DRIVE, SWANLEY, KENT, BR8 8HS	SHOP AND PREMISES	85.45	£100
35, AZALEA DRIVE, SWANLEY, KENT, BR8 8HS	SHOP AND PREMISES	70	£100
37, AZALEA DRIVE, SWANLEY, KENT, BR8 8HS	SHOP AND PREMISES	78.4	£100
1, HEATHWOOD PARADE, LONDON ROAD, SWANLEY, KENT, BR8 7HB	SHOP AND PREMISES	33.62	£100
2, HEATHWOOD PARADE, LONDON ROAD, SWANLEY, KENT, BR8 7HB	SHOP AND PREMISES	30.7	£100

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>SMALL RETAIL EXAMPLES</b>			
3, HEATHWOOD PARADE, LONDON ROAD, SWANLEY, KENT, BR8 7HB	SHOP AND PREMISES	15.6	£100
KINGSWOOD STORES, LONDON ROAD, SWANLEY, KENT, BR8 7AQ	SHOP AND PREMISES	142.3	£100
11, LYNDEN WAY, SWANLEY, KENT, BR8 7DN	SHOP AND PREMISES	53.14	£100
13, LYNDEN WAY, SWANLEY, KENT, BR8 7DN	SHOP AND PREMISES	64.72	£100
1, MANSE PARADE, LONDON ROAD, SWANLEY, KENT, BR8 8DA	SHOP AND PREMISES	92.8	£100
2, MANSE PARADE, LONDON ROAD, SWANLEY, KENT, BR8 8DA	SHOP AND PREMISES	35.27	£100
3, MANSE PARADE, LONDON ROAD, SWANLEY, KENT, BR8 8DA	SHOP AND PREMISES	46.99	£100
4, MANSE PARADE, LONDON ROAD, SWANLEY, KENT, BR8 8DA	SHOP AND PREMISES	46.13	£100
5, MANSE PARADE, LONDON ROAD, SWANLEY, KENT, BR8 8DA	SHOP AND PREMISES	43.66	£100
6, MANSE PARADE, LONDON ROAD, SWANLEY, KENT, BR8 8DA	SHOP AND PREMISES	87.9	£100
7, MANSE PARADE, LONDON ROAD, SWANLEY, KENT, BR8 8DA	SHOP AND PREMISES	57.6	£100
8, MANSE PARADE, LONDON ROAD, SWANLEY, KENT, BR8 8DA	SHOP AND PREMISES	105.37	£100
38, SHURLOCK AVENUE, SWANLEY, KENT, BR8 7ST	SHOP AND PREMISES	76.1	£100
42, SHURLOCK AVENUE, SWANLEY, KENT, BR8 7ST	SHOP AND PREMISES	76	£100
WEST VIEW STORES, WEST VIEW ROAD, SWANLEY, KENT, BR8 8BW	SHOP AND PREMISES	64.15	£100
37, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TL	SHOP AND PREMISES	1374.76	£36
ALSO SEE EGi EXTRACTS AT THE END OF THIS APPENDIX			



Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
1ST FLR OFFICE 5 AT CHEQUERS BARN, CHEQUERS HILL, BOUGH BEECH, EDENBRIDGE, KENT, TN8 7PB	OFFICES AND PREMISES	46.88	£170
1ST FLR OFFICE 6 AT CHEQUERS BARN, CHEQUERS HILL, BOUGH BEECH, EDENBRIDGE, KENT, TN8 7PB	OFFICES AND PREMISES	36	£170
1ST FLR OFFICE 6A AT CHEQUERS BARN, CHEQUERS HILL, BOUGH BEECH, EDENBRIDGE, KENT, TN8 7PB	OFFICES AND PREMISES	29.05	£170
OFFICE 3 AT CHEQUERS BARN, CHEQUERS HILL, BOUGH BEECH, EDENBRIDGE, KENT, TN8 7PD	OFFICES AND PREMISES	39.85	£170
HEATING HOUSE, MILL HILL, EDENBRIDGE, KENT, TN8 5DB	OFFICE AND PREMISES	72.5	£170
OFFICE 1 AT CHEQUERS BARN, CHEQUERS HILL, BOUGH BEECH, EDENBRIDGE, KENT, TN8 7PD	OFFICES AND PREMISES	134.55	£150
OFFICE 2 AT CHEQUERS BARN, CHEQUERS HILL, BOUGH BEECH, EDENBRIDGE, KENT, TN8 7PD	OFFICES AND PREMISES	93.49	£150
ECCLES END, MAIN ROAD, EDENBRIDGE, KENT, TN8 6HZ	OFFICES AND PREMISES	100.38	£140
THE OLD STATION HOUSE, HEVER ROAD, HEVER, EDENBRIDGE, KENT, TN8 7ER	OFFICES AND PREMISES	156.56	£125
ACORN HOUSE, TONBRIDGE ROAD, BOUGH BEECH, EDENBRIDGE, KENT, TN8 7AU	OFFICES AND PREMISES	61.9	£125
BUILDING A, CROCKHAM PARK, MAIN ROAD, CROCKHAM HILL, EDENBRIDGE, KENT, TN8 6SR	OFFICES AND PREMISES	761.32	£120
THE CLOCK HOUSE, CROCKHAM PARK, MAIN ROAD, CROCKHAM HILL, EDENBRIDGE, KENT, TN8 6SR	OFFICES AND PREMISES	132.8	£120
THE OLD GOAT HOUSE, DENCROSS FARM, ROMAN ROAD, MARSH GREEN, EDENBRIDGE, KENT, TN8 5PN	OFFICES AND PREMISES	91.97	£120

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
THE OLD FORGE, GABRIELS FARM, MARSH GREEN, EDENBRIDGE, KENT, TN8 5PP	OFFICES AND PREMISES	52.63	£120
THE OLD LAUNDRY, GABRIELS FARM, MARSH GREEN, EDENBRIDGE, KENT, TN8 5PP	OFFICES AND PREMISES	17.99	£120
HURST FARM BUILDINGS, HURST FARM, DAIRY LANE, CROCKHAM HILL, EDENBRIDGE, KENT, TN8 6RA	OFFICES AND PREMISES	94.01	£120
UNIT A, SOUTH BARN, CROCKHAM PARK, MAIN ROAD, CROCKHAM HILL, EDENBRIDGE, KENT, TN8 6SR	OFFICES AND PREMISES	134.89	£120
UNIT B, SOUTH BARN, CROCKHAM PARK, MAIN ROAD, CROCKHAM HILL, EDENBRIDGE, KENT, TN8 6SR	OFFICES AND PREMISES	306.81	£120
UNIT C, SOUTH BARN, CROCKHAM PARK, MAIN ROAD, CROCKHAM HILL, EDENBRIDGE, KENT, TN8 6SR	OFFICES AND PREMISES	319.27	£120
UNIT D, SOUTH BARN, CROCKHAM PARK, MAIN ROAD, CROCKHAM HILL, EDENBRIDGE, KENT, TN8 6SR	OFFICES AND PREMISES	164.01	£120
MARLBIDGE HOUSE, ENTERPRISE WAY, EDENBRIDGE, KENT, TN8 6HF	OFFICES AND PREMISES	470.4	£115
R/O 1-2, CROFT LANE, EDENBRIDGE, KENT, TN8 5BA	OFFICE AND PREMISES	14.2	£110
MIDDLE FLR, HEATH HOUSE, CROCKHAM HILL, EDENBRIDGE, KENT, TN8 6ST	OFFICES AND PREMISES	180.76	£110
1ST FLR 13A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AB	OFFICES AND PREMISES	29.68	£110
1ST FLR 37-41, HIGH STREET, EDENBRIDGE, KENT, TN8 5AD	OFFICE AND PREMISES	148.1	£110
1ST FLR 56, HIGH STREET, EDENBRIDGE, KENT, TN8 5AJ	OFFICES AND PREMISES	58.4	£110
2B, HIGH STREET, EDENBRIDGE, KENT, TN8 5AG	OFFICES AND PREMISES	43.85	£110
2C, HIGH STREET, EDENBRIDGE, KENT, TN8 5AG	OFFICES AND PREMISES	38.8	£110

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
9, HIGH STREET, EDENBRIDGE, KENT, TN8 5AB	OFFICES AND PREMISES	31.7	£110
11, HIGH STREET, EDENBRIDGE, KENT, TN8 5AB	OFFICES AND PREMISES	78.1	£110
35A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AD	OFFICES AND PREMISES	38.1	£110
36A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AJ	OFFICES AND PREMISES	117.39	£110
77A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AU	OFFICES AND PREMISES	53.5	£110
82A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	OFFICE AND PREMISES	55.5	£110
92A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	OFFICES AND PREMISES	79.3	£110
102, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	OFFICES AND PREMISES	94.54	£110
124-126, HIGH STREET, EDENBRIDGE, KENT, TN8 5AY	OFFICES AND PREMISES	121.52	£110
128, HIGH STREET, EDENBRIDGE, KENT, TN8 5AY	OFFICES AND PREMISES	354.29	£110
141A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AX	OFFICES AND PREMISES	40.8	£110
143A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AX	OFFICES AND PREMISES	48.7	£110
GND & 1ST FLRS 97A-99A, HIGH STREET, EDENBRIDGE, KENT, TN8 5AU	OFFICES AND PREMISES	191.2	£110
GND FLR 92, HIGH STREET, EDENBRIDGE, KENT, TN8 5AR	OFFICES AND PREMISES	38.1	£110
WATERMILL HOUSE 87, HIGH STREET, EDENBRIDGE, KENT, TN8 5AU	OFFICES AND PREMISES	154.52	£110
1ST FLR ORPIN HOUSE 1, HILDERS LANE, EDENBRIDGE, KENT, TN8 6JX	OFFICES AND PREMISES	40.85	£110
EMBLEM HOUSE, HILDERS LANE, EDENBRIDGE, KENT, TN8 6JX	OFFICE AND PREMISES	41	£110
11, LINGFIELD ROAD, EDENBRIDGE, KENT, TN8 5DR	OFFICES AND PREMISES	147.3	£110
APEX HOUSE, MAIN ROAD, EDENBRIDGE, KENT, TN8 6HZ	OFFICES AND PREMISES	288.06	£110

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
ENVIROTECH HOUSE 1, MARLPIT HILL, MAIN ROAD, EDENBRIDGE, KENT, TN8 6JE	OFFICES AND PREMISES	154.96	£110
MILL COURT, MILL HILL, EDENBRIDGE, KENT, TN8 5DB	OFFICES AND PREMISES	313.13	£110
MILLIONS, MILL HILL, EDENBRIDGE, KENT, TN8 5BU	OFFICES AND PREMISES	103	£110
OFFICE 2 AT MILL COURT, MILL HILL, EDENBRIDGE, KENT, TN8 5DB	OFFICES AND PREMISES	17.02	£110
OFFICE 3 AT MILL COURT, MILL HILL, EDENBRIDGE, KENT, TN8 5DB	OFFICES AND PREMISES	20.4	£110
EDENBRIDGE LOCAL OFFICE, STANGROVE PARK, EDENBRIDGE, KENT, TN8 5LU	OFFICES AND PREMISES	63.86	£110
1ST FLR SOUTHON HOUSE, STATION APPROACH, EDENBRIDGE, KENT, TN8 5LP	OFFICES AND PREMISES	142.81	£110
GND FLR SOUTHON HOUSE, STATION APPROACH, EDENBRIDGE, KENT, TN8 5LP	OFFICES AND PREMISES	135.05	£110
THE KIOSK, STATION APPROACH, EDENBRIDGE, KENT, TN8 5LP	OFFICES AND PREMISES	20.8	£110
1ST FLR 1, STATION ROAD, EDENBRIDGE, KENT, TN8 5HP	OFFICES AND PREMISES	97.39	£110
TIMBERS, STATION ROAD, EDENBRIDGE, KENT, TN8 5NB	OFFICES AND PREMISES	88.09	£110
PT UNIT H1, COMMERCE WAY, EDENBRIDGE, KENT, TN8 6ED	OFFICES AND PREMISES	59.47	£100
1ST FLR LHS UNIT K, FIRCRIFT WAY, EDENBRIDGE, KENT, TN8 6EL	OFFICES AND PREMISES	20.93	£95
1ST FLR RHS UNIT K, FIRCRIFT WAY, EDENBRIDGE, KENT, TN8 6EL	OFFICES AND PREMISES	48.16	£95
1ST FLR UNIT T3 DECOTEL HOUSE, FIRCRIFT WAY, EDENBRIDGE, KENT, TN8 6EL	OFFICES AND PREMISES	78.47	£95
1ST FLR, MONZA HOUSE, FIRCRIFT WAY, EDENBRIDGE, KENT, TN8 6EJ	OFFICES AND PREMISES	89.5	£95
GND FLR FRONT UNIT 2, ENTERPRISE WAY, EDENBRIDGE, KENT, TN8 6HF	OFFICES AND PREMISES	138.28	£90
UNIT 4A, FIRCRIFT BUSINESS CENTRE, FIRCRIFT WAY, EDENBRIDGE, KENT, TN8	OFFICES AND PREMISES	139.33	£90

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
6EL			
UNIT 4B, FIRCROFT BUSINESS CENTRE, FIRCROFT WAY, EDENBRIDGE, KENT, TN8 6EL	OFFICES AND PREMISES	122.45	£90
UNIT 5A, FIRCROFT BUSINESS CENTRE, FIRCROFT WAY, EDENBRIDGE, KENT, TN8 6EL	OFFICES AND PREMISES	119.95	£90
UNIT 5B, FIRCROFT BUSINESS CENTRE, FIRCROFT WAY, EDENBRIDGE, KENT, TN8 6EL	OFFICES AND PREMISES	141.5	£90
UNIT 1A, NORTON HOUSE, FIRCROFT WAY, EDENBRIDGE, KENT, TN8 6EL	OFFICES AND PREMISES	122.7	£90
THE GATEHOUSE, WARSOP TRADING ESTATE, HEVER ROAD, EDENBRIDGE, KENT, TN8 5LD	OFFICES AND PREMISES	76.02	£90
UNIT 3, EURO HOUSE, STATION ROAD, EDENBRIDGE, KENT, TN8 6HQ	OFFICES AND PREMISES	247.6	£85
UNIT 1, NORTON HOUSE, FIRCROFT WAY, EDENBRIDGE, KENT, TN8 6EL	OFFICES AND PREMISES	172.48	£85
CRAYFORD PRESS UNIT I, FIRCROFT WAY, EDENBRIDGE, KENT, TN8 6EJ	OFFICES AND PREMISES	250.5	£80
GND FLR UNIT T3 DECOTEL HOUSE, FIRCROFT WAY, EDENBRIDGE, KENT, TN8 6EL	OFFICES AND PREMISES	75.15	£80
UNIT 1, FIRCROFT MEWS, FIRCROFT BUSINESS CENTRE, FIRCROFT WAY, EDENBRIDGE, KENT, TN8 6EL	OFFICES AND PREMISES	122	£75
UNIT 2A, FIRCROFT MEWS, FIRCROFT BUSINESS CENTRE, FIRCROFT WAY, EDENBRIDGE, KENT, TN8 6EL	OFFICES AND PREMISES	71.74	£75
UNIT 2B, FIRCROFT MEWS, FIRCROFT BUSINESS CENTRE, FIRCROFT WAY, EDENBRIDGE, KENT, TN8 6EL	OFFICES AND PREMISES	37.48	£75
UNIT 3, FIRCROFT MEWS, FIRCROFT BUSINESS CENTRE, FIRCROFT WAY, EDENBRIDGE, KENT, TN8 6EL	OFFICES AND PREMISES	189.8	£75

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
THE ENGINE SHED BROOKERS FARM, STONEWALL PARK, CHIDDINGSTONE HOATH, EDENBRIDGE, KENT, TN8 7DD	OFFICES AND PREMISES	63.06	£60
ROOM F2 AT 15, LIME TREE WALK, SEVENOAKS, KENT, TN13 1YH	OFFICES AND PREMISES	11.7	£300
ROOM F3 AT 15, LIME TREE WALK, SEVENOAKS, KENT, TN13 1YH	OFFICES AND PREMISES	11.2	£300
ROOM F4 AT 15, LIME TREE WALK, SEVENOAKS, KENT, TN13 1YH	OFFICES AND PREMISES	6.18	£300
ROOM F5 AT 15, LIME TREE WALK, SEVENOAKS, KENT, TN13 1YH	OFFICES AND PREMISES	12.6	£300
ROOM F7 AT 15, LIME TREE WALK, SEVENOAKS, KENT, TN13 1YH	OFFICES AND PREMISES	8.54	£300
ROOM F8 AT 15, LIME TREE WALK, SEVENOAKS, KENT, TN13 1YH	OFFICES AND PREMISES	9.05	£300
ROOM G1 AT 15, LIME TREE WALK, SEVENOAKS, KENT, TN13 1YH	OFFICES AND PREMISES	8.01	£300
ROOM G2 AT 15, LIME TREE WALK, SEVENOAKS, KENT, TN13 1YH	OFFICES AND PREMISES	7.5	£300
ROOM S1 AT 15, LIME TREE WALK, SEVENOAKS, KENT, TN13 1YH	OFFICES AND PREMISES	8.93	£300
ROOMS G3 & G4 AT 15, LIME TREE WALK, SEVENOAKS, KENT, TN13 1YH	OFFICES AND PREMISES	14	£300
ROOM S2 AT 15, LIME TREE WALK, SEVENOAKS, KENT, TN13 1YH	OFFICES AND PREMISES	14.7	£286
ROOM G5 AT 15, LIME TREE WALK, SEVENOAKS, KENT, TN13 1YH	OFFICES AND PREMISES	17.8	£275
ROOM S3 AT 15, LIME TREE WALK, SEVENOAKS, KENT, TN13 1YH	OFFICES AND PREMISES	17.7	£275
ROOM F1 AT 15, LIME TREE WALK, SEVENOAKS, KENT, TN13 1YH	OFFICES AND PREMISES	20.8	£264
ROOM F6 AT 15, LIME TREE WALK, SEVENOAKS, KENT, TN13 1YH	OFFICES AND PREMISES	21.7	£253
UNIT 1 1ST FLR 9, WEST END, KEMSING, SEVENOAKS, KENT, TN15 6PX	OFFICES AND PREMISES	8.32	£225
UNIT 4 1ST FLR 9, WEST END, KEMSING, SEVENOAKS, KENT, TN15 6PX	OFFICES AND PREMISES	15.6	£225

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
UNIT 5 1ST FLR 9, WEST END, KEMSING, SEVENOAKS, KENT, TN15 6PX	OFFICES AND PREMISES	10.29	£225
UNIT 6 1ST FLR 9, WEST END, KEMSING, SEVENOAKS, KENT, TN15 6PX	OFFICES AND PREMISES	7.9	£225
UNIT 7 1ST FLR 9, WEST END, KEMSING, SEVENOAKS, KENT, TN15 6PX	OFFICES AND PREMISES	8.1	£225
UNIT 8 1ST FLR 9, WEST END, KEMSING, SEVENOAKS, KENT, TN15 6PX	OFFICES AND PREMISES	7.9	£225
UNITS 2-3 1ST FLR 9, WEST END, KEMSING, SEVENOAKS, KENT, TN15 6PX	OFFICES AND PREMISES	20.34	£225
9A, ST JULIANS, UNDERRIVER, SEVENOAKS, KENT, TN15 0RX	OFFICES AND PREMISES	6.72	£215
2ND FLR 3, AKEHURST LANE, SEVENOAKS, KENT, TN13 1JN	OFFICES AND PREMISES	39.63	£180
GND AND 1ST FLRS 3, AKEHURST LANE, SEVENOAKS, KENT, TN13 1JN	OFFICES AND PREMISES	203.4	£180
45, ARGYLE ROAD, SEVENOAKS, KENT, TN13 1HG	OFFICES AND PREMISES	111	£180
THE AVENUE CLINIC AT 11, AVENUE ROAD, SEVENOAKS, KENT, TN13 3UR	OFFICES AND PREMISES	13.19	£180
1ST FLR, BEADLE HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 2JD	OFFICES AND PREMISES	334.59	£180
2ND FLR, BEADLE HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 2JD	OFFICES AND PREMISES	372.9	£180
3 OAK COURT 67-72, BETHEL ROAD, SEVENOAKS, KENT, TN13 3UE	OFFICES AND PREMISES	132.3	£180
1ST FLR 5, BLIGHS COURT, SEVENOAKS, KENT, TN13 1DD	OFFICES AND PREMISES	94.82	£180
1ST FLR 6, BLIGHS ROAD, SEVENOAKS, KENT, TN13 1DA	OFFICES AND PREMISES	143.27	£180
1, BLIGHS ROAD, SEVENOAKS, KENT, TN13 1DA	OFFICES AND PREMISES	115.98	£180
3-4, BLIGHS ROAD, SEVENOAKS, KENT, TN13 1DA	OFFICES AND PREMISES	243.34	£180
1ST FLR 2, BLIGHS WALK, SEVENOAKS, KENT, TN13 1DB	OFFICES AND PREMISES	139.55	£180
2ND FLR 7, BLIGHS WALK, SEVENOAKS, KENT, TN13 1DB	OFFICES AND PREMISES	205	£180
ROOM 1 1ST FLR 7, BLIGHS WALK, SEVENOAKS, KENT, TN13 1DB	OFFICES AND PREMISES	40.76	£180

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
ROOM 2 1ST FLR 7, BLIGHS WALK, SEVENOAKS, KENT, TN13 1DB	OFFICES AND PREMISES	52	£180
ROOM 3 1ST FLR 7, BLIGHS WALK, SEVENOAKS, KENT, TN13 1DB	OFFICES AND PREMISES	52.49	£180
VSU YOUTH IN ACTION, BRADBOURNE SCHOOL, BRADBOURNE VALE ROAD, SEVENOAKS, KENT, TN13 3LE	OFFICES AND PREMISES	108.7	£180
SEVENOAKS TOWN COUNCIL, BRADBOURNE VALE ROAD, SEVENOAKS, KENT, TN13 3QG	OFFICES AND PREMISES	192.6	£180
1ST FLR 4, BREWERY LANE, SEVENOAKS, KENT, TN13 1DF	TANNING STUDIO AND PREMISES	90.5	£180
1, BREWERY LANE, SEVENOAKS, KENT, TN13 1DF	OFFICES AND PREMISES	59.43	£180
5A, BREWERY LANE, SEVENOAKS, KENT, TN13 1DF	OFFICES AND PREMISES	96.55	£180
1ST FLR SACKVILLE HOUSE 55, BUCKHURST AVENUE, SEVENOAKS, KENT, TN13 1LZ	OFFICES AND PREMISES	168.58	£180
36, BUCKHURST AVENUE, SEVENOAKS, KENT, TN13 1LZ	OFFICES AND PREMISES	46.12	£180
GND FLR SACKVILLE HOUSE 55, BUCKHURST AVENUE, SEVENOAKS, KENT, TN13 1LZ	OFFICES AND PREMISES	131.12	£180
BUCKHURST HOUSE 44, BUCKHURST LANE, SEVENOAKS, KENT, TN13 1LZ	OFFICES AND PREMISES	86.8	£180
CITIZENS ADVICE BUREAU, BUCKHURST LANE, SEVENOAKS, KENT, TN13 1HW	OFFICES AND PREMISES	42.3	£180
1ST FLR WATERMILL HOUSE, CHEVENING ROAD, CHIPSTEAD, SEVENOAKS, KENT, TN13 2RY	OFFICES AND PREMISES	162.7	£180
2ND FLR WATERMILL HOUSE, CHEVENING ROAD, CHIPSTEAD, SEVENOAKS, KENT, TN13 2RY	OFFICES AND PREMISES	162.7	£180
3RD FLR WATERMILL HOUSE, CHEVENING ROAD, CHIPSTEAD, SEVENOAKS, KENT, TN13 2RY	OFFICES AND PREMISES	94.49	£180
GND FLR WATERMILL HOUSE, CHEVENING ROAD, CHIPSTEAD, SEVENOAKS, KENT, TN13 2RY	OFFICES AND PREMISES	127.9	£180



Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
44, CHIPSTEAD PARK, SEVENOAKS, KENT, TN13 2SN	OFFICES AND PREMISES	28.6	£180
GND FLR REAR 1, COBDEN ROAD, SEVENOAKS, KENT, TN13 3UB	OFFICES AND PREMISES	18.96	£180
ROOM 6 1ST FLR 1, COBDEN ROAD, SEVENOAKS, KENT, TN13 3UB	OFFICES AND PREMISES	17.85	£180
ROOM 7 1ST FLR 1, COBDEN ROAD, SEVENOAKS, KENT, TN13 3UB	OFFICES AND PREMISES	12.41	£180
ROOMS 8 & 9 1ST FLR 1, COBDEN ROAD, SEVENOAKS, KENT, TN13 3UB	OFFICES AND PREMISES	21.76	£180
GND FLR TRICON HOUSE, COFFEE HOUSE YARD, LONDON ROAD, SEVENOAKS, KENT, TN13 1AH	OFFICES AND PREMISES	165.8	£180
PRUDENTIAL ASSURANCE COMPANY LTD, COFFEE HOUSE YARD, LONDON ROAD, SEVENOAKS, KENT, TN13 1AH	OFFICES AND PREMISES	154.8	£180
1ST & 2ND FLRS 49, DARTFORD ROAD, SEVENOAKS, KENT, TN13 3TE	OFFICES AND PREMISES	43.9	£180
1ST FLR 38, DARTFORD ROAD, SEVENOAKS, KENT, TN13 3TQ	OFFICES AND PREMISES	42.56	£180
2ND FLR 38, DARTFORD ROAD, SEVENOAKS, KENT, TN13 3TQ	OFFICES AND PREMISES	28.8	£180
40A, DARTFORD ROAD, SEVENOAKS, KENT, TN13 3TQ	OFFICES AND PREMISES	93.87	£180
71, DARTFORD ROAD, SEVENOAKS, KENT, TN13 3TE	DENTAL LABORATORY AND PREMISES	146.39	£180
STANLEY HOUSE 49, DARTFORD ROAD, SEVENOAKS, KENT, TN13 3TE	OFFICE AND PREMISES	74.3	£180
3A, DORSET STREET, SEVENOAKS, KENT, TN13 1LL	OFFICES AND PREMISES	80.9	£180
8B, DORSET STREET, SEVENOAKS, KENT, TN13 1LL	OFFICES AND PREMISES	48.5	£180
1ST FLR FRT & PT 3RD FLR, ECA COURT 24-26, SOUTH PARK, SEVENOAKS, KENT, TN13 1DU	OFFICES AND PREMISES	201.96	£180
2ND FLR, ECA COURT 24-26, SOUTH PARK, SEVENOAKS, KENT, TN13 1DU	OFFICES AND PREMISES	534.48	£180
GND & PT 3RD FLR, ECA COURT 24-26, SOUTH PARK, SEVENOAKS, KENT, TN13	OFFICES AND PREMISES	623.18	£180

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
1DU			
1ST & 2ND FLR 149, HIGH STREET, SEVENOAKS, KENT, TN13 1XJ	OFFICES AND PREMISES	67.93	£180
1ST 2ND & 3RD FLRS 67, HIGH STREET, SEVENOAKS, KENT, TN13 1JY	OFFICES AND PREMISES	198.2	£180
1ST FLR 53-55, HIGH STREET, SEVENOAKS, KENT, TN13 1JF	OFFICES AND PREMISES	289.11	£180
1ST FLR 94A, HIGH STREET, SEVENOAKS, KENT, TN13 1LP	OFFICES AND PREMISES	89.8	£180
1ST FLR 96, HIGH STREET, SEVENOAKS, KENT, TN13 1LP	OFFICES AND PREMISES	444.88	£180
1ST FLR FRONT L H S 136, HIGH STREET, SEVENOAKS, KENT, TN13 1XA	OFFICE AND PREMISES	146.4	£180
1ST FLR FRONT R H S 136, HIGH STREET, SEVENOAKS, KENT, TN13 1XA	OFFICE AND PREMISES	239.02	£180
1ST FLR REAR 136, HIGH STREET, SEVENOAKS, KENT, TN13 1XA	OFFICE AND PREMISES	161.4	£180
2ND FLR 87-93, HIGH STREET, SEVENOAKS, KENT, TN13 1LE	OFFICES AND PREMISES	162.1	£180
2ND FLR 94A, HIGH STREET, SEVENOAKS, KENT, TN13 1LP	OFFICES AND PREMISES	40.85	£180
2ND FLR 96, HIGH STREET, SEVENOAKS, KENT, TN13 1LP	OFFICES AND PREMISES	129.7	£180
2ND FLR FRONT L H S 136, HIGH STREET, SEVENOAKS, KENT, TN13 1XA	OFFICE AND PREMISES	217.6	£180
2ND FLR FRONT R H S 136, HIGH STREET, SEVENOAKS, KENT, TN13 1XA	OFFICE AND PREMISES	210.71	£180
63A-65A FRONT, HIGH STREET, SEVENOAKS, KENT, TN13 1JY	OFFICES AND PREMISES	113.49	£180
63A-65A REAR, HIGH STREET, SEVENOAKS, KENT, TN13 1JY	OFFICES AND PREMISES	60.49	£180
GND FLR FRONT 34-36, HIGH STREET, SEVENOAKS, KENT, TN13 1JG	OFFICES AND PREMISES	137.2	£180
MANOR VILLA 165, HIGH STREET, SEVENOAKS, KENT, TN13 1XJ	OFFICES AND PREMISES	245.3	£180
PT 1ST & PT 2ND FLRS 136, HIGH STREET, SEVENOAKS, KENT, TN13 1XA	OFFICE AND PREMISES	258.27	£180
SUITE 1 AT 77, HIGH STREET, SEVENOAKS, KENT, TN13 1LD	OFFICES AND PREMISES	58.13	£180

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
SUITE 2 AT 77, HIGH STREET, SEVENOAKS, KENT, TN13 1LD	OFFICES AND PREMISES	38.8	£180
SUITE 3 AT 77, HIGH STREET, SEVENOAKS, KENT, TN13 1LD	OFFICES AND PREMISES	37.3	£180
SUITE 4 AT 77, HIGH STREET, SEVENOAKS, KENT, TN13 1LD	OFFICES AND PREMISES	38.7	£180
THE STUDIO 149A, HIGH STREET, SEVENOAKS, KENT, TN13 1XJ	OFFICES AND PREMISES	43.94	£180
UNIT 1 1ST FLR 145, HIGH STREET, SEVENOAKS, KENT, TN13 1XJ	OFFICE AND PREMISES	41.6	£180
UNIT 2 1ST FLR 145, HIGH STREET, SEVENOAKS, KENT, TN13 1XJ	OFFICE AND PREMISES	22.8	£180
UNIT 3 2ND FLR 145, HIGH STREET, SEVENOAKS, KENT, TN13 1XJ	OFFICE AND PREMISES	53.3	£180
UNIT 4 2ND FLR 145, HIGH STREET, SEVENOAKS, KENT, TN13 1XJ	OFFICE AND PREMISES	28.2	£180
1ST FLOOR 48, HOLLY BUSH LANE, SEVENOAKS, KENT, TN13 3TL	OFFICES AND PREMISES	38.4	£180
1ST FLR 54, HOLLY BUSH LANE, SEVENOAKS, KENT, TN13 3TL	OFFICES AND PREMISES	36.98	£180
OFFICES 1 & 2 AT 52, HOLLY BUSH LANE, SEVENOAKS, KENT, TN13 3TL	OFFICES AND PREMISES	84.81	£180
RADCLIFFE HOUSE, HOMEFIELD ROAD, SEVENOAKS, KENT, TN13 2DU	OFFICES AND PREMISES	77.52	£180
3, LOCKS YARD, HIGH STREET, SEVENOAKS, KENT, TN13 1LT	OFFICES AND PREMISES	127.36	£180
OFFICE AT DUNTON GREEN PAVILION, LONDON ROAD, DUNTON GREEN, SEVENOAKS, KENT, TN13 2UR	OFFICES AND PREMISES	7.19	£180
1ST FLR 28A, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DE	OFFICES AND PREMISES	33.05	£180
1ST FLR 50, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DE	OFFICE AND PREMISES	57	£180
3A, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2BH	OFFICE	23.7	£180
AMHERST HOUSE 22-26, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2BU	OFFICES AND PREMISES	292.6	£180
1ST FLR & PT 2ND FLR 66, LONDON ROAD, SEVENOAKS, KENT, TN13 1AT	OFFICES AND PREMISES	791.76	£180

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
1ST FLR 42-44, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	OFFICES AND PREMISES	151.86	£180
1ST FLR 46, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	OFFICES AND PREMISES	56.17	£180
1ST FLR 50-52, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	OFFICES AND PREMISES	157.87	£180
1ST FLR 71, LONDON ROAD, SEVENOAKS, KENT, TN13 1AX	OFFICES AND PREMISES	160.4	£180
2ND FLR 50-52, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	OFFICES AND PREMISES	157.87	£180
2ND FLR 71, LONDON ROAD, SEVENOAKS, KENT, TN13 1AX	OFFICES AND PREMISES	157.64	£180
3RD FLR 71, LONDON ROAD, SEVENOAKS, KENT, TN13 1AX	OFFICES AND PREMISES	71.48	£180
43B, LONDON ROAD, SEVENOAKS, KENT, TN13 1AR	OFFICES AND PREMISES	56.26	£180
65A, LONDON ROAD, SEVENOAKS, KENT, TN13 1AU	OFFICES AND PREMISES	38.7	£180
69C, LONDON ROAD, SEVENOAKS, KENT, TN13 1AX	OFFICES AND PREMISES	96.2	£180
ICM HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1DE	OFFICES AND PREMISES	978.97	£180
OFFICE 1 AT 48, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	OFFICES AND PREMISES	11.9	£180
OFFICE 10 AT 48, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	OFFICES AND PREMISES	8.29	£180
OFFICE 2 AT 48, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	OFFICES AND PREMISES	12.15	£180
OFFICE 3 AT 48, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	OFFICES AND PREMISES	8.69	£180
OFFICE 5 AT 48, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	OFFICES AND PREMISES	16.31	£180
OFFICE 6 AT 48, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	OFFICES AND PREMISES	9.23	£180
OFFICE 7 AT 48, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	OFFICES AND PREMISES	17.2	£180
OFFICE 8 AT 48, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	OFFICES AND PREMISES	17.97	£180
OFFICE 9 AT 48, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	OFFICES AND PREMISES	8.29	£180

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
PT 2ND FLR 66, LONDON ROAD, SEVENOAKS, KENT, TN13 1AT	OFFICES AND PREMISES	119.36	£180
PT GND FLR 71, LONDON ROAD, SEVENOAKS, KENT, TN13 1AX	OFFICES AND PREMISES	99.17	£180
1ST FLR 1, OAK COURT 67-72, BETHEL ROAD, SEVENOAKS, KENT, TN13 3UE	OFFICES AND PREMISES	50.44	£180
2, OAK COURT 67-72, BETHEL ROAD, SEVENOAKS, KENT, TN13 3UE	OFFICES AND PREMISES	118.66	£180
GND FLR 1, OAK COURT 67-72, BETHEL ROAD, SEVENOAKS, KENT, TN13 3UE	OFFICES AND PREMISES	46.05	£180
GND FLR LHS, OAK HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1AF	OFFICES AND PREMISES	245.4	£180
GND FLR RHS, OAK HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1AF	OFFICES AND PREMISES	134.5	£180
SEVENOAKS TENANTS LTD, OAKHILL ROAD, SEVENOAKS, KENT, TN13 1NY	OFFICES AND PREMISES	35.4	£180
1ST FLR 13, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	73.8	£180
1ST FLR 4, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	202.63	£180
1ST FLR LHS 2, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	55.7	£180
1ST FLR MIDDLE REAR 2, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	17.6	£180
1ST FLR RHS 2, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	81.31	£180
2ND FLR 26-28, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	266.4	£180
6, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	499.15	£180
GND & 1ST FLRS 26-28, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	752.94	£180
GND FLR 4, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	193.6	£180
GND FLR LHS 2, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	73.67	£180
GND FLR RHS 2, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	50.35	£180
PROSPECT HOUSE 8, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	819.75	£180

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
PT GND FLR 2, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	31.7	£180
SUITE 1 2ND FLR 2, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	35.46	£180
SUITE 2 2ND FLR 2 PEMBROKE ROAD SEVENOAKS KENT TN13 1XR, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	60.84	£180
CLINIC AT 5, POUND LANE, SEVENOAKS, KENT, TN13 3TB	OFFICES AND PREMISES	14.62	£180
ROCKDALE LODGE, ROCKDALE ROAD, SEVENOAKS, KENT, TN13 1JT	OFFICES AND PREMISES	164.22	£180
UNIT A, RYEDALE COURT, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DN	OFFICES AND PREMISES	237.4	£180
UNIT B, RYEDALE COURT, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DN	OFFICES AND PREMISES	241	£180
UNIT C, RYEDALE COURT, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DN	OFFICES AND PREMISES	244.5	£180
UNIT D, RYEDALE COURT, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DN	OFFICES AND PREMISES	242.4	£180
4, SEVENOAKS STATION, LONDON ROAD, SEVENOAKS, KENT, TN13 1DP	OFFICES AND PREMISES	71.7	£180
UNIT 6, SEVENOAKS STATION, LONDON ROAD, SEVENOAKS, KENT, TN13 1DP	OFFICES AND PREMISES	13.95	£180
1ST FLR REAR ECA COURT 24-26, SOUTH PARK, SEVENOAKS, KENT, TN13 1DU	OFFICES AND PREMISES	335.21	£180
ANTON HOUSE, SOUTH PARK, SEVENOAKS, KENT, TN13 1EB	OFFICES AND PREMISES	192.8	£180
SOUTH PARK STUDIOS, SOUTH PARK, SEVENOAKS, KENT, TN13 1AN	OFFICES AND PREMISES	101.38	£180
1B, ST JAMES ROAD, SEVENOAKS, KENT, TN13 3NH	OFFICES AND PREMISES	72.9	£180
6, ST JAMES ROAD, SEVENOAKS, KENT, TN13 3NH	OFFICES AND PREMISES	11	£180
CAXTON HOUSE 20-22, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NP	OFFICES AND PREMISES	269.8	£180
SUITE 1 117A, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	OFFICES AND PREMISES	11.2	£180
SUITE 2 117A, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	OFFICES AND PREMISES	18.2	£180

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
SUITE 3 117A, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	OFFICES AND PREMISES	10.52	£180
SUITE 4 117A, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	OFFICES AND PREMISES	16.9	£180
SUITE 5 117A, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	OFFICES AND PREMISES	21.3	£180
1ST FLR LHS 1, SUFFOLK WAY, SEVENOAKS, KENT, TN13 1YL	OFFICES AND PREMISES	199.3	£180
1ST FLR RHS 1, SUFFOLK WAY, SEVENOAKS, KENT, TN13 1YL	OFFICES AND PREMISES	278.6	£180
2ND FLR 1, SUFFOLK WAY, SEVENOAKS, KENT, TN13 1YL	OFFICES AND PREMISES	464.2	£180
GND FLR LHS FRONT AT 1, SUFFOLK WAY, SEVENOAKS, KENT, TN13 1YL	OFFICES AND PREMISES	46.6	£180
MKLDAS, THE COBDEN CENTRE, COBDEN ROAD, SEVENOAKS, KENT, TN13 3UB	OFFICES AND PREMISES	13.4	£180
RELATE, THE COBDEN CENTRE, COBDEN ROAD, SEVENOAKS, KENT, TN13 3UB	OFFICES AND PREMISES	30	£180
WOMENS ROYAL VOLUNTARY SERVICE, THE COBDEN CENTRE, COBDEN ROAD, SEVENOAKS, KENT, TN13 3UB	OFFICES AND PREMISES	30.9	£180
1, THE DRIVE, SEVENOAKS, KENT, TN13 3AB	OFFICES AND PREMISES	318.5	£180
1, THE MEWS 16, HOLLY BUSH LANE, SEVENOAKS, KENT, TN13 3TH	OFFICES AND PREMISES	110.9	£180
2, THE MEWS 16, HOLLY BUSH LANE, SEVENOAKS, KENT, TN13 3TH	OFFICES AND PREMISES	117.84	£180
3, THE MEWS 16, HOLLY BUSH LANE, SEVENOAKS, KENT, TN13 3TH	OFFICES AND PREMISES	178.42	£180
4, THE MEWS 16, HOLLY BUSH LANE, SEVENOAKS, KENT, TN13 3TH	OFFICES AND PREMISES	87.8	£180
5, THE MEWS 16, HOLLY BUSH LANE, SEVENOAKS, KENT, TN13 3TH	OFFICES AND PREMISES	23.9	£180
1, THE SHAMBLES, SEVENOAKS, KENT, TN13 1LJ	OFFICES AND PREMISES	140.53	£180
1ST & 2ND FLRS 2, THE SQUARE, SEVENOAKS, KENT, TN13 2AA	OFFICES AND PREMISES	61.3	£180
1ST FLR 3, THE SQUARE, SEVENOAKS, KENT, TN13 2AA	OFFICE AND PREMISES	65.5	£180

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
2ND FLR 1, THE SQUARE, SEVENOAKS, KENT, TN13 2AA	OFFICE AND PREMISES	63.6	£180
2ND FLR 3, THE SQUARE, SEVENOAKS, KENT, TN13 2AA	OFFICE AND PREMISES	64.3	£180
GND FLR 1, THE SQUARE, SEVENOAKS, KENT, TN13 2AA	OFFICE AND PREMISES	81.8	£180
GND FLR LHS AND 1ST FLR THE GRANARY, WATERMILL HOUSE, CHEVENING ROAD, CHIPSTEAD, SEVENOAKS, KENT, TN13 2RY	OFFICES AND PREMISES	83.24	£180
THE STABLES & GND FLR RHS THE GRANARY, WATERMILL HOUSE, CHEVENING ROAD, CHIPSTEAD, SEVENOAKS, KENT, TN13 2RY	OFFICES AND PREMISES	82.32	£180
1ST FLR 5, WEALDEN PLACE, BRADBOURNE VALE ROAD, SEVENOAKS, KENT, TN13 3QQ	OFFICES AND PREMISES	39.45	£180
17A, WEALDEN PLACE, BRADBOURNE VALE ROAD, SEVENOAKS, KENT, TN13 3QQ	OFFICES AND PREMISES	22.45	£180
GND FLR 5, WEALDEN PLACE, BRADBOURNE VALE ROAD, SEVENOAKS, KENT, TN13 3QQ	OFFICES AND PREMISES	25.94	£180
2, WEBBS COURT, BUCKHURST AVENUE, SEVENOAKS, KENT, TN13 1LZ	OFFICES AND PREMISES	134.6	£180
3, WEBBS COURT, BUCKHURST AVENUE, SEVENOAKS, KENT, TN13 1LZ	OFFICE AND PREMISES	60	£180
SUITE 1 AT 1, WEBBS COURT, BUCKHURST AVENUE, SEVENOAKS, KENT, TN13 1LZ	OFFICES AND PREMISES	36.3	£180
SUITE 2 AT 1, WEBBS COURT, BUCKHURST AVENUE, SEVENOAKS, KENT, TN13 1LZ	OFFICES AND PREMISES	10.41	£180
SUITE 3 AT 1, WEBBS COURT, BUCKHURST AVENUE, SEVENOAKS, KENT, TN13 1LZ	OFFICES AND PREMISES	21.2	£180
SUITE 4 AT 1, WEBBS COURT, BUCKHURST AVENUE, SEVENOAKS, KENT, TN13 1LZ	OFFICES AND PREMISES	16.4	£180
MARKERSTUDY HOUSE 45, WESTERHAM ROAD, SEVENOAKS, KENT, TN13 2QB	OFFICES AND PREMISES	643.81	£180
2ND FLR LHS 1, AKEHURST LANE, SEVENOAKS, KENT, TN13 1JN	OFFICES AND PREMISES	34.96	£173
GND FLR LHS 1, AKEHURST LANE, SEVENOAKS, KENT, TN13 1JN	OFFICES AND PREMISES	77.31	£173
PT GND FLR & 1ST FLR 1, AKEHURST LANE, SEVENOAKS, KENT, TN13 1JN	OFFICES AND PREMISES	129.51	£173



Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
TOWNSEND CHAMBERS, AMHERST HILL, SEVENOAKS, KENT, TN13 2EL	OFFICES AND PREMISES	147.45	£173
2ND & 3RD FLRS 154, HIGH STREET, SEVENOAKS, KENT, TN13 1XE	OFFICES AND PREMISES	685.63	£173
GND FLR 154, HIGH STREET, SEVENOAKS, KENT, TN13 1XE	OFFICES AND PREMISES	326.57	£173
RIVERPOINT HOUSE, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DN	OFFICES AND PREMISES	476.5	£173
101, LONDON ROAD, SEVENOAKS, KENT, TN13 1AX	OFFICES AND PREMISES	1324.1	£173
OLD CABINET HOUSE 120A, LONDON ROAD, SEVENOAKS, KENT, TN13 1BA	OFFICES AND PREMISES	111.2	£173
SUITE 1 2ND FLR 160, LONDON ROAD, SEVENOAKS, KENT, TN13 1DJ	OFFICES AND PREMISES	929.76	£173
7, OAKHILL ROAD, SEVENOAKS, KENT, TN13 1NW	OFFICES AND PREMISES	1347.4	£173
9, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	115.3	£173
15, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	395.4	£173
21, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	136.9	£173
30, PEMBROKE ROAD, SEVENOAKS, KENT, TN13 1XR	OFFICES AND PREMISES	220.5	£173
7-9, ST BOTOLPHS ROAD, SEVENOAKS, KENT, TN13 3AJ	OFFICES AND PREMISES	372.8	£173
1ST FLR, SUFFOLK HOUSE 154, HIGH STREET, SEVENOAKS, KENT, TN13 1XE	OFFICES AND PREMISES	547.38	£173
1ST FLR ST JOHNS HOUSE, SUFFOLK WAY, SEVENOAKS, KENT, TN13 1TG	OFFICES AND PREMISES	451.7	£173
3RD FLR 1, SUFFOLK WAY, SEVENOAKS, KENT, TN13 1YL	OFFICES AND PREMISES	330.8	£173
GND FLR ST JOHNS HOUSE, SUFFOLK WAY, SEVENOAKS, KENT, TN13 1TG	OFFICES AND PREMISES	450.98	£173
1ST FLR 2, EAST POINT, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0EG	OFFICES AND PREMISES	65.2	£170
1, EAST POINT, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0EG	OFFICE AND PREMISES	66.4	£170
2ND FLR 2, EAST POINT, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0EG	OFFICES AND PREMISES	49	£170

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
3, EAST POINT, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0EG	OFFICES AND PREMISES	154.7	£170
4, EAST POINT, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0EG	OFFICES AND PREMISES	130.87	£170
5, EAST POINT, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0EG	OFFICES AND PREMISES	89.7	£170
6, EAST POINT, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0EG	OFFICES AND PREMISES	102.5	£170
7, EAST POINT, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0EG	OFFICES AND PREMISES	71.1	£170
6A, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PG	OFFICES AND PREMISES	30.77	£170
1, LAKE VIEW STABLES, LOWER ST CLERE, ST CLERE, KEMSING, SEVENOAKS, KENT, TN15 6NL	OFFICES AND PREMISES	45.36	£170
2, LAKE VIEW STABLES, LOWER ST CLERE, ST CLERE, KEMSING, SEVENOAKS, KENT, TN15 6NL	OFFICES AND PREMISES	70.24	£170
3A, LAKE VIEW STABLES, LOWER ST CLERE, ST CLERE, KEMSING, SEVENOAKS, KENT, TN15 6NL	OFFICES AND PREMISES	82.89	£170
3B, LAKE VIEW STABLES, LOWER ST CLERE, ST CLERE, KEMSING, SEVENOAKS, KENT, TN15 6NL	OFFICES AND PREMISES	88.71	£170
4, LAKE VIEW STABLES, LOWER ST CLERE, ST CLERE, KEMSING, SEVENOAKS, KENT, TN15 6NL	OFFICES AND PREMISES	49.16	£170
1ST FL RHS WEALD HOUSE 88, MAIN ROAD, SUNDRIDGE, SEVENOAKS, KENT, TN14 6ER	OFFICES AND PREMISES	524.5	£170
166, MAIN ROAD, SUNDRIDGE, SEVENOAKS, KENT, TN14 6EL	OFFICES AND PREMISES	166.3	£170
DARENTH HOUSE, MAIN ROAD, SUNDRIDGE, SEVENOAKS, KENT, TN14 6ER	OFFICES AND PREMISES	1413.1	£170
BANK BUILDING, STATION ROAD, OTFORD, SEVENOAKS, KENT, TN14 5QX	OFFICES AND PREMISES	92.42	£170
1ST FLR SOUTH, WEALD HOUSE 88, MAIN ROAD, SUNDRIDGE, SEVENOAKS, KENT, TN14 6ER	OFFICES AND PREMISES	684.7	£170

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
GND FLR NORTH FRONT, WEALD HOUSE 88, MAIN ROAD, SUNDRIDGE, SEVENOAKS, KENT, TN14 6ER	OFFICES AND PREMISES	145.19	£170
GND FLR NORTH REAR, WEALD HOUSE 88, MAIN ROAD, SUNDRIDGE, SEVENOAKS, KENT, TN14 6ER	OFFICES AND PREMISES	355.81	£170
GND FLR SOUTH, WEALD HOUSE 88, MAIN ROAD, SUNDRIDGE, SEVENOAKS, KENT, TN14 6ER	OFFICES AND PREMISES	609.68	£170
1ST FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	137.4	£165
2ND FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	378.86	£165
7TH FLR LHS & PT RHS, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	275.1	£165
AYLESFERNIE PT 4TH FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	60	£165
NATIONAL MUTUAL LIFE ASSURANCE PT 4TH FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	125.3	£165
PT RHS 7TH FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	99.32	£165
SUITE A (1) 8TH FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	78.95	£165
SUITE A (2) 8TH FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	66.24	£165
SUITE A 3RD FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	180.52	£165
SUITE A 5TH FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	53.17	£165

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
SUITE B 3RD FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	189.22	£165
SUITE B 5TH FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	26.48	£165
SUITE B 6TH FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	80.1	£165
SUITE B 8TH FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	168.18	£165
SUITE C 5TH FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	66.87	£165
SUITE D (1) 5TH FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	46.79	£165
SUITE D (2) 5TH FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	47.77	£165
SUITE D 6TH FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	94.7	£165
SUITE E 5TH FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	39.39	£165
SUITE E 6TH FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	99.06	£165
SUITE F 5TH FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	54.69	£165
TRANSMAAR PT 4TH FLR, BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	147.5	£165
1ST FLR, BLOCK B2, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	137.4	£165
3RD FLR, BLOCK B2, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13	OFFICES AND PREMISES	375.6	£165

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
1BL			
4TH FLR, BLOCK B2, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	371.67	£165
5TH FLR, BLOCK B2, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	387.38	£165
6TH FLR, BLOCK B2, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	374.12	£165
7TH FLR, BLOCK B2, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	375.52	£165
8TH FLR, BLOCK B2, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	328.6	£165
GATEWAY CONTAINERS UK LTD, BLOCK B2, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	68.8	£165
SPINNAKER BUSINESS SOFTWARE LTD PT 2ND FLR, BLOCK B2, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	85.3	£165
TRUST RESEARCH SERVICES LTD PT 2ND FLR, BLOCK B2, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	217.4	£165
5, ST JULIANS, UNDERRIVER, SEVENOAKS, KENT, TN15 0RX	OFFICES AND PREMISES	12.2	£165
6, ST JULIANS, UNDERRIVER, SEVENOAKS, KENT, TN15 0RX	OFFICES AND PREMISES	57.26	£165
7, ST JULIANS, UNDERRIVER, SEVENOAKS, KENT, TN15 0RX	OFFICES AND PREMISES	58.1	£165
8, ST JULIANS, UNDERRIVER, SEVENOAKS, KENT, TN15 0RX	OFFICES AND PREMISES	46	£165
9, ST JULIANS, UNDERRIVER, SEVENOAKS, KENT, TN15 0RX	OFFICES AND PREMISES	20.5	£165
10, ST JULIANS, UNDERRIVER, SEVENOAKS, KENT, TN15 0RX	OFFICES AND PREMISES	18.71	£165

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
11A, ST JULIANS, UNDERRIVER, SEVENOAKS, KENT, TN15 0RX	OFFICES AND PREMISES	27	£165
11, ST JULIANS, UNDERRIVER, SEVENOAKS, KENT, TN15 0RX	OFFICES AND PREMISES	42.8	£165
12, ST JULIANS, UNDERRIVER, SEVENOAKS, KENT, TN15 0RX	OFFICES AND PREMISES	28.32	£165
13, ST JULIANS, UNDERRIVER, SEVENOAKS, KENT, TN15 0RX	OFFICE AND PREMISES	11.96	£165
14-15, ST JULIANS, UNDERRIVER, SEVENOAKS, KENT, TN15 0RX	OFFICES AND PREMISES	59.41	£165
16, ST JULIANS, UNDERRIVER, SEVENOAKS, KENT, TN15 0RX	OFFICES AND PREMISES	28.73	£165
19, ST JULIANS, UNDERRIVER, SEVENOAKS, KENT, TN15 0RX	OFFICES AND PREMISES	16.1	£165
GND FLR REAR, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	381.8	£165
SUITE A 6TH FLR BLOCK B1, TUBS HILL HOUSE, LONDON ROAD, SEVENOAKS, KENT, TN13 1BL	OFFICES AND PREMISES	68.1	£165
1ST FLR FRT RHS 16, SOUTH PARK, SEVENOAKS, KENT, TN13 1AN	OFFICES AND PREMISES	126.8	£163
1ST FLR LHS 16, SOUTH PARK, SEVENOAKS, KENT, TN13 1AN	OFFICES AND PREMISES	313.1	£163
1ST FLR REAR RHS 16, SOUTH PARK, SEVENOAKS, KENT, TN13 1AN	OFFICES AND PREMISES	174.5	£163
2ND FLR 16, SOUTH PARK, SEVENOAKS, KENT, TN13 1AN	OFFICES AND PREMISES	608.65	£163
GND FLR 16, SOUTH PARK, SEVENOAKS, KENT, TN13 1AN	OFFICES AND PREMISES	600.3	£163
1ST FLR ST JOHNS HOUSE 2A, BRADBOURNE ROAD, SEVENOAKS, KENT, TN13 3PY	OFFICES AND PREMISES	49	£160
BST & GND FLR FRT 1, COBDEN ROAD, SEVENOAKS, KENT, TN13 3UB	OFFICES AND PREMISES	47.5	£160
ROOM S4 AT 15, LIME TREE WALK, SEVENOAKS, KENT, TN13 1YH	OFFICES AND PREMISES	50.48	£160
1ST FLR LHS MIDDLE 74, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DN	OFFICES AND PREMISES	50.43	£160

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
1ST FLR 105, LONDON ROAD, SEVENOAKS, KENT, TN13 1BH	OFFICES AND PREMISES	40.75	£160
103B, LONDON ROAD, SEVENOAKS, KENT, TN13 1BH	OFFICES AND PREMISES	37	£160
11A, ST BOTOLPHS ROAD, SEVENOAKS, KENT, TN13 3AJ	OFFICES AND PREMISES	30.9	£160
113A, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	OFFICES AND PREMISES	38.2	£160
115A, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	OFFICES AND PREMISES	42.83	£160
1ST & 2ND FLRS 132, HIGH STREET, SEVENOAKS, KENT, TN13 1XA	OFFICES AND PREMISES	80.1	£158
1ST & 2ND FLRS 82, HIGH STREET, SEVENOAKS, KENT, TN13 1LP	OFFICES AND PREMISES	114.09	£158
1ST FLR 105, HIGH STREET, SEVENOAKS, KENT, TN13 1UP	OFFICES AND PREMISES	82.28	£158
1ST FLR 57, HIGH STREET, SEVENOAKS, KENT, TN13 1JF	OFFICES AND PREMISES	70.1	£158
2ND FLR 205, HIGH STREET, SEVENOAKS, KENT, TN13 1UP	OFFICES AND PREMISES	50.61	£158
2ND FLR 43, HIGH STREET, SEVENOAKS, KENT, TN13 1JF	OFFICES AND PREMISES	47.48	£158
2ND FLR 72, HIGH STREET, SEVENOAKS, KENT, TN13 1JR	OFFICES AND PREMISES	51.57	£158
35, HIGH STREET, SEVENOAKS, KENT, TN13 1JD	OFFICES AND PREMISES	69.2	£158
43-45, HIGH STREET, SEVENOAKS, KENT, TN13 1JF	OFFICES AND PREMISES	221.53	£158
45, HIGH STREET, SEVENOAKS, KENT, TN13 1JF	OFFICES AND PREMISES	98.77	£158
48A, HIGH STREET, SEVENOAKS, KENT, TN13 1JG	OFFICES AND PREMISES	46.71	£158
50, HIGH STREET, SEVENOAKS, KENT, TN13 1JG	OFFICES AND PREMISES	676.5	£158
64A, HIGH STREET, SEVENOAKS, KENT, TN13 1JR	OFFICES AND PREMISES	80.96	£158
86A, HIGH STREET, SEVENOAKS, KENT, TN13 1LP	OFFICES AND PREMISES	136.63	£158
116A, HIGH STREET, SEVENOAKS, KENT, TN13 1UZ	OFFICES AND PREMISES	131.3	£158

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
150A, HIGH STREET, SEVENOAKS, KENT, TN13 1XE	OFFICES AND PREMISES	134.36	£158
156, HIGH STREET, SEVENOAKS, KENT, TN13 1XE	OFFICES AND PREMISES	194.76	£158
1ST & 2ND FLRS 27, LONDON ROAD, SEVENOAKS, KENT, TN13 1AR	OFFICES AND PREMISES	53	£158
1ST FLR 29A, LONDON ROAD, SEVENOAKS, KENT, TN13 1AR	OFFICES AND PREMISES	58.6	£158
1ST FLR 9, LONDON ROAD, SEVENOAKS, KENT, TN13 1AH	OFFICES AND PREMISES	109.84	£158
1ST FLR CHAPEL HOUSE 31B, LONDON ROAD, SEVENOAKS, KENT, TN13 1AR	OFFICES AND PREMISES	95.26	£158
1ST FLR LHS 116, LONDON ROAD, SEVENOAKS, KENT, TN13 1BA	OFFICES AND PREMISES	29.2	£158
1ST FLR RHS 116, LONDON ROAD, SEVENOAKS, KENT, TN13 1BA	OFFICES AND PREMISES	49.44	£158
2ND FLR 29A, LONDON ROAD, SEVENOAKS, KENT, TN13 1AR	OFFICES AND PREMISES	44.9	£158
2ND FLR 9, LONDON ROAD, SEVENOAKS, KENT, TN13 1AH	OFFICES AND PREMISES	167.6	£158
2ND FLR LHS 116, LONDON ROAD, SEVENOAKS, KENT, TN13 1BA	OFFICES AND PREMISES	63.9	£158
2ND FLR RHS 116, LONDON ROAD, SEVENOAKS, KENT, TN13 1BA	OFFICES AND PREMISES	57	£158
ALEXANDER HOUSE 39, LONDON ROAD, SEVENOAKS, KENT, TN13 1AR	OFFICES AND PREMISES	415.2	£158
BURFORD HOUSE 44, LONDON ROAD, SEVENOAKS, KENT, TN13 1AS	OFFICES AND PREMISES	287.69	£158
GND FLR CHAPEL HOUSE 31B, LONDON ROAD, SEVENOAKS, KENT, TN13 1AR	OFFICES AND PREMISES	103.34	£158
GND FLR LHS 116, LONDON ROAD, SEVENOAKS, KENT, TN13 1BA	OFFICES AND PREMISES	60.25	£158
PT 1ST FLR & 2ND FLR 14-18, LONDON ROAD, SEVENOAKS, KENT, TN13 1AJ	OFFICES AND PREMISES	72	£158
PT 1ST FLR 14-18, LONDON ROAD, SEVENOAKS, KENT, TN13 1AJ	OFFICES AND PREMISES	109.1	£158
GND FLR 5, THE QUADRANT, VICTORIA ROAD, SEVENOAKS, KENT, TN13 1YD	OFFICES AND PREMISES	97.58	£158
PT GND FLR & 1ST FLR 5, THE QUADRANT, VICTORIA ROAD, SEVENOAKS, KENT, TN13	OFFICES AND PREMISES	148.38	£158



Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
1YD			
146, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PF	OFFICES AND PREMISES	54.02	£157
2ND FLR, BECKET HOUSE, VESTRY ROAD, SEVENOAKS, KENT, TN14 5EL	OFFICES AND PREMISES	1223.96	£150
SUITE 1H, BECKET HOUSE, VESTRY ROAD, SEVENOAKS, KENT, TN14 5EL	OFFICES AND PREMISES	54.5	£150
SUITE 1J, BECKET HOUSE, VESTRY ROAD, SEVENOAKS, KENT, TN14 5EL	OFFICES AND PREMISES	54.6	£150
SUITE 1K, BECKET HOUSE, VESTRY ROAD, SEVENOAKS, KENT, TN14 5EL	OFFICES AND PREMISES	49.2	£150
SUITE 3A, BECKET HOUSE, VESTRY ROAD, SEVENOAKS, KENT, TN14 5EL	OFFICES AND PREMISES	201	£150
SUITES 1A & 1G, BECKET HOUSE, VESTRY ROAD, SEVENOAKS, KENT, TN14 5EL	OFFICES AND PREMISES	574.95	£150
SUITE 1, CHAUCER HOUSE, WATERY LANE, KEMSING, SEVENOAKS, KENT, TN15 6PW	OFFICES AND PREMISES	47.7	£150
SUITES 2-4, CHAUCER HOUSE, WATERY LANE, KEMSING, SEVENOAKS, KENT, TN15 6PW	OFFICES AND PREMISES	176.9	£150
GND FLR BECKET HOUSE, VESTRY ROAD, SEVENOAKS, KENT, TN14 5EL	OFFICES AND PREMISES	701.26	£150
SUITE 1B BECKET HOUSE, VESTRY ROAD, SEVENOAKS, KENT, TN14 5EL	OFFICES AND PREMISES	161.83	£150
SUITE 1BC, VESTRY ROAD, SEVENOAKS, KENT, TN14 5EL	OFFICES AND PREMISES	32.79	£150
SUITE 1C BECKET HOUSE, VESTRY ROAD, SEVENOAKS, KENT, TN14 5EL	OFFICES AND PREMISES	112.8	£150
SUITE 1D BECKET HOUSE, VESTRY ROAD, SEVENOAKS, KENT, TN14 5EL	OFFICES AND PREMISES	85.72	£150
SUITE 3B BECKET HOUSE, VESTRY ROAD, SEVENOAKS, KENT, TN14 5EL	OFFICES AND PREMISES	161.55	£150
1A, ST JAMES ROAD, SEVENOAKS, KENT, TN13 3NH	OFFICES AND PREMISES	58.9	£140
99, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	OFFICES AND PREMISES	61.4	£140
105, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	OFFICES AND PREMISES	60.2	£140

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
16, WEALDEN PLACE, BRADBOURNE VALE ROAD, SEVENOAKS, KENT, TN13 3QQ	OFFICES AND PREMISES	73.94	£140
2ND FLR 160, LONDON ROAD, SEVENOAKS, KENT, TN13 1DJ	OFFICES AND PREMISES	3337.61	£135
GND & 1ST FLRS 160, LONDON ROAD, SEVENOAKS, KENT, TN13 1DJ	OFFICES AND PREMISES	9353.82	£135
136, LONDON ROAD, DUNTON GREEN, SEVENOAKS, KENT, TN13 2UR	OFFICES AND PREMISES	117.95	£130
147A, LONDON ROAD, DUNTON GREEN, SEVENOAKS, KENT, TN13 2UP	OFFICES AND PREMISES	98.3	£130
PT 1ST FLR 74, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DN	OFFICES AND PREMISES	160.12	£130
24B, LONDON ROAD, SEVENOAKS, KENT, TN13 1AP	OFFICES AND PREMISES	99.5	£130
HENDRY HOUSE 1, OAKHILL ROAD, SEVENOAKS, KENT, TN13 1NY	OFFICES AND PREMISES	97.4	£130
1ST FLR 1, THE SQUARE, SEVENOAKS, KENT, TN13 2AA	OFFICES AND PREMISES	89.2	£130
8, VICTORIA ROAD, SEVENOAKS, KENT, TN13 1YE	OFFICES AND PREMISES	78.2	£130
UNIT 1A, WARREN FARM, MAIN ROAD, SUNDRIDGE, SEVENOAKS, KENT, TN14 6EE	OFFICES AND PREMISES	127.43	£130
UNIT 1B, WARREN FARM, MAIN ROAD, SUNDRIDGE, SEVENOAKS, KENT, TN14 6EE	OFFICES AND PREMISES	107.26	£130
UNIT 4, WARREN FARM, MAIN ROAD, SUNDRIDGE, SEVENOAKS, KENT, TN14 6EE	OFFICES AND PREMISES	97	£130
THE TEA BARN, CASTLE FARM, REDMANS LANE, SHOREHAM, SEVENOAKS, KENT, TN14 7UB	OFFICES AND PREMISES	82.89	£125
CHEVENING ESTATE OFFICE, CHEVENING ROAD, CHEVENING, SEVENOAKS, KENT, TN14 6HG	OFFICES AND PREMISES	51.9	£125
BRITISH TELECOMMUNICATIONS PLC, CHILDSBRIDGE LANE, SEAL, SEVENOAKS, KENT, TN15 0BU	OFFICES AND PREMISES	16.5	£125
12, CHURCH FIELD COTTAGES, LANDWAY, SEAL, SEVENOAKS, KENT, TN15 0DR	OFFICES AND PREMISES	54.77	£125
8, DIPPERS CLOSE, KEMSING, SEVENOAKS, KENT, TN15 6QD	OFFICES AND PREMISES	9.91	£125

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
OLD POST OFFICE STORES, FAWKHAM ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6JP	OFFICES AND PREMISES	307.65	£125
STALLEON HOUSE, FAWKHAM ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6JS	OFFICES AND PREMISES	293.46	£125
1ST FLR 28A, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PQ	OFFICES AND PREMISES	56.9	£125
21, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5PG	OFFICES AND PREMISES	48.02	£125
DARENTH HOUSE 60, HIGH STREET, OTFORD, SEVENOAKS, KENT, TN14 5TL	OFFICES AND PREMISES	402.76	£125
34, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0AP	OFFICES AND PREMISES	40.6	£125
37, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0AW	OFFICES AND PREMISES	250.65	£125
GND FLR 16, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0AJ	OFFICES AND PREMISES	189.69	£125
OFFICES 1-2 1ST FLR 16, HIGH STREET, SEAL, SEVENOAKS, KENT, TN15 0AJ	OFFICES AND PREMISES	40.53	£125
49A, HIGH STREET, SHOREHAM, SEVENOAKS, KENT, TN14 7TB	OFFICES AND PREMISES	47.55	£125
WHITLEY FARM, IDE HILL, SEVENOAKS, KENT, TN14 6BS	OFFICES AND PREMISES	195.78	£125
CONSYSTA, KINGS LODGE, LONDON ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6AR	OFFICES AND PREMISES	31.33	£125
PALMERS TRAVEL, KINGS LODGE, LONDON ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6AR	OFFICES AND PREMISES	29.17	£125
MERRIDENE, KNOCKHOLT ROAD, HALSTEAD, SEVENOAKS, KENT, TN14 7EU	OFFICE	12.3	£125
STEPHEN HILL, LONDON ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6AR	OFFICES AND PREMISES	306.81	£125
FOXES, MAIN ROAD, KNOCKHOLT, SEVENOAKS, KENT, TN14 7JE	OFFICES AND PREMISES	24.94	£125
MARKERSTUDY HOUSE 108-112, MAIN ROAD, SUNDRIDGE, SEVENOAKS, KENT, TN14 6ES	OFFICES AND PREMISES	310.45	£125

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
OFFICES AT GODFREYS, OTFORD ROAD, SEVENOAKS, KENT, TN14 5EG	OFFICES AND PREMISES	54.76	£125
PORTAKABIN 1 AT CHERRY TREE COTTAGE, OTFORD ROAD, SEVENOAKS, KENT, TN14 5DN	OFFICES AND PREMISES	8.81	£125
PORTAKABIN 2 AT CHERRY TREE COTTAGE, OTFORD ROAD, SEVENOAKS, KENT, TN14 5DN	OFFICES AND PREMISES	10.4	£125
THE ANNEXE AT 163, SEAL HOLLOW ROAD, SEVENOAKS, KENT, TN13 3SP	OFFICES AND PREMISES	29.5	£125
FERNSHAW, SEAL, SEVENOAKS, KENT, TN15 0EZ	OFFICES AND PREMISES	63.8	£125
ROOM 23, SOUTH ASH MANOR, SOUTH ASH ROAD, ASH, SEVENOAKS, KENT, TN15 7EN	OFFICES AND PREMISES	18.86	£125
UNIT 2, STATION HOUSE, STATION ROAD, OTFORD, SEVENOAKS, KENT, TN14 5QY	OFFICES AND PREMISES	37.72	£125
UNIT 3, STATION HOUSE, STATION ROAD, OTFORD, SEVENOAKS, KENT, TN14 5QY	OFFICES AND PREMISES	40.99	£125
UNIT 4A, STATION HOUSE, STATION ROAD, OTFORD, SEVENOAKS, KENT, TN14 5QY	OFFICES AND PREMISES	17.69	£125
UNIT 4B, STATION HOUSE, STATION ROAD, OTFORD, SEVENOAKS, KENT, TN14 5QY	OFFICES AND PREMISES	16.37	£125
UNIT 5, STATION HOUSE, STATION ROAD, OTFORD, SEVENOAKS, KENT, TN14 5QY	OFFICES AND PREMISES	28.66	£125
OFFICE AT HALL PLACE COTTAGE, STONE STREET, SEAL, SEVENOAKS, KENT, TN15 0LG	OFFICES AND PREMISES	97.11	£125
HALSTEAD PHYSIOTHERAPY 26, THE MEADOWS, HALSTEAD, SEVENOAKS, KENT, TN14 7HD	OFFICES AND PREMISES	29.34	£125
PT 1ST FLR LHS, THE STABLES, SOUTH ASH MANOR, SOUTH ASH ROAD, ASH, SEVENOAKS, KENT, TN15 7EN	OFFICES AND PREMISES	38.76	£125
BROOMSLEIGH FARM OFFICES, WATERY LANE, SEAL, SEVENOAKS, KENT, TN15 0ES	OFFICES AND PREMISES	166.69	£125
GND FLR ST JOHNS HOUSE 2A, BRADBOURNE ROAD, SEVENOAKS, KENT, TN13 3PY	OFFICES AND PREMISES	131.12	£120

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
LHS THE OLD GRANARY DIBGATE FARM, CHEVENING ROAD, SUNDRIDGE, SEVENOAKS, KENT, TN14 6AB	OFFICES AND PREMISES	94.19	£120
THE OLD CALF HOUSE DIBGATE FARM, CHEVENING ROAD, SUNDRIDGE, SEVENOAKS, KENT, TN14 6AB	OFFICES AND PREMISES	105.08	£120
58, COBDEN ROAD, SEVENOAKS, KENT, TN13 3UB	OFFICES AND PREMISES	136.68	£120
GND FLR 80, GRANVILLE ROAD, SEVENOAKS, KENT, TN13 1HA	OFFICES AND PREMISES	95.44	£120
18-20, GREATNESS ROAD, SEVENOAKS, KENT, TN14 5BY	OFFICES AND PREMISES	108.2	£120
THE GRANARY, LAMBERHURST FARM, SHOREHAM LANE, HALSTEAD, SEVENOAKS, KENT, TN14 7BY	OFFICES AND PREMISES	67.3	£120
OFFICE AT CHIMHAMS FARM, LONDON ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6BT	OFFICES AND PREMISES	365.79	£120
THE OAST HOUSE UNIT 3, MICHAELS LANE, WEST YOKE, ASH, SEVENOAKS, KENT, TN15 7EP	OFFICES AND PREMISES	95.5	£120
UNIT 2, MICHAELS LANE, WEST YOKE, ASH, SEVENOAKS, KENT, TN15 7HU	OFFICES AND PREMISES	85.21	£120
UNIT 5, MICHAELS LANE, WEST YOKE, ASH, SEVENOAKS, KENT, TN15 7HT	OFFICES AND PREMISES	53.27	£120
1ST FLR BAT & BALL STUDIO 168, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NX	OFFICES AND PREMISES	103.9	£120
16, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NP	OFFICES AND PREMISES	135	£120
18, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NP	OFFICES AND PREMISES	136	£120
125A & C, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3PE	OFFICES AND PREMISES	89.58	£120
GND FLR BAT & BALL STUDIO 168, ST JOHNS HILL, SEVENOAKS, KENT, TN13 3NX	OFFICES AND PREMISES	118.6	£120
THE OLD MEETING HOUSE, ST JOHNS ROAD, SEVENOAKS, KENT, TN13 3LR	OFFICES AND PREMISES	112.97	£120
SOUTH ASH MANOR, SOUTH ASH ROAD, ASH, SEVENOAKS, KENT, TN15 7EN	OFFICES AND PREMISES	772.46	£119

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
UNIT 2, R/O MEADOW HOUSE, LONDON ROAD, WEST KINGSDOWN, SEVENOAKS, KENT, TN15 6ER	OFFICES AND PREMISES	217.08	£100
1ST FLR UNIT C6, CHAUCER BUSINESS PARK, WATERY LANE, KEMSING, SEVENOAKS, KENT, TN15 6YT	OFFICES AND PREMISES	148.1	£95
GND FLR UNIT C6, CHAUCER BUSINESS PARK, WATERY LANE, KEMSING, SEVENOAKS, KENT, TN15 6YT	OFFICES AND PREMISES	120.1	£95
LAKESIDE PAVILLION, CHAUCER BUSINESS PARK, WATERY LANE, KEMSING, SEVENOAKS, KENT, TN15 6NR	OFFICES AND PREMISES	208.99	£95
UNIT D10, CHAUCER BUSINESS PARK, WATERY LANE, KEMSING, SEVENOAKS, KENT, TN15 6YU	OFFICES AND PREMISES	88.1	£95
UNIT D9, CHAUCER BUSINESS PARK, WATERY LANE, KEMSING, SEVENOAKS, KENT, TN15 6YU	OFFICES AND PREMISES	78.46	£95
RAMAC HOLDINGS LTD, HARDYS YARD, LONDON ROAD, RIVERHEAD, SEVENOAKS, KENT, TN13 2DN	OFFICES AND PREMISES	148.32	£95
2ND FLR OFFICE CHANNEL COMMERCIAL, PILGRIMS WAY, DUNTON GREEN, SEVENOAKS, KENT, TN13 2TL	OFFICES AND PREMISES	69.91	£90
1ST & 2ND FLRS UNIT 16, NORTH DOWNS BUSINESS PARK, PILGRIMS WAY, DUNTON GREEN, SEVENOAKS, KENT, TN13 2TL	OFFICES AND PREMISES	259.52	£85
GND FLR UNIT 16, NORTH DOWNS BUSINESS PARK, PILGRIMS WAY, DUNTON GREEN, SEVENOAKS, KENT, TN13 2TL	OFFICES AND PREMISES	169.42	£85
UNIT 3A, BEECHCROFT FARM, CHAPEL WOOD ROAD, ASH, SEVENOAKS, KENT, TN15 7HX	OFFICES AND PREMISES	108.41	£80
UNIT 1A, WARREN COURT FARM, KNOCKHOLT ROAD, HALSTEAD, SEVENOAKS, KENT, TN14 7ER	OFFICES AND PREMISES	22.79	£80
UNIT 1B, WARREN COURT FARM, KNOCKHOLT ROAD, HALSTEAD, SEVENOAKS, KENT, TN14 7ER	OFFICES AND PREMISES	14.55	£80
UNIT 1C, WARREN COURT FARM, KNOCKHOLT ROAD, HALSTEAD,	OFFICES AND PREMISES	13.3	£80

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
SEVENOAKS, KENT, TN14 7ER			
UNIT 3B, WARREN COURT FARM, KNOCKHOLT ROAD, HALSTEAD, SEVENOAKS, KENT, TN14 7ER	OFFICES AND PREMISES	15.54	£80
UNIT 3C, WARREN COURT FARM, KNOCKHOLT ROAD, HALSTEAD, SEVENOAKS, KENT, TN14 7ER	OFFICES AND PREMISES	35.42	£80
UNITS 2 & 3A, WARREN COURT FARM, KNOCKHOLT ROAD, HALSTEAD, SEVENOAKS, KENT, TN14 7ER	OFFICES AND PREMISES	58.74	£80
UNIT 7, WINKHURST FARM, COOPERS CORNER, IDE HILL, SEVENOAKS, KENT, TN14 6LB	OFFICES AND PREMISES	54.51	£78
UNIT 6, WINKHURST FARM, COOPERS CORNER, IDE HILL, SEVENOAKS, KENT, TN14 6LB	OFFICES AND PREMISES	77.58	£72
UNIT 2, BARTRAM FARM, OLD OTFORD ROAD, SEVENOAKS, KENT, TN14 5EZ	OFFICES AND PREMISES	61.81	£70
1ST FLR UNIT C1, CHART FARM, STYANTS BOTTOM ROAD, STYANTS BOTTOM, SEAL, SEVENOAKS, KENT, TN15 0ES	OFFICES AND PREMISES	42.32	£45
17, HIGH STREET, SWANLEY, KENT, BR8 8AE	OFFICES AND PREMISES	298	£210
37, HIGH STREET, SWANLEY, KENT, BR8 8AE	OFFICES AND PREMISES	83.08	£210
UNIT 1, THE OLD STABLEYARD STUDIOS, WOOD STREET, SWANLEY, KENT, BR8 7PA	OFFICES AND PREMISES	44.21	£175
UNIT 2, THE OLD STABLEYARD STUDIOS, WOOD STREET, SWANLEY, KENT, BR8 7PA	OFFICES AND PREMISES	43.55	£175
UNIT 3, THE OLD STABLEYARD STUDIOS, WOOD STREET, SWANLEY, KENT, BR8 7PA	OFFICES AND PREMISES	47.41	£175
UNIT 4, THE OLD STABLEYARD STUDIOS, WOOD STREET, SWANLEY, KENT, BR8 7PA	OFFICES AND PREMISES	47.31	£175
25, BEVAN PLACE, SWANLEY, KENT, BR8 8BH	OFFICES AND PREMISES	44.8	£170

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
27, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TH	OFFICES AND PREMISES	28.6	£170
28, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TH	OFFICES AND PREMISES	67.5	£170
UNIT 2A AT 33, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TL	OFFICES AND PREMISES	58.91	£170
UNIT 3 AT 33, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TL	OFFICES AND PREMISES	129.92	£170
1ST & 2ND FLRS 2, WHITE OAK SQUARE, LONDON ROAD, SWANLEY, KENT, BR8 7AG	OFFICES & PREMISES	340.34	£170
1ST FLR 3, WHITE OAK SQUARE, LONDON ROAD, SWANLEY, KENT, BR8 7AG	OFFICES & PREMISES	295.3	£170
GND FLR 6, WHITE OAK SQUARE, LONDON ROAD, SWANLEY, KENT, BR8 7AG	OFFICES & PREMISES	120.1	£170
LITTLE HEATH, ST MARYS ROAD, SWANLEY, KENT, BR8 7BU	OFFICES AND PREMISES	238.41	£133
1ST & 2ND FLRS 1, WHITE OAK SQUARE, LONDON ROAD, SWANLEY, KENT, BR8 7AG	OFFICES AND PREMISES	258.73	£133
4, WHITE OAK SQUARE, LONDON ROAD, SWANLEY, KENT, BR8 7AG	OFFICES AND PREMISES	228.8	£133
7, WHITE OAK SQUARE, LONDON ROAD, SWANLEY, KENT, BR8 7AG	OFFICES AND PREMISES	243.24	£133
8, WHITE OAK SQUARE, LONDON ROAD, SWANLEY, KENT, BR8 7AG	OFFICES AND PREMISES	486.68	£133
GND FLR 1, WHITE OAK SQUARE, LONDON ROAD, SWANLEY, KENT, BR8 7AG	OFFICES AND PREMISES	132.73	£133
GND FLR 2, WHITE OAK SQUARE, LONDON ROAD, SWANLEY, KENT, BR8 7AG	OFFICES AND PREMISES	163.5	£133
GND FLR 3, WHITE OAK SQUARE, LONDON ROAD, SWANLEY, KENT, BR8 7AG	OFFICES AND PREMISES	289.4	£133
PT GND FLR 5, WHITE OAK SQUARE, LONDON ROAD, SWANLEY, KENT, BR8 7AG	OFFICES AND PREMISES	84	£133
PT GND FLR 5 & 1ST FLR 5-6, WHITE OAK SQUARE, LONDON ROAD, SWANLEY, KENT, BR8 7AG	OFFICES AND PREMISES	255.08	£133



Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
SUITE A 2ND FLR 3, WHITE OAK SQUARE, LONDON ROAD, SWANLEY, KENT, BR8 7AG	OFFICES AND PREMISES	77.66	£133
SUITE B 2ND FLR 3, WHITE OAK SQUARE, LONDON ROAD, SWANLEY, KENT, BR8 7AG	OFFICES AND PREMISES	169.45	£133
UNIT 6M, BUTTON STREET BUSINESS PARK, BUTTON STREET, SWANLEY, KENT, BR8 8DX	OFFICES AND PREMISES	56.9	£125
ADJ 49A, COLLEGE ROAD, SWANLEY, KENT, BR8 7LN	OFFICES AND PREMISES	46	£125
MALYONS HOUSE, COLLEGE ROAD, SWANLEY, KENT, BR8 7LT	OFFICES AND PREMISES	116.5	£125
OFFICE AT 40, COURT CRESCENT, SWANLEY, KENT, BR8 8NR	OFFICES AND PREMISES	21.38	£125
OUTBUILDING AT THE MOUNT, CRAY ROAD, SWANLEY, KENT, BR8 8LP	OFFICES AND PREMISES	41.74	£125
TAXI OFFICE SWANLEY STATION, GOLDSSEL ROAD, SWANLEY, KENT, BR8 8JD	OFFICES AND PREMISES	4.1	£125
1ST & 2ND FLRS 27-37, HIGH STREET, SWANLEY, KENT, BR8 8AE	OFFICES AND PREMISES	195.71	£125
1ST FLR 10, HIGH STREET, SWANLEY, KENT, BR8 8BE	OFFICES AND PREMISES	17.01	£125
1ST FLR 11-13, HIGH STREET, SWANLEY, KENT, BR8 8AE	OFFICES AND PREMISES	147.66	£125
1ST FLR 38-40, HIGH STREET, SWANLEY, KENT, BR8 8BQ	OFFICES AND PREMISES	94.7	£125
12A, HIGH STREET, SWANLEY, KENT, BR8 8BE	OFFICES AND PREMISES	74.5	£125
16, HIGH STREET, SWANLEY, KENT, BR8 8BG	OFFICES AND PREMISES	112.8	£125
41A & R/O 41A, HIGH STREET, SWANLEY, KENT, BR8 8AE	OFFICES AND PREMISES	121.48	£125
42A, HIGH STREET, SWANLEY, KENT, BR8 8BQ	OFFICES AND PREMISES	36	£125
43A, HIGH STREET, SWANLEY, KENT, BR8 8AE	OFFICES AND PREMISES	80.3	£125

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
46, HIGH STREET, SWANLEY, KENT, BR8 8BQ	OFFICES AND PREMISES	77.68	£125
48, HIGH STREET, SWANLEY, KENT, BR8 8BQ	OFFICES AND PREMISES	39.71	£125
GND FLR 38, HIGH STREET, SWANLEY, KENT, BR8 8BQ	OFFICES AND PREMISES	58.38	£125
GND FLR 40, HIGH STREET, SWANLEY, KENT, BR8 8BQ	OFFICES AND PREMISES	39.3	£125
R/O 41, HIGH STREET, SWANLEY, KENT, BR8 8AE	OFFICES AND PREMISES	60.5	£125
THE WILLOWS, HILDA MAY AVENUE, SWANLEY, KENT, BR8 7BT	OFFICES AND PREMISES	890.86	£125
PORTAKABIN AT, KNIGHTS YARD, COLLEGE ROAD, SWANLEY, KENT, BR8 7LT	OFFICES AND PREMISES	14.4	£125
THE CORNER HOUSE, LONDON ROAD, SWANLEY, KENT, BR8 7QD	OFFICES AND PREMISES	52.79	£125
UNIT A1, PEMBROKE BUSINESS CENTRE, COLLEGE ROAD, SWANLEY, KENT, BR8 7LT	OFFICES AND PREMISES	24	£125
UNIT A2, PEMBROKE BUSINESS CENTRE, COLLEGE ROAD, SWANLEY, KENT, BR8 7LT	OFFICES AND PREMISES	28.5	£125
UNIT A3, PEMBROKE BUSINESS CENTRE, COLLEGE ROAD, SWANLEY, KENT, BR8 7LT	OFFICES AND PREMISES	28.8	£125
UNIT C4, PEMBROKE BUSINESS CENTRE, COLLEGE ROAD, SWANLEY, KENT, BR8 7LT	OFFICES AND PREMISES	12.1	£125
UNITS B1-B2, PEMBROKE BUSINESS CENTRE, COLLEGE ROAD, SWANLEY, KENT, BR8 7LT	OFFICES AND PREMISES	42.6	£125
UNITS C1-C2, PEMBROKE BUSINESS CENTRE, COLLEGE ROAD, SWANLEY, KENT, BR8 7LT	OFFICES AND PREMISES	56.9	£125
1ST FLR 11-13, STATION ROAD, SWANLEY, KENT, BR8 8ES	OFFICES AND PREMISES	53.87	£125
1ST FLR 40, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TQ	OFFICES AND PREMISES	78.39	£125
30A, SWANLEY CENTRE, SWANLEY, KENT, BR8 7TH	OFFICES AND PREMISES	116.8	£125

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
193, SWANLEY LANE, SWANLEY, KENT, BR8 7LA	OFFICES AND PREMISES	110.7	£125
HEALTH AND SCIENTIFIC CONSTRUCTION LTD, THE MALL, LONDON ROAD, SWANLEY, KENT, BR8 7WL	OFFICES AND PREMISES	154.69	£125
OFFICE 1, THE PADDOCKS, WOOD STREET, SWANLEY VILLAGE, SWANLEY, KENT, BR8 7PA	OFFICES AND PREMISES	130.28	£125
OFFICE 2, THE PADDOCKS, WOOD STREET, SWANLEY VILLAGE, SWANLEY, KENT, BR8 7PA	OFFICES AND PREMISES	60.26	£125
OFFICE 3 & 4, THE PADDOCKS, WOOD STREET, SWANLEY VILLAGE, SWANLEY, KENT, BR8 7PA	OFFICES AND PREMISES	126.98	£125
OFFICE 5, THE PADDOCKS, WOOD STREET, SWANLEY VILLAGE, SWANLEY, KENT, BR8 7PA	OFFICES AND PREMISES	130.28	£125
THE OLD BARN, WOOD STREET, SWANLEY VILLAGE, SWANLEY, KENT, BR8 7PA	OFFICES AND PREMISES	568.1	£125
WEST KENT 16 PLUS TEAM, YOUTH & COMMUNITY CENTRE, ST MARYS ROAD, SWANLEY, KENT, BR8 7BU	OFFICES AND PREMISES	153.58	£125
UNIT 1, WESTED COURT, WESTED FARM, EYNSFORD ROAD, CROCKENHILL, SWANLEY, KENT, BR8 8EJ	OFFICES AND PREMISES	66.88	£120
UNIT 2, WESTED COURT, WESTED FARM, EYNSFORD ROAD, CROCKENHILL, SWANLEY, KENT, BR8 8EJ	OFFICES AND PREMISES	72.52	£120
UNIT 3, WESTED COURT, WESTED FARM, EYNSFORD ROAD, CROCKENHILL, SWANLEY, KENT, BR8 8EJ	OFFICES AND PREMISES	77.57	£120
UNIT 4, WESTED COURT, WESTED FARM, EYNSFORD ROAD, CROCKENHILL, SWANLEY, KENT, BR8 8EJ	OFFICES AND PREMISES	73.98	£120
UNIT 4, WESTED FARM, EYNSFORD ROAD, CROCKENHILL, SWANLEY, KENT, BR8 8EJ	OFFICES AND PREMISES	108	£120
1ST FLR, HORIZON HOUSE, AZALEA DRIVE, SWANLEY, KENT, BR8 8HX	OFFICES AND PREMISES	386.17	£115

Address	Description	Size (m <sup>2</sup> )	£/m <sup>2</sup> annual rental indications
<b>OFFICES EXAMPLES</b>			
2ND & 3RD FLRS, HORIZON HOUSE, AZALEA DRIVE, SWANLEY, KENT, BR8 8HX	OFFICES AND PREMISES	768.88	£115
5TH & 6TH FLRS, HORIZON HOUSE, AZALEA DRIVE, SWANLEY, KENT, BR8 8HX	OFFICES AND PREMISES	757.4	£115
7TH FLR, HORIZON HOUSE, AZALEA DRIVE, SWANLEY, KENT, BR8 8HX	OFFICES AND PREMISES	384.44	£115
GND FLR LHS, HORIZON HOUSE, AZALEA DRIVE, SWANLEY, KENT, BR8 8HX	OFFICES AND PREMISES	168.56	£115
GND FLR RHS, HORIZON HOUSE, AZALEA DRIVE, SWANLEY, KENT, BR8 8HX	OFFICES AND PREMISES	126.38	£115
PT 4TH FLR, HORIZON HOUSE, AZALEA DRIVE, SWANLEY, KENT, BR8 8HX	OFFICES AND PREMISES	161.04	£115
SPT LTD PT 4TH FLR, HORIZON HOUSE, AZALEA DRIVE, SWANLEY, KENT, BR8 8HX	OFFICES AND PREMISES	223.4	£115
UNIT 1 ROSEDALE NURSERY, COLLEGE ROAD, SWANLEY, KENT, BR8 7LT	OFFICES AND PREMISES	121	£110
UNIT 2 ROSEDALE NURSERY, COLLEGE ROAD, SWANLEY, KENT, BR8 7LT	OFFICES AND PREMISES	150.6	£110
MEDIA HOUSE, AZALEA DRIVE, SWANLEY, KENT, BR8 8HU	OFFICES AND PREMISES	2277.35	£104
UNIT 1A, VEITCHII BARN, NEW BARN ROAD, SWANLEY, KENT, BR8 7PW	OFFICES AND PREMISES	51.19	£100
UNIT 1B, VEITCHII BARN, NEW BARN ROAD, SWANLEY, KENT, BR8 7PW	OFFICES AND PREMISES	34.35	£100
UNIT 2, VEITCHII BARN, NEW BARN ROAD, SWANLEY, KENT, BR8 7PW	OFFICES AND PREMISES	87.87	£100
JETTCOMM, MERIDIAN HOUSE, PARK ROAD, SWANLEY, KENT, BR8 8AH	OFFICES AND PREMISES	292.22	£80
BUILDING C RHS, OLD FORGE YARD, SWANLEY VILLAGE ROAD, SWANLEY, KENT, BR8 7NF	OFFICES AND PREMISES	28.8	£40
ALSO SEE EGI EXTRACTS AT THE END OF THIS APPENDIX			

**HOTELS**

Searched VOA Rating List web-site – 9 hotels listed - no summary valuations available owing to commercial sensitivities – limited information to apply. Wider web research showed values to be highly variable dependent on type, location and likely letting income. In practice, much on viability will depend on specifics. Assumptions have been made – see report details.

## EGi Data

		Property	Transaction	Total Space			Rental Income	
Town	Deal Date	Type	Type	m <sup>2</sup>	Price	Yield %	per annum	per sq m
Edenbridge	16/04/2012	Industrial	Lease	£397	£0	0.00	£24,780	£62
Westerham	01/04/2012	Retail	Sale	£47	£199,950	0.00	£0	£0
Sevenoaks	01/01/2012	Retail	Lease	£28	£0	0.00	£10,500	£0
Swanley	02/12/2011	Industrial	Sale	£63	£79,500	0.00	£0	£0
Swanley	02/12/2011	Offices	Assignment	£144	£0	0.00	£25,000	£0
Sevenoaks	02/11/2011	Retail	Investment Sale	£182	£557,500	0.00	£36,440	£0
Sevenoaks	01/11/2011	Retail	Lease	£63	£0	0.00	£25,000	£0
Sevenoaks	21/10/2011	Retail	Assignment	£92	£0	0.00	£46,700	£0
Westerham	15/10/2011	Offices	Lease	£83	£0	0.00	£0	£0
Sevenoaks	14/10/2011	Offices	Lease	£121	£0	0.00	£21,853	£181
Westerham	01/10/2011	Retail	Lease	£45	£0	0.00	£0	£0
Sevenoaks	01/10/2011	Retail	Lease	£75	£0	0.00	£21,500	£0
Sevenoaks	01/09/2011	Retail	Lease	£112	£0	0.00	£27,000	£0
Edenbridge	20/08/2011	Industrial	Lease	£282	£0	0.00	£17,480	£62
Edenbridge	15/08/2011	Industrial	Lease	£343	£0	0.00	£13,000	£38
Edenbridge	11/08/2011	Industrial	Sale	£353	£270,000	0.00	£0	£0
Edenbridge	11/08/2011	Industrial	Sale	£349	£270,000	0.00	£0	£0
Westerham	01/08/2011	Offices	Lease	£172	£0	0.00	£0	£0
Sevenoaks	19/07/2011	Leisure	Lease	£603	£0	0.00	£0	£0
Swanley	06/07/2011	Offices	Lease	£57	£0	0.00	£8,000	£0
Longfield	01/07/2011	Offices	Lease	£282	£0	0.00	£12,500	£0
Sevenoaks	30/06/2011	Offices	Lease	£882	£0	0.00	£0	£0
Swanley	17/06/2011	Offices	Lease	£78	£0	0.00	£13,500	£0
Edenbridge	01/06/2011	Industrial	Lease	£142	£0	0.00	£8,750	£62
Westerham	15/05/2011	Offices	Lease	£615	£0	0.00	£120,000	£195
Sevenoaks	15/04/2011	Industrial	Lease	£270	£0	0.00	£0	£0
Sevenoaks	21/02/2011	Retail	Lease	£52	£0	0.00	£27,500	£517
Sevenoaks	11/02/2011	Retail	Lease	£112	£0	0.00	£0	£0
Edenbridge	15/12/2010	Industrial, Offices	Lease	£1,181	£0	0.00	£57,222	£48
Swanley	01/12/2010	Industrial	Lease	£291	£0	0.00	£14,000	£48
Sevenoaks	30/11/2010	Retail	Lease	£260	£0	0.00	£40,000	£0
Edenbridge	20/11/2010	Industrial	Lease	£1,382	£0	0.00	£69,500	£50
Sevenoaks	16/11/2010	Retail	Lease	£54	£0	0.00	£19,000	£0
Edenbridge	05/11/2010	Industrial	Lease	£1,665	£0	0.00	£72,000	£43
Sevenoaks	01/11/2010	Industrial	Lease	£124	£0	0.00	£0	£0
Swanley	01/11/2010	Industrial	Lease	£230	£0	0.00	£10,000	£43
Swanley	29/10/2010	Offices	Lease	£160	£0	0.00	£20,664	£129
Swanley	20/10/2010	Industrial	Lease	£762	£0	0.00	£0	£67
Swanley	15/10/2010	Residential	Sale	£1	£2,200,000	0.00	£0	£0
Edenbridge	11/10/2010	Industrial	Sale	£4,178	£1,490,000	0.00	£0	£0
Edenbridge	01/10/2010	Industrial	Lease	£366	£0	0.00	£0	£27
Edenbridge	01/10/2010	Industrial, Offices	Lease	£248	£0	0.00	£0	£38
Swanley	01/10/2010	Industrial	Lease	£233	£0	0.00	£21,600	£93
Edenbridge	15/09/2010	Industrial	Lease	£366	£0	0.00	£0	£0
Swanley	09/09/2010	Industrial	Lease	£260	£0	0.00	£26,000	£100
Sevenoaks	15/08/2010	Leisure	Sale	£0	£250,000	0.00	£0	£0
Westerham	10/08/2010	Retail	Lease	£176	£0	0.00	£37,000	£0

		Property	Transaction	Total Space			Rental Income	
Town	Deal Date	Type	Type	m <sup>2</sup>	Price	Yield %	per annum	per sq m
Sevenoaks	06/07/2010	Industrial	Investment Sale	£3,274	£3,000,000	8.00	£255,332	£78
Edenbridge	28/06/2010	Industrial	Sale	£4,398	£1,000,000	0.00	£0	£0
Sevenoaks	14/06/2010	Retail	Lease	£109	£0	0.00	£28,500	£0
Swanley	25/05/2010	Industrial	Lease	£6,272	£0	0.00	£0	£0
Westerhope	15/05/2010	Industrial	Lease	£93	£0	0.00	£0	£0
Westerham	15/05/2010	Offices	Lease	£85	£0	0.00	£0	£0
Sevenoaks	15/05/2010	Leisure	Sale	£342	£0	0.00	£0	£0
Sevenoaks	15/05/2010	Retail	Lease	£207	£0	0.00	£50,000	£0
Sevenoaks	15/05/2010	Offices	Sub-Letting	£959	£0	0.00	£196,308	£205
Swanley	15/05/2010	Industrial	Lease	£6,272	£0	0.00	£472,590	£81
Sevenoaks	08/05/2010	Other, Retail	Investment Sale	£4,645	£27,800,000	5.93	£0	£0
Swanley	07/05/2010	Retail	Lease	£48	£0	0.00	£7,500	£0
Sevenoaks	30/04/2010	Industrial	Investment Sale	£7,687	£8,675,000	7.30	£0	£0
Penshurst	15/04/2010	Leisure	Lease	£0	£0	0.00	£45,000	£0
Swanley	30/03/2010	Industrial	Investment Sale	£24,518	£24,400,000	6.80	£1,740,000	£71
Westerham	22/03/2010	Offices	Lease	£121	£0	0.00	£0	£0
Westerham	15/03/2010	Offices	Lease	£86	£0	0.00	£0	£0
Westerham	01/03/2010	Offices	Lease	£141	£0	0.00	£28,000	£199
Westerham	01/03/2010	Offices	Lease	£325	£0	0.00	£0	£0
Swanley	01/03/2010	Retail	Lease	£1,486	£0	0.00	£144,000	£0
Sevenoaks	26/02/2010	Retail	Lease	£652	£0	0.00	£125,000	£0
Westerham	22/02/2010	Industrial	Lease	£795	£0	0.00	£54,000	£68
Sevenoaks	18/01/2010	Retail	Lease	£121	£0	0.00	£50,000	£414
Sevenoaks	15/01/2010	Industrial, Offices	Lease	£1,839	£0	0.00	£162,069	£68
Sevenoaks	01/01/2010	Offices	Sale	£127	£245,000	0.00	£0	£0
Westerham	01/12/2009	Offices	Sale	£344	£750,000	0.00	£0	£0
Sevenoaks	01/12/2009	Offices	Lease	£37	£0	0.00	£8,000	£215
Edenbridge	01/11/2009	Industrial	Sale	£137	£160,000	0.00	£0	£0
Swanley	01/11/2009	Industrial	Lease	£261	£0	0.00	£26,000	£100
Swanley	01/11/2009	Industrial	Lease	£208	£0	0.00	£22,000	£106
Swanley	01/11/2009	Industrial	Lease	£235	£0	0.00	£21,600	£92
Sevenoaks	30/10/2009	Retail	Lease	£1,266	£0	0.00	£0	£0
Swanley	26/10/2009	Industrial	Lease	£436	£0	0.00	£62,400	£143
Westerham	15/10/2009	Industrial	Lease	£755	£0	0.00	£54,000	£72
Sevenoaks	06/10/2009	Retail	Investment Sale	£304	£1,632,500	5.79	£100,000	£0
Westerhope	01/10/2009	Industrial	Lease	£357	£0	0.00	£16,500	£46
Sevenoaks	01/10/2009	Retail	Investment Sale	£127	£790,000	7.31	£57,750	£0
Swanley	01/10/2009	Industrial	Lease	£4,494	£0	0.00	£0	£70
Sevenoaks	02/08/2009	Offices	Lease	£905	£0	0.00	£233,880	£258
Sevenoaks	15/05/2009	Offices	Lease	£11	£0	0.00	£0	£0
Westerham	01/05/2009	Offices	Lease	£26	£0	0.00	£7,200	£273
Swanley	01/05/2009	Industrial	Lease	£226	£0	0.00	£0	£0
Sevenoaks	20/04/2009	Leisure, Residential	Sale	£0	£425,000	0.00	£0	£0
Westerham	15/04/2009	Offices	Lease	£79	£17,000	0.00	£17,000	£215
Sevenoaks	15/04/2009	Retail	Lease	£22	£0	0.00	£7,500	£0
Sevenoaks	14/04/2009	Industrial	Sale	£315	£0	0.00	£0	£0

		Property	Transaction	Total Space			Rental Income	
Town	Deal Date	Type	Type	m <sup>2</sup>	Price	Yield %	per annum	per sq m
Sevenoaks	14/04/2009	Industrial	Lease	£85	£0	0.00	£8,500	£101
Sevenoaks	14/04/2009	Industrial	Lease	£71	£0	0.00	£0	£0
Sevenoaks	09/04/2009	Retail	Lease	£242	£0	0.00	£40,000	£0
Sevenoaks	01/04/2009	Leisure	Sale	£0	£400,000	0.00	£0	£0
Swanley	01/04/2009	Industrial, Other	Lease	£1,917	£0	0.00	£131,000	£68
Longfield	01/03/2009	Offices	Lease	£62	£0	0.00	£13,500	£217
Edenbridge	20/02/2009	Retail	Sale	£198	£295,000	0.00	£0	£0
Sevenoaks	15/02/2009	Offices	Lease	£106	£0	0.00	£0	£0
Sevenoaks	11/02/2009	Offices	Lease	£405	£0	0.00	£109,000	£269
Edenbridge	01/02/2009	Offices	Lease	£267	£0	0.00	£25,830	£97
Sevenoaks	01/02/2009	Leisure	Sale	£120	£0	0.00	£0	£0
Sevenoaks	01/02/2009	Retail	Lease	£52	£0	0.00	£26,500	£0
Sevenoaks	16/12/2008	Retail	Assignment	£173	£0	0.00	£41,250	£0
Sevenoaks	15/12/2008	Offices	Lease	£90	£0	0.00	£14,500	£162
Sevenoaks	15/12/2008	Offices	Lease	£69	£0	0.00	£9,750	£140
Sevenoaks	15/12/2008	Offices	Lease	£471	£0	0.00	£36,500	£78
Tonbridge	15/12/2008	Offices	Lease	£118	£0	0.00	£0	£0
Longfield	15/12/2008	Offices	Lease	£134	£0	0.00	£15,750	£117
Westerham	01/11/2008	Retail	Sale	£35	£125,000	0.00	£0	£0
Westerham	01/11/2008	Retail	Sale	£28	£125,000	0.00	£0	£0
Edenbridge	15/09/2008	Offices	Lease	£45	£0	0.00	£0	£0
Edenbridge	15/09/2008	Offices	Lease	£174	£0	0.00	£15,152	£87
Edenbridge	15/09/2008	Offices	Lease	£83	£0	0.00	£12,000	£144
Edenbridge	15/09/2008	Offices	Lease	£19	£0	0.00	£5,700	£307
Westerham	15/09/2008	Offices	Lease	£178	£0	0.00	£0	£0
Westerham	15/09/2008	Offices	Sale	£279	£0	0.00	£0	£0
Westerham	15/09/2008	Offices	Sale	£178	£0	0.00	£0	£0
Westerham	15/09/2008	Offices	Sale	£272	£0	0.00	£0	£0
Sevenoaks	15/09/2008	Offices	Sale	£173	£499,500	0.00	£0	£0
Sevenoaks	15/09/2008	Retail	Lease	£38	£0	0.00	£16,000	£0
Sevenoaks	15/09/2008	Offices	Lease	£13	£0	0.00	£0	£0
Sevenoaks	15/09/2008	Offices	Lease	£60	£0	0.00	£12,000	£201
Sevenoaks	15/09/2008	Offices	Lease	£323	£0	0.00	£0	£0
Swanley	15/09/2008	Industrial	Lease	£842	£0	0.00	£0	£0
Swanley	04/09/2008	Industrial	Investment Sale	£2,353	£0	0.00	£185,500	£79
Swanley	26/08/2008	Industrial	Lease	£91	£0	0.00	£4,400	£48
Sevenoaks	15/08/2008	Offices	Lease	£53	£0	0.00	£11,000	£209
Edenbridge	15/07/2008	Industrial	Sale	£190	£240,000	0.00	£0	£0
Sevenoaks	15/07/2008	Industrial	Sale	£415	£475,000	0.00	£0	£0
Edenbridge	01/07/2008	Industrial	Sale	£273	£340,000	0.00	£0	£0
Edenbridge	15/06/2008	Offices	Lease	£83	£0	0.00	£12,000	£144
Edenbridge	15/06/2008	Retail	Sale	£52	£157,500	0.00	£0	£0
Sevenoaks	15/06/2008	Offices	Lease	£648	£0	0.00	£0	£0
Sevenoaks	15/06/2008	Offices	Lease	£23	£0	0.00	£4,600	£203
Sevenoaks	15/06/2008	Offices	Lease	£745	£0	0.00	£136,340	£183
Westerham	15/05/2008	Offices	Assignment	£34	£0	0.00	£5,250	£155
Westerham	01/05/2008	Offices	Sale	£372	£695,000	0.00	£0	£0
Swanley	24/04/2008	Industrial	Lease	£743	£0	0.00	£62,000	£83
Swanley	24/04/2008	Industrial	Lease	£10,684	£0	0.00	£776,250	£73
Edenbridge	15/04/2008	Industrial	Lease	£343	£0	0.00	£19,373	£57



		Property	Transaction	Total Space			Rental Income	
Town	Deal Date	Type	Type	m <sup>2</sup>	Price	Yield %	per annum	per sq m
Westerham	15/04/2008	Offices	Lease	£127	£0	0.00	£25,000	£197
Sevenoaks	15/04/2008	Retail	Sale	£302	£880,000	0.00	£0	£0
Westerham	15/03/2008	Offices	Assignment	£117	£0	0.00	£24,600	£211
Westerham	15/03/2008	Offices	Lease	£54	£0	0.00	£1,350	£25
Sevenoaks	15/03/2008	Offices	Lease	£145	£0	0.00	£30,000	£207
Sevenoaks	15/03/2008	Offices	Lease	£150	£0	0.00	£26,000	£173
Sevenoaks	15/03/2008	Retail	Lease	£34	£0	0.00	£23,000	£0
Sevenoaks	15/03/2008	Offices	Lease	£95	£0	0.00	£19,000	£200
Sevenoaks	15/03/2008	Retail	Lease	£153	£0	0.00	£0	£0
Sevenoaks	04/03/2008	Retail	Lease	£83	£0	0.00	£13,500	£0
Sevenoaks	15/02/2008	Offices	Lease	£85	£0	0.00	£11,040	£129
Sevenoaks	15/02/2008	Industrial	Lease	£383	£0	0.00	£18,950	£49
Sevenoaks	15/02/2008	Offices	Lease	£92	£0	0.00	£10,000	£109
Westerham	01/02/2008	Offices	Lease	£123	£0	0.00	£27,750	£226
Sevenoaks	01/02/2008	Retail	Assignment	£48	£0	0.00	£19,000	£0
Sevenoaks	15/01/2008	Offices	Assignment	£76	£0	0.00	£14,250	£188
Sevenoaks	15/01/2008	Retail	Lease	£79	£0	0.00	£12,000	£0
Sevenoaks	15/01/2008	Offices	Lease	£458	£0	0.00	£118,320	£258
Sevenoaks	15/01/2008	Retail	Licence	£61	£0	0.00	£25,000	£0
Swanley	15/01/2008	Industrial	Lease	£1,590	£0	0.00	£0	£0
Swanley	15/01/2008	Industrial	Lease	£739	£0	0.00	£61,667	£83
Westerham	07/01/2008	Retail	Assignment	£50	£0	0.00	£9,600	£0
Sevenoaks	15/12/2007	Retail	Lease	£340	£0	0.00	£67,500	£0
Swanley	15/12/2007	Offices, Other	Sale	£502	£1,400,000	0.00	£0	£0
Sevenoaks	03/12/2007	Offices, Other	Sale	£302	£0	0.00	£0	£0
Westerham	15/11/2007	Offices	Lease	£27	£0	0.00	£6,276	£231
Sevenoaks	15/11/2007	Offices	Sub-Letting	£46	£0	0.00	£13,100	£282
Sevenoaks	15/11/2007	Offices	Lease	£52	£0	0.00	£10,500	£202
Sevenoaks	12/11/2007	Offices	Lease	£0	£0	0.00	£0	£0
Sevenoaks	12/11/2007	Offices	Lease	£0	£0	0.00	£0	£0
Sevenoaks	12/11/2007	Offices	Lease	£0	£0	0.00	£0	£0
Sevenoaks	12/11/2007	Offices	Investment Sale	£233	£521,500	8.25	£45,500	£196
Sevenoaks	12/11/2007	Offices	Lease	£193	£0	0.00	£34,353	£178
Edenbridge	01/11/2007	Offices	Lease	£0	£0	0.00	£0	£0
Edenbridge	15/10/2007	Retail	Lease	£29	£0	0.00	£7,750	£0
Swanley	25/09/2007	Offices, Retail	Lease	£38	£0	0.00	£7,900	£0
Westerham	15/09/2007	Retail	Lease	£52	£0	0.00	£13,750	£0
Sevenoaks	15/09/2007	Offices	Lease	£19	£0	0.00	£0	£0
Sevenoaks	15/09/2007	Offices	Lease	£53	£0	0.00	£9,500	£180
Sevenoaks	15/09/2007	Offices	Lease	£141	£0	0.00	£23,000	£163
Sevenoaks	15/09/2007	Retail	Lease	£12	£0	0.00	£6,000	£0
Sevenoaks	15/09/2007	Offices	Lease	£152	£0	0.00	£31,000	£203
Sevenoaks	15/09/2007	Leisure	Lease	£185	£0	0.00	£48,000	£0
Swanley	15/09/2007	Offices	Lease	£96	£0	0.00	£15,500	£161
Westerham	23/08/2007	Retail	Lease	£29	£0	0.00	£0	£0
Westerham	22/08/2007	Retail	Sale	£0	£0	0.00	£0	£0
Sevenoaks	15/08/2007	Retail	Sale	£38	£0	0.00	£0	£0
Sevenoaks	15/08/2007	Offices	Lease	£194	£0	0.00	£41,000	£211

		Property	Transaction	Total Space			Rental Income	
Town	Deal Date	Type	Type	m <sup>2</sup>	Price	Yield %	per annum	per sq m
Sevenoaks	15/08/2007	Retail	Lease	£0	£0	0.00	£0	£0
Sevenoaks	27/07/2007	Offices	Lease	£156	£0	0.00	£17,500	£112
Sevenoaks	25/07/2007	Retail	Lease	£19	£0	0.00	£12,000	£0
Sevenoaks	15/07/2007	Offices	Lease	£494	£0	0.00	£0	£0
Sevenoaks	12/07/2007	Retail	Assignment	£0	£0	0.00	£20,000	£0
Sevenoaks	05/07/2007	Industrial	Lease	£200	£0	0.00	£20,000	£100
Edenbridge	15/06/2007	Industrial	Sale	£439	£0	0.00	£0	£0
Sevenoaks	15/06/2007	Retail	Lease	£0	£0	0.00	£0	£0
Edenbridge	15/05/2007	Industrial	Lease	£539	£0	0.00	£0	£0
Sevenoaks	14/05/2007	Offices	Lease	£100	£0	0.00	£15,000	£150
Sevenoaks	09/05/2007	Offices	Lease	£100	£0	0.00	£16,750	£167
Sevenoaks	04/05/2007	Retail	Lease	£71	£0	0.00	£29,000	£0
Sevenoaks	30/04/2007	Retail	Sub-Letting	£141	£0	0.00	£29,000	£0
Westerham	15/04/2007	Offices	Lease	£0	£0	0.00	£50,000	£0
Swanley	15/04/2007	Industrial	Investment Sale	£20,996	£0	0.00	£0	£0
Swanley	05/04/2007	Industrial	Lease	£2,375	£0	0.00	£0	£0
Westerham	04/04/2007	Offices	Lease	£45	£0	0.00	£6,500	£146
Westerham	04/04/2007	Industrial	Lease	£56	£0	0.00	£6,500	£117
Sevenoaks	30/03/2007	Offices	Lease	£205	£0	0.00	£0	£0
Sevenoaks	23/03/2007	Industrial	Lease	£0	£0	0.00	£0	£0
Sevenoaks	23/03/2007	Offices, Other	Sub-Letting	£101	£0	0.00	£16,750	£166
Westerham	20/03/2007	Offices	Lease	£49	£0	0.00	£5,980	£121
Edenbridge	17/03/2007	Industrial	Lease	£117	£0	0.00	£0	£0
Sevenoaks	17/03/2007	Offices	Lease	£53	£0	0.00	£9,100	£172
Sevenoaks	17/03/2007	Offices	Assignment	£243	£0	0.00	£49,725	£205
Swanley	15/03/2007	Industrial	Lease	£63	£0	0.00	£5,500	£87
Sevenoaks	07/03/2007	Retail	Sub-Letting	£0	£0	0.00	£32,000	£0
Westerham	23/02/2007	Offices	Lease	£106	£0	0.00	£0	£0
Sevenoaks	15/02/2007	Offices	Sale	£243	£380,000	0.00	£0	£0
Sevenoaks	08/02/2007	Leisure	Sale	£0	£0	0.00	£0	£0
Edenbridge	05/02/2007	Industrial, Offices	Lease	£236	£0	0.00	£5,239	£22
Swanley	25/01/2007	Industrial	Lease	£126	£0	0.00	£5,000	£40
Westerham	15/01/2007	Retail	Assignment	£71	£0	0.00	£0	£0
Sevenoaks	15/01/2007	Offices	Lease	£127	£0	0.00	£22,500	£178
Sevenoaks	02/01/2007	Offices	Lease	£54	£0	0.00	£6,500	£120

**RICS Commercial Property Market Survey (Quarter 1 – 2012)**

This was released under the headline:

*‘Activity stabilises and confidence turns less negative’*

- *Both demand and available space stabilise in Q1, but rent expectations remain in negative territory*
- *New development still falling, but at the slowest pace since 2007*
- *Little change in investment enquiries, but capital values still expected to ease in the near term’*

*‘The latest RICS UK Commercial Market Survey shows there was little change in overall activity during the first quarter. The net balance readings for both occupier demand and available space broadly stabilised, resulting in slightly tighter market conditions compared to last quarter. As such, there was a small improvement in the rental outlook; rent expectations remain negative, but less so than in the previous quarter. Surveyors in many parts of the country are continuing to suggest that occupiers are remaining cautious with regards to new letting activity.*

*At the headline level, occupier demand and available space were largely unchanged in Q1, at +3 and +4 respectively, suggesting a relatively flat quarter for activity. However, the rental picture has yet to materially improve - or even stagnate - with expectations easing in the short term. On the investment side, enquiries to purchase also stabilised, while future activity is set to pick up slowly in the coming three months.*

*The results suggest there are fewer development projects in the pipeline, as new starts are continuing to fall. They are, however, declining at the slowest pace in five years. Moreover, capital values are still expected to ease further at the national level; 9% more surveyors expect them to fall rather than rise in the coming quarter.*

*At the sector level, demand for space fell in the retail sector, while it stabilised for offices and increased for industrial space. Available space continued to rise for office and retail units, but showed modest declines for industrial - the first such reading since 2005. In the industrial sector, rents are stabilising following several consecutive decreases. Rents are still expected to decline for office and retail units.*

*On the investment side, only the industrial sector saw new enquiries and capital value expectations stabilise this quarter, with the net balances just edging into positive territory. There were declines for the office and retail sectors, though at a lesser pace than in last quarter’.*

### Notes to Appendix III

- This is not intended to be and must not be interpreted as definitive or formal valuation exercise.
- The research carried out has not been exhaustive. It has focused on information readily available from the Council and a range of other sources as noted in this Appendix and study report, as is appropriate to informing a range of assumptions and judgments in keeping with the high level nature of this viability overview.
- In practice, assumptions and appraisal inputs, as well as outcomes, will vary beyond the ranges explored here. In our opinion the most relevant range of guides and assumptions, bearing in mind the study purpose, have been used. These have enabled us to consider the points at which likely scheme viability would support CIL contributions of certain levels – to consider the potential “switch points” and assumptions combinations that could mean schemes moving in to viable or non-viable territory.
- As it does with other areas of policy and delivery, the Council will be able to keep an eye on market trends and consider keeping under review the type of information contained within this study Appendix – to help inform its ongoing monitoring and any potential future review in light of market and cost movements, any changes in infrastructure requirements and regulations; and local delivery experiences.
- per sq m (/sq m) = per square metre (may also be seen as m<sup>2</sup>). Rental rates / price indications and floor areas given in sq m are normally rounded to the nearest (whole) sq using conventional rounding.
- per sq ft (/sq ft) = per square foot (may also be seen as ft<sup>2</sup>).
- 1 sq m = 10.764 sq ft  
1 Hectare (Ha/ha) = 2.47 acres
- Appendix III text sections in italics are quoted from the sources listed; non-italic sections within or adjacent to those are comments or clarifications added by DSP.

**Appendix III text ends – EGi reporting extract / examples follow**



**EGi Town Report Prepared**

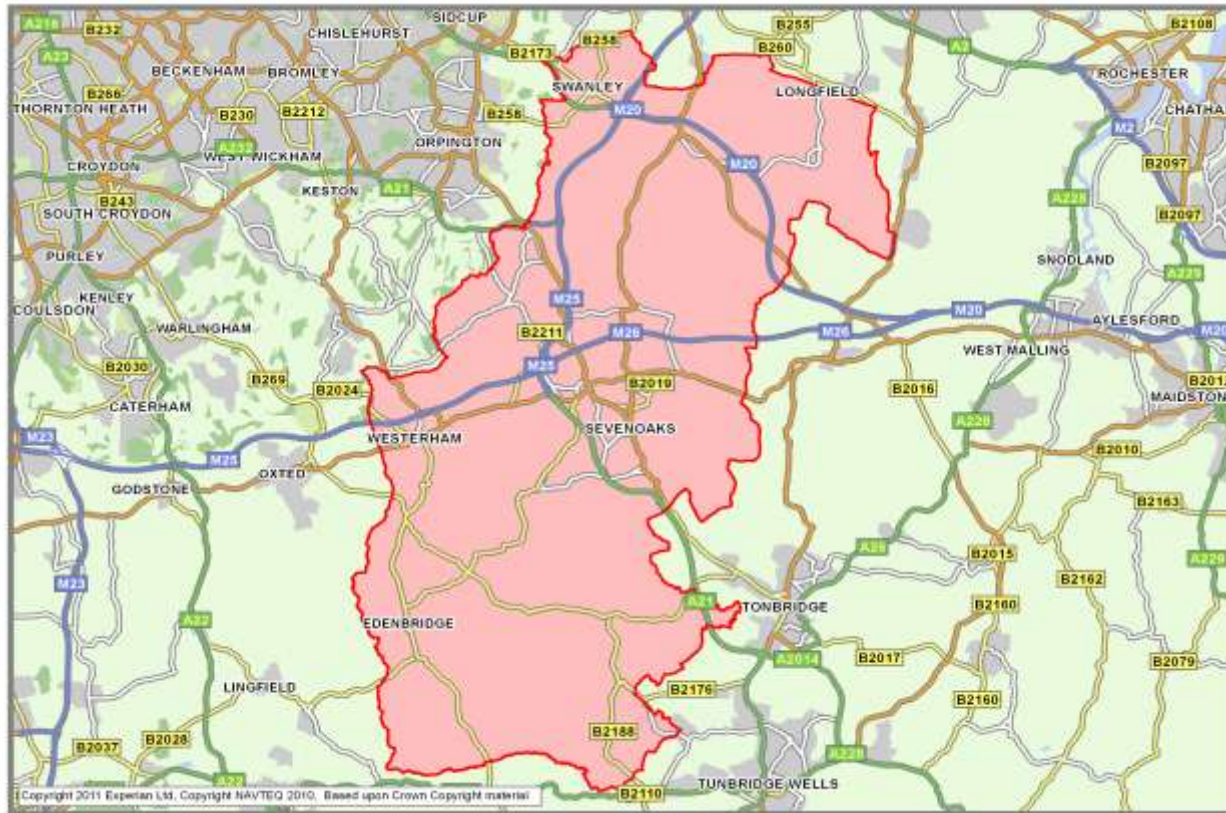
**29 May 2012**

**Area: Sevenoaks (2010 Districts and Council Areas)**

## Map of Area



Area: Sevenoaks (2010 Districts and Council Areas)



# Retail Rents



Area: Sevenoaks (2010 Districts and Council Areas)  
 Base: Great Britain

Colliers International has provided its estimated prime retail rents for key In Town locations throughout the UK.



Provided by Colliers International ©.

The Colliers International In Town retail rents database is based upon their opinion of the open market Zone A rent in more than 600 shopping locations in the UK.

The rental values relate to a hypothetical shop unit of optimum size and configuration in the prime pitch. The figures have been arrived at by adopting zone sizes standard for the location and are expressed at £ per sq ft per annum.

In the case of shopping centre locations where the rent payable is the greater of the base Rent (a percentage of Full Rental Value (typically 80%)) or a percentage of turnover, the rental contained is Full Rental Value (i.e. grossed up Base Rent).

In assessing their opinion of the open market Zone A rent Colliers International only acknowledge the presence of shopping centres once completed and open to the public.

Contact: Dr Richard Doidge, Director of Research Consultancy, Colliers International. Email: richard.doidge@colliers.com Tel: 020 7344 6872

\*Please note that if rent values are shown as '£0' no data is available for the corresponding years. Only the top ten centres whose rents are highest in 2010 are graphed.

Centre	Estimated Zone A Rents																									
	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	
Sevenoaks	£30	£43	£50	£50	£50	£50	£45	£40	£40	£40	£40	£45	£50	£50	£50	£55	£60	£65	£70	£70	£75	£75	£70	£70	£70	£65

## Office Availability



Area: Sevenoaks (2010 Districts and Council Areas)  
Base: Great Britain



Data provided by EGPropertyLink - all live availability records are listed. The 20 most recent on the market are displayed, click on the filter arrows to view more. Use the listed URL to view more details of these properties.

Date	Postcode	Address	Type	Agents	Floorspace	Rental	Asking Price	URL
------	----------	---------	------	--------	------------	--------	--------------	-----



## Office Deals Listing



Area: Sevenoaks (2010 Districts and Council Areas)

Base: Great Britain

The 20 most recent deals for this area and sector are displayed below, click on the arrows on the date heading to show all the deals.

Date	Postcode	Address	Type	Lessee/ Purchaser	Total Space	Price	Rental PSM	Yield (%)
02/12/2011	BR8 7AG	White Oak Square, White Oak Court, London Road, Swanley, Kent, BR8 7AG	Assignment	N/A	144.37 Net sq m	N/A	N/A	N/A
15/10/2011	TN16 1AZ	1 The Courtyard, Market Square, Westerham, Kent, TN16 1AZ	Lease	Lessee: Private	82.683 Net sq m	N/A	N/A	N/A
14/10/2011	TN13 1AN	16 South Park, Sevenoaks, Kent, TN13 1AN	Lease	N/A	120.773 Net sq m	N/A	£180.94	N/A
01/08/2011	TN16 1TW	Lodges Wood Oast, Goodley Stock Road, Westerham, Kent, TN16 1TW	Lease	Lessee: Private individual(s)	171.869 Net sq m	N/A	N/A	N/A
06/07/2011	BR8 8BQ	38 High Street, Swanley, Kent, BR8 8BQ	Lease	Lessee: NHS Ambulance Trust	57.4136 Net sq m	N/A	N/A	N/A
01/07/2011	DA3 8JD	Ash House, Ash Road, Longfield, Kent, DA3 8JD	Lease	Lessee: North Kent Community Church	281.865 Net sq m	N/A	N/A	N/A
30/06/2011	TN13 1BT	160 London Road, Sevenoaks, Kent, TN13 1BT	Lease	Lessee: Siemens Real Estate Limited	881.643 Net sq m	N/A	N/A	N/A
17/06/2011	BR8 7AG	White Oak Square, White Oak Court, London Road, Swanley, Kent, BR8 7AG	Lease	Lessee: Institute for the Management of Information Systems	78.0379 Net sq m	N/A	N/A	N/A
15/05/2011	TN16 1RG	Crest House, 30-34 High Street, Westerham, Kent, TN16 1RG	Lease	Lessee: Gladedale Group Limited	615.292 Net sq m	N/A	£195.00	N/A
29/10/2010	BR8 7AG	3 White Oak Square, London Road, Swanley, Kent, BR8 7AG	Lease	Lessee: Chubb Security Limited	159.978 Net sq m	N/A	£129.17	N/A
15/05/2010	TN16 1HB	The Grange, Market Square, Westerham, Kent, TN16 1HB	Lease	Lessee: Private Clients	85.0056 Net sq m	N/A	N/A	N/A
15/05/2010	TN13 1BT	160 London Road, Sevenoaks, Kent, TN13 1BT	Sub-Letting	Lessee: Bel Group	958.937 Net sq m	N/A	£204.52	N/A
22/03/2010	TN16 1SJ	Squerryes Court Lodge, Squerryes, Westerham, Kent, TN16 1SJ	Lease	Lessee: Private Clients	120.773 Net sq m	N/A	N/A	N/A
15/03/2010	TN16 1SJ	Squerryes Court Lodge, Squerryes, Westerham, Kent, TN16 1SJ	Lease	Lessee: Private Clients	86.3991 Net sq m	N/A	N/A	N/A
01/03/2010	TN16 1RG	22 High Street, Westerham, Kent, TN16 1RG	Lease	Lessee: Private Clients	140.933 Net sq m	N/A	£198.68	N/A
01/03/2010	TN16 1PG	General Wolfe House, 83 High Street, Westerham, Kent, TN16 1PG	Lease	Lessee: Private Clients	325.158 Net sq m	N/A	N/A	N/A
01/01/2010	TN15 0AJ	14a High Street, Sevenoaks, Kent, TN15 0AJ	Sale	N/A	127.276 Net sq m	£245000	N/A	N/A
01/12/2009	TN16 1RG	Brewery House, High Street, Westerham, Kent, TN16 1RG	Sale	Purchaser: Private individual(s)	343.738 Net sq m	£750000	N/A	N/A
01/12/2009	TN13 3PW	Acom House, 119- 121 Wickenden Road, Sevenoaks, Kent, TN13 3PW	Lease	N/A	37.1609 Net sq m	N/A	£215.28	N/A

02/08/2009	TN13 1TG	St Johns House, Suffolk Way, Sevenoaks, Kent, TN13 1TG	Lease	N/A	905.333 Net sq m	N/A	£258.34	N/A
15/05/2009	TN13 3PE	117a St. Johns Hill, Sevenoaks, Kent, TN13 3PE	Lease	N/A	10.6838 Net sq m	N/A	N/A	N/A
01/05/2009	TN16 1RQ	Wolfelands, High Street, Westerham, Kent, TN16 1RQ	Lease	N/A	26.3842 Net sq m	N/A	£272.89	N/A
15/04/2009	TN16 1SJ	Squerryes Court Lodge, Squerryes, Westerham, Kent, TN16 1SJ	Lease	N/A	78.9669 Net sq m	£17000	£215.28	N/A
01/03/2009	DA3 8JD	Ash House, Ash Road, Longfield, Kent, DA3 8JD	Lease	N/A	62.3374 Net sq m	N/A	£216.56	N/A
15/02/2009	TN13 1YD	The Quadrant, Victoria Road, Sevenoaks, Kent, TN13 1YD	Lease	N/A	105.909 Net sq m	N/A	N/A	N/A
11/02/2009	TN13 1TG	St Johns House, Suffolk Way, Sevenoaks, Kent, TN13 1TG	Lease	N/A	405.054 Net sq m	N/A	£269.10	N/A
01/02/2009	TN8 6EN	Fircroft Business Centre, 9 Fircroft Way, Edenbridge, Kent, TN8 6EN	Lease	N/A	266.63 Net sq m	N/A	£96.88	N/A

Area: Sevenoaks (2010 Districts and Council Areas)  
Base: Great Britain

Planning applications for this use type in this area. The most recent 20 are displayed, use the filter arrows to display more.

Address	Status	Application Date	Permission Date	Subsector	Proposed Size	Units	Planning Authority
Solutions Service Group, Wood Street, Swanley, Kent, BR8 8DX	Ref	30/12/2011		Business (B1a)	N/A	N/A	Sevenoaks District Council
Bartram Farm Business Estate, Old Otford Road, Sevenoaks, Kent, TN14 5EZ	OutRef	15/12/2011		Business (B1a), Non-resi Institutional (D1), Assembly & Leisure (D2), Assembly & Leisure (D2)	930	Gross sq m	Sevenoaks District Council
R Durnell And Sons, High Street, Sevenoaks, Kent, TN15 0AE	PPG	25/11/2011	20/01/2012	Business (B1a)	520	Gross sq m	Sevenoaks District Council
Westerham Heights, Westerham Hill, Westerham, Kent, TN16 2ED	PPG	15/02/2011	25/11/2011	General, Business (B1a), Industrial (B8)	N/A	N/A	Sevenoaks District Council
Westerham Heights, Westerham Hill, Westerham, Kent, TN16 2ED	PPG	15/02/2011	28/11/2011	General, Business (B1a), Industrial (B8)	N/A	N/A	Sevenoaks District Council
Farningham Mill And Associated Buildings, High Street, Dartford, Kent, DA4 0DG	With	04/01/2011		Residential (C3), Retail (A1/2/3), Business (B1a)	N/A	N/A	Sevenoaks District Council
Horton Kirby Paper Mills Limited, Horton Road, Dartford, Kent, DA4 9AX	Ref	23/11/2010		Retail (A3), Retail (A1), Business (B1a)	543	Gross sq m	Sevenoaks District Council
Stanfords End, Old Barn Farm, Hartfield Road, Edenbridge, Kent, TN8 5NF	PPG	17/02/2010	29/04/2010	Business (B1a), Industrial (B8)	428	Gross sq m	Sevenoaks District Council
Unit F2 West Kent Cold Storage, Rye Lane, Sevenoaks, Kent, TN14 5HD	PPG	04/02/2010	06/05/2010	Residential (C3), Business (B1a), Non-resi Institutional (D1)	2300	Gross sq m	Sevenoaks District Council
Sevenoaks Police Station, Morewood Close, Sevenoaks, Kent, TN13 2HX	App	01/04/2009		Residential (C3), Business (B1a)	1228	Gross sq m	Sevenoaks District Council
Bartram Farm Business Estate, Old Otford Road, Sevenoaks, Kent, TN14 5EZ	App	22/08/2008		Business (B1a)	3730	Gross sq m	Sevenoaks District Council
Moreton Industrial Estate, London Road, Swanley, Kent, BR8 8DE	PPG	09/06/2008	28/08/2008	Industrial (B8), Business (B1a)	63	Gross sq m	Sevenoaks District Council
Lullingstone Park Farm Barn, Lullingstone Park, Dartford, Kent, DA4 0JA	App	25/04/2008		Business (B1a)	766	Gross sq m	Sevenoaks District Council
Land To The Rear Of Foxs Garages, Orpington By Pass, Sevenoaks, Kent, TN14 7AP	Ref	06/12/2007		Business (B1a)	N/A	N/A	Sevenoaks District Council
Former Tekram Factory Site, Mont St. Aignan Way, Edenbridge, Kent, TN8 5LN	PPG	29/10/2007	24/01/2008	Business (B1a)	1050	Gross sq m	Sevenoaks District Council
Sevenoaks Police Station, Morewood Close, Sevenoaks, Kent, TN13 2HX	App	21/03/2007		Residential (C3), Business (B1a)	1340	Gross sq m	Sevenoaks District Council
Former Tekram Factory Site, Mont St. Aignan Way, Edenbridge, Kent, TN8 5LN	App	06/02/2006		Business (B1a)	1050	Gross sq m	Sevenoaks District Council
Land At The Corner Of St Johns Way &, Station Road, Edenbridge, Kent, TN8 5HP	App	27/10/2004		Business (B1a)	500	Net sq m	Sevenoaks District Council
Invicta Business Park, London Road, Sevenoaks, Kent, TN13 1AH	App	19/05/2004		Business (B1a)	N/A	Gross sq m	Sevenoaks District Council
Little Heath, St Marys Road, Swanley, Kent, BR8 7BU	App	10/03/2004		Residential (C3), Business (B1a), General	N/A	Gross sq m	Sevenoaks District Council

## Retail Availability



Powered by



Area: Sevenoaks (2010 Districts and Council Areas)

Base: Great Britain

Data provided by EGPropertyLink - all live availability records are listed. The 20 most recent on the market are displayed, click on the filter arrows to view more. Use the listed URL to view more details of these properties.

Date	Postcode	Address	Type	Agents	Floorspace	Rental	Asking Price	URL
19/04/2012	TN13 1UX		To Let	GVA				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3384738">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3384738</a>
18/04/2012	BR8 7AB	Nightingale House, The Parade London Road Swanley BR8 7AB	To Let	Caxtons Commercial Ltd				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3332415">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3332415</a>
16/04/2012	TN13 3PE		For Sale	Howard Cundey				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3383067">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3383067</a>
13/04/2012	TN8 6HF	Eden House Business Centre Enterprise Way Edenbridge TN8 6HF	To Let	Jason Chatfield				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3385985">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3385985</a>
05/04/2012	TN8 6EL	Fircroft Way Edenbridge TN8 6EL	To Let	Howard Cundey				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3383079">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3383079</a>
05/04/2012	TN8 6EJ	Unit 1 Fircroft Way Edenbridge TN8 6EJ	To Let	Howard Cundey	78 - 611 sq m			<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3383078">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3383078</a>
03/04/2012	TN14 6EE	Greenoak Barn Main Road Sundridge Sevenoaks TN14 6EE	For Sale	Savills				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3384375">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3384375</a>
31/03/2012	DA3 8NG	Units 2 3 Brabham Stewart Centre Brands Hatch Circuit Longfield DA3 8NG	To Let	Hindwoods Chartered Surveyors			£0 PA	<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=339523">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=339523</a>
30/03/2012	TN8 5AL		To Let	Howard Cundey				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3383057">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3383057</a>
17/02/2012	TN8 5EA	Units 1, 2 and 7 Edenbridge Trade Centre Edenbridge TN8 5EA	To Let	Bracketts Chartered Surveyors	353 - 753 sq m	£20000 - 27000 PA		<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3375727">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3375727</a>
13/02/2012	BR8 8AH		To Let	Altus Edwin Hill				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3374111">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3374111</a>
10/01/2012	TN13 1BA	117-119 London Road Sevenoaks TN13 1BA	To Let	Ibbett Mosely Surveyors LLP	73 sq m	£21000 PA		<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3366585">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3366585</a>
10/01/2012	TN13 1UW	8-10 Bank Street Sevenoaks TN13 1UW	Under Offer	Ibbett Mosely Surveyors LLP	42 sq m	£18500 PA		<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3366575">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3366575</a>
06/01/2012	TN13 1AH		To Let	Michael Rogers LLP				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3365982">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3365982</a>
22/11/2011	TN13 3PE		For Sale, Investment	Bracketts Chartered Surveyors	474 sq m			<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3360462">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3360462</a>
31/10/2011	TN14 5EL	Vestry Trading Estate Sevenoaks TN14 5EL	To Let	Michael Rogers LLP	186 - 2323 sq m			<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3355802">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3355802</a>
14/10/2011	TN13 3TE		To Let	Bracketts Chartered Surveyors	39 sq m	£7000 PA		<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3351459">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3351459</a>
29/09/2011	TN13 1DD		To Let	Michael Rogers LLP				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3347373">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3347373</a>
18/08/2011	TN16 1DE	Unit 5 Westerham Trade Centre The Flyers Way Westerham TN16 1DE	To Let	Altus Edwin Hill				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3338894">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3338894</a>
18/08/2011	TN16 1DE	Unit 2 Westerham Trade Centre The Flyers Way Westerham TN16 1DE	To Let	Altus Edwin Hill				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3338897">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3338897</a>



## Retail Deals Listing



Area: Sevenoaks (2010 Districts and Council Areas)  
Base: Great Britain

The 20 most recent deals for this area and sector are displayed below, click on the arrows on the date heading to show all the deals.

Date	Postcode	Address	Type	Lessee/ Purchaser	Total Space	Price (£)	Zone A Rent	Yield (%)
01/04/2012	TN16 1RA	21 High Street, Westerham, Kent, TN16 1RA	Sale	Lessee: Private	46.8227 Net sq m	£199950	N/A	N/A
10/01/2012	BR8 8DA	6 Manse Parade, London Road, Swanley, Kent, BR8 8DA	Lease	Lessee: Private	47.566 Net sq m	N/A	£7250	N/A
01/01/2012	TN13 1AU	67 London Road, Sevenoaks, Kent, TN13 1AU	Lease	Lessee: Private	27.9264 Net sq m	N/A	£10500	N/A
02/11/2011	TN13 1LU	108 High Street, Sevenoaks, Kent, TN13 1LU	Investment Sale	Lessee: Clinton Cards, Purchaser: Private individual(s)	182 Net sq m	£557500	£36440	N/A
01/11/2011	TN13 1DF	2 Brewery Lane, Sevenoaks, Kent, TN13 1DF	Lease	N/A	62.9877 Net sq m	N/A	£25000	N/A
21/10/2011	TN13 1XE	150 High Street, Sevenoaks, Kent, TN13 1XE	Assignment	N/A	92.159 Net sq m	N/A	£46700	N/A
01/10/2011	TN16 1AZ	7 The Courtyard, Market Square, Westerham, Kent, TN16 1AZ	Lease	Lessee: Private	44.686 Net sq m	N/A	N/A	N/A
01/10/2011	TN13 1AR	29 London Road, Sevenoaks, Kent, TN13 1AR	Lease	Lessee: Private	74.7863 Net sq m	N/A	£21500	N/A
01/09/2011	TN13 1XE	142 High Street, Sevenoaks, Kent, TN13 1XE	Lease	Lessee: Oxfam	111.669 Net sq m	N/A	£27000	N/A
29/07/2011	BR8 8AE	15 High Street, Swanley, Kent, BR8 8AE	Lease	Lessee: Domino's Pizza	86.492 Net sq m	N/A	£22000	N/A
19/07/2011	TN13 1XE	Former Slug & Lettuce, 138a-138b High Street, Sevenoaks, Kent, TN13 1XE	Lease	N/A	603 Net sq m	N/A	N/A	N/A
21/02/2011	TN13 1UP	123 High Street, Sevenoaks, Kent, TN13 1UP	Lease	Lessee: Belmont Traders	52.2111 Net sq m	N/A	£27500	N/A
11/02/2011	TN13 2BS	Blighs Meadow Shopping Centre, London Road, Sevenoaks, Kent, TN13 2BS	Lease	Lessee: JoJo Maman Bebe	112.04 Net sq m	N/A	N/A	N/A
02/02/2011	TN13 1UZ	116 High Street, Sevenoaks, Kent, TN13 1UZ	Lease	Lessee: Private individual(s)	75.6224 Net sq m	N/A	N/A	N/A
30/11/2010	TN13 2DN	74 London Road, Sevenoaks, Kent, TN13 2DN	Lease	Lessee: Topps Tiles	260.498 Net sq m	N/A	£40000	N/A
16/11/2010	TN13 1LE	81 High Street, Sevenoaks, Kent, TN13 1LE	Lease	Lessee: Private individual(s)	54 Net sq m	N/A	£19000	N/A
15/08/2010	TN13 3PE	87 St Johns Hill, Sevenoaks, Kent, TN13 3PE	Sale	N/A	N/A	£250000	N/A	N/A
10/08/2010	TN16 1AS	1 The Green, Westerham, Kent, TN16 1AS	Lease	Lessee: Costa Coffee	176.421 Net sq m	N/A	£37000	N/A
14/06/2010	TN13 1UP	111 High Street, Sevenoaks, Kent, TN13 1UP	Lease	Lessee: Childrens Trust (The)	109 Net sq m	N/A	£28500	N/A
15/05/2010	TN14 7BG	Polhill Arms, Old London Road, Sevenoaks, Kent, TN14 7BG	Sale	Purchaser: Private Clients	341.509 Net sq m	N/A	N/A	N/A
15/05/2010	TN13 1UX	143 High Street, Sevenoaks, Kent, TN13 1UX	Lease	Lessee: Valentina	207.172 Net sq m	N/A	£50000	N/A

## Planning Applications - Retail



Area: Sevenoaks (2010 Districts and Council Areas)  
Base: Great Britain

Planning applications for this use type in this area. The most recent 20 are displayed, use the filter arrows to display more.

Address	Status	Application Date	Permission Date	Subsector	Proposed Size	Units	Planning Authority
37-40 Swanley Centre, London Road, Swanley, Kent, BR8 7TQ	Ref	23/02/2012		Retail (A1)	560	Gross sq m	Sevenoaks District Council
J Sainsbury, Otford Road, Sevenoaks, Kent, TN14 5EG	App	17/08/2011		Retail (A3), Retail (A1)	442	Gross sq m	Sevenoaks District Council
J Sainsbury, Otford Road, Sevenoaks, Kent, TN14 5EG	App	17/08/2011		Retail (A3), Retail (A1)	6502	Gross sq m	Sevenoaks District Council
J Sainsbury, Otford Road, Sevenoaks, Kent, TN14 5EG	App	17/08/2011		Retail (A3), Retail (A1)	442	Gross sq m	Sevenoaks District Council
J Sainsbury, Otford Road, Sevenoaks, Kent, TN14 5EG	App	17/08/2011		Retail (A3), Retail (A1)	6502	Gross sq m	Sevenoaks District Council
R Durnell And Sons, High Street, Sevenoaks, Kent, TN15 0AE	With	27/04/2011		General, Industrial (B2), Retail (A1)	N/A	N/A	Sevenoaks District Council
Sainsbury Petrol Filling Station, Otford Road, Sevenoaks, Kent, TN14 5EG	PPG	15/02/2011	11/05/2011	Retail (A1), Sui Generis	104	Gross sq m	Sevenoaks District Council
Sainsbury Petrol Filling Station, Otford Road, Sevenoaks, Kent, TN14 5EG	PPG	15/02/2011	11/05/2011	Retail (A1), Sui Generis	N/A	N/A	Sevenoaks District Council
Sainsbury Petrol Filling Station, Otford Road, Sevenoaks, Kent, TN14 5EG	PPG	15/02/2011	11/05/2011	Retail (A1), Sui Generis	104	Gross sq m	Sevenoaks District Council
Sainsbury Petrol Filling Station, Otford Road, Sevenoaks, Kent, TN14 5EG	PPG	15/02/2011	11/05/2011	Retail (A1), Sui Generis	N/A	N/A	Sevenoaks District Council
Farringham Mill And Associated Buildings, High Street, Dartford, Kent, DA4 0DG	With	04/01/2011		Residential (C3), Retail (A1/2/3), Business (B1a)	130	Gross sq m	Sevenoaks District Council
Horton Kirby Paper Mills Limited, Horton Road, Dartford, Kent, DA4 9AX	Ref	23/11/2010		Retail (A3), Retail (A1), Business (B1a)	260	Gross sq m	Sevenoaks District Council
Horton Kirby Paper Mills Limited, Horton Road, Dartford, Kent, DA4 9AX	Ref	23/11/2010		Retail (A3), Retail (A1), Business (B1a)	283	Gross sq m	Sevenoaks District Council
Horton Kirby Paper Mills Limited, Horton Road, Dartford, Kent, DA4 9AX	Ref	23/11/2010		Retail (A3), Retail (A1), Business (B1a)	260	Gross sq m	Sevenoaks District Council
Horton Kirby Paper Mills Limited, Horton Road, Dartford, Kent, DA4 9AX	Ref	23/11/2010		Retail (A3), Retail (A1), Business (B1a)	283	Gross sq m	Sevenoaks District Council
Chipstead Sailing Club, Chevening Road, Sevenoaks, Kent, TN13 2SD	Ref	24/05/2010		Retail (A3), Assembly & Leisure (D2), Hotels (C1)	478	Gross sq m	Sevenoaks District Council
Former Deja Vue Site, London Road, Swanley, Kent, BR8 7QD	With	07/04/2010		Hotels (C1), Retail (A3)	N/A	N/A	Sevenoaks District Council
58-62 High Street, Sevenoaks, Kent, TN13 1JR	App	29/10/2009		Retail (A1)	2298	Gross sq m	Sevenoaks District Council
J Sainsbury, Otford Road, Sevenoaks, Kent, TN14 5EG	With	03/03/2009		Retail (A1)	13035	Gross sq m	Sevenoaks District Council
Tesco Stores, Aisher Way, Sevenoaks, Kent, TN13 2QS	App	15/09/2008		Retail (A1)	7316	Gross sq m	Sevenoaks District Council

## Shopping Centre Details



Area: Sevenoaks (2010 Districts and Council Areas)  
Base: Great Britain

29/05/2012

Details from EGi's Shopping Centre Research. The Shopping Centre Research database contains information on purpose-built retail schemes - shopping centre, retail park, factory outlet, or shopping park. The database focuses on schemes of in excess of 50.

Address	Opening Date	Total Size (sq m)	Opening Hours	Anchor Tenants	Owner(s)
Blighs Meadow Shopping Centre, London Road, Sevenoaks, Kent, TN13 2BS	14/11/2000	5806.39	N/A	N/A	AWG Asset Management
Swanley Shopping Centre, Swanley, Kent, BR8 7TG	01/01/1970	7896.69	Mon-Sat 08:00-22:00	ASDA	Highcloud Investments Limited



## Industrial Availability



Powered by



Area: Sevenoaks (2010 Districts and Council Areas)

Base: Great Britain

Data provided by EGPropertyLink - all live availability records are listed. The 20 most recent on the market are displayed, click on the filter arrows to view more. Use the listed URL to view more details of these properties.

Date	Postcode	Address	Type	Agents	Floorspace	Rental	Asking Price	URL
23/05/2012	DA3 8NG	Unit 1 Brands Hatch Park, Scratchers Lane Brands Hatch Longfield DA3 8NG	To Let	Hindwoods Chartered Surveyors			£0 PA	<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3126167">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3126167</a>
21/05/2012	TN8 6ED	Commerce Way Edenbridge TN8 6ED	For Sale	Howard Cundey				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3383071">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3383071</a>
21/05/2012	TN8 6EL	Fircroft Way Edenbridge TN8 6EL	For Sale	Howard Cundey				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3383097">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3383097</a>
21/05/2012	TN16 1JR	Rectory Lane Brasted Westerham TN16 1JR	To Let	Howard Cundey				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3383302">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3383302</a>
21/05/2012	DA4 9AX	Building 25The Mill Horton Kirby DA4 9AX	To Let	Glenny LLP	622 - 1239 sq m			<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3379795">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3379795</a>
05/05/2012	TN15 6BQ	Unit 5, Blue Chalet Industrial Park West Kingsdown TN15 6BQ	For Sale, To Let	Caxtons Commercial Ltd				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3382797">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3382797</a>
05/05/2012	DA4 0JW	Unit 1, Pedham Place Farm London Road, Farningham Farningham Dartford DA4 0JW	To Let	Caxtons Commercial Ltd				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3332462">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3332462</a>
28/04/2012	DA3 8NG	Unit 4 Brands Hatch Park, Scratchers Lane Longfield Kent DA3 8NG	To Let	Hindwoods Chartered Surveyors				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3295051">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3295051</a>
16/04/2012	BR8 8TE	Swanley Interchange Units 1 & 5 South East Swanley BR8 8TE	To Let	Jones Lang LaSalle	1593 - 10219 sq m			<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3387861">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3387861</a>
13/04/2012	TN8 6HF	Eden House Business Centre Enterprise Way Edenbridge TN8 6HF	To Let	Jason Chatfield				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3385985">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3385985</a>
05/04/2012	TN8 6HQ	Unit 3 Station Road Edenbridge TN8 6HQ	To Let	Howard Cundey				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3383085">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3383085</a>
05/04/2012	TN8 6EL	Fircroft Way Edenbridge TN8 6EL	To Let	Howard Cundey				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3383079">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3383079</a>
30/03/2012	TN8 6HF		To Let	Howard Cundey				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3383059">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3383059</a>
30/03/2012	TN14 6ET	138 Main Road Sundridge Sevenoaks TN14 6ET	To Let	Howard Cundey	41 - 300 sq m			<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3383063">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3383063</a>
30/03/2012	TN14 5EL	Block 3 Unit 6, Vestry Trading Estate Otford Road Sevenoaks TN14 5EL	To Let	Caxtons Commercial Ltd				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3372124">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3372124</a>
22/03/2012	TN16 1JR	Rectory Lane Brasted Westerham TN16 1JR	To Let	Howard Cundey				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3383076">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3383076</a>
20/03/2012	BR8 8EE	Railway Sidings Wested Lane Swanley BR8 8EE	To Let	Altus Edwin Hill				<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3382741">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3382741</a>
05/03/2012	TN16 2DS	Betsoms Barn London Road Westerham TN16 2DS	To Let	Strutt & Parker (bulkload)	53 - 147 sq m			<a href="http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3379867">http://www.egi.co.uk/Research/AvailabilityDetail.asp?x?hdnSelectedIDList=3379867</a>

05/03/2012	DA4 9AX	Horton Road South Darenth DA4 9AX	For Sale	Glenny LLP	54 - 1215 sq m	<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3379709">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3379709</a>
03/03/2012	TN14 5EL	Block 5 Unit 2, Vestry Trading EstateOxford Road Sevenoaks TN14 5EL	To Let	Caxtons Commercial Ltd		<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3361552">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3361552</a>
03/03/2012	TN14 5EL	Trade Counter Development, Vestry Trading EstateOxford Road Sevenoaks TN14 5EL	To Let	Caxtons Commercial Ltd	420 - 1858 sq m	<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3361553">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3361553</a>
03/03/2012	TN15 6JE	Crowhurst Lane West Kingsdown TN15 6JE	For Sale	Caxtons Commercial Ltd	300 - 900 sq m	<a href="http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3332366">http://www.egi.co.uk/Research/AvailabilityDetail.aspx?hdnSelectedIDList=3332366</a>

## Industrial Deals Listing



Area: Sevenoaks (2010 Districts and Council Areas)

Base: Great Britain

The 20 most recent deals for this area and sector are displayed below, click on the arrows on the date heading to show all the deals.

Date	Postcode	Address	Type	Lessee/ Purchaser	Total Space	Price (£)	Rental PSM	Yield (%)
16/04/2012	TN8 6HF	The Industrial Estate, Enterprise Way, Edenbridge, Kent, TN8 6HF	Lease	Lessee: LBH Services UK Limited	396.693 Net sq m	N/A	£62.43	N/A
28/10/2011	TN15 7HH	4 Crowhurst Lane, Sevenoaks, Kent, TN15 7HH	Sale	N/A	300.074 Net sq m	£250000	N/A	N/A
20/08/2011	TN8 5LD	Warsop Trading Estate, Hever Road, Edenbridge, Kent, TN8 5LD	Lease	Lessee: KS Security Limited	282.423 Net sq m	N/A	£61.89	N/A
15/08/2011	TN8 5LD	Warsop Trading Estate, Hever Road, Edenbridge, Kent, TN8 5LD	Lease	Lessee: Prolong Limited	342.809 Net sq m	N/A	£37.67	N/A
01/06/2011	TN8 5LD	Warsop Trading Estate, Hever Road, Edenbridge, Kent, TN8 5LD	Lease	Lessee: Prolong Limited	141.583 Net sq m	N/A	£61.89	N/A
25/02/2011	TN15 7HH	1 Crowhurst Lane, Sevenoaks, Kent, TN15 7HH	Sale	Purchaser: JPA Commercial Property Consultants	300.074 Net sq m	£247000	N/A	N/A
15/12/2010	TN8 6EG	Factory 2, Station Road, Edenbridge, Kent, TN8 6EG	Lease	Lessee: BAM Nuttall Limited	1181.35 Net sq m	N/A	£48.44	N/A
20/11/2010	TN8 6HG	Factories 1 & 2, Station Road, Edenbridge, Kent, TN8 6HG	Lease	Lessee: BAM Nuttall Limited	1381.83 Net sq m	N/A	£50.27	N/A
05/11/2010	TN8 6ED	Stenmar Works, Commerce Way, Edenbridge, Kent, TN8 6ED	Lease	Lessee: Blackburn Metals Limited	1664.99 Net sq m	N/A	£43.27	N/A
11/10/2010	TN8 6ED	Former 3663 Building, Commerce Way, Edenbridge, Kent, TN8 6ED	Sale	Purchaser: Ambe Limited	4177.54 Net sq m	£1490000	N/A	N/A
01/10/2010	TN8 5LD	Warsop Trading Estate, Hever Road, Edenbridge, Kent, TN8 5LD	Lease	Lessee: Spec 21 Limited	248.142 Net sq m	N/A	£37.67	N/A
01/10/2010	TN8 5LD	Warsop Trading Estate, Hever Road, Edenbridge, Kent, TN8 5LD	Lease	Lessee: YMCA	365.57 Net sq m	N/A	£26.91	N/A
15/09/2010	TN8 5LD	Warsop Trading Estate, Hever Road, Edenbridge, Kent, TN8 5LD	Lease	Lessee: Consulto Collection Ltd	366 Net sq m	N/A	N/A	N/A
28/06/2010	TN8 6HG	Factories 1 & 2, Station Road, Edenbridge, Kent, TN8 6HG	Sale	Purchaser: Private individual(s)	4398.46 Net sq m	£1000000	N/A	N/A
25/05/2010	BR8 8TJ	The Teardrop, London Road, Swanley, Kent, BR8 8TJ	Lease	Lessee: Private individual(s)	6272.11 Net sq m	N/A	N/A	N/A
15/05/2010	BR8 8TS	Teardrop Estate, Lodnon Road, Swanley, Kent, BR8 8TS	Lease	Lessee: Ideal Waste Paper Company Limited	6272.11 Net sq m	N/A	£80.73	N/A

30/03/2010	BR8 8TE	The Interchange Swanley (Formerly Pedham Place), Wested Lane, Swanley, Kent, BR8 8TE	Investment Sale	Purchaser: ING Real Estate Investment Management Limited	24518.1 Net sq m	£24400000	£71.04	6.8
22/02/2010	TN16 1DE	Westerham Trade Centre, The Flyers Way, Westerham, Kent, TN16 1DE	Lease	Lessee: LLOYD CO DOORS LIMITED	795.429 Net sq m	N/A	£67.92	N/A
15/01/2010	TN14 5DS	Units A&B, Cramptons Road, Sevenoaks, Kent, TN14 5DS	Lease	Lessee: UFC Aerospace Europe Limited	1839.09 Net sq m	N/A	£67.71	N/A
01/11/2009	TN8 6EL	Omicron House, Fircroft Way, Edenbridge, Kent, TN8 6EL	Sale	Purchaser: Phase Electrical Limited	137.031 Net sq m	£160000	N/A	N/A

## Planning Applications - Industrial



Area: Sevenoaks (2010 Districts and Council Areas)

Base: Great Britain

Planning applications for this use type in this area. The most recent 20 are displayed, use the filter arrows to display more.

Address	Status	Application Date	Permission Date	Subsector	Proposed Size	Units	Planning Authority
Turvins Farm, Sundridge Road, Sevenoaks, Kent, TN14 6HB	Ref	01/09/2011		Industrial (B1/2/8)	1905	Gross sq m	Sevenoaks District Council
Maplebank Poultry Farm, Maplescombe Lane, Dartford, Kent, DA4 0JY	PPG	18/08/2011	13/10/2011	Industrial (B8)	1568	Gross sq m	Sevenoaks District Council
North Downs Business Park, Limepit Lane, Sevenoaks, Kent, TN13 2TL	PPG	27/06/2011	22/08/2011	Industrial (B1/2/8)	908	Gross sq m	Sevenoaks District Council
R Durtnell And Sons, High Street, Sevenoaks, Kent, TN15 0AE	With	27/04/2011		General, Industrial (B2), Retail (A1)	N/A	N/A	Sevenoaks District Council
Maplebank Poultry Farm, Maplescombe Lane, Dartford, Kent, DA4 0JY	Ref	24/03/2011		Industrial (B8)	2387	Gross sq m	Sevenoaks District Council
Westerham Heights, Westerham Hill, Westerham, Kent, TN16 2ED	PPG	15/02/2011	25/11/2011	General, Business (B1a), Industrial (B8)	N/A	N/A	Sevenoaks District Council
Westerham Heights, Westerham Hill, Westerham, Kent, TN16 2ED	PPG	15/02/2011	28/11/2011	General, Business (B1a), Industrial (B8)	N/A	N/A	Sevenoaks District Council
Bough Beech Treatment Works, Lakeside Close, Edenbridge, Kent, TN8 7PL	PPG	08/12/2010	09/03/2011	Industrial (B2)	2658	Gross sq m	Sevenoaks District Council
Stanfords End, Old Barn Farm, Hartfield Road, Edenbridge, Kent, TN8 5NF	PPG	17/02/2010	29/04/2010	Business (B1a), Industrial (B8)	164	Gross sq m	Sevenoaks District Council
Moreton Industrial Estate, London Road, Swanley, Kent, BR8 8DE	PPG	09/06/2008	28/08/2008	Industrial (B8), Business (B1a)	573	Gross sq m	Sevenoaks District Council
Omicron House, Fircroft Way, Edenbridge, Kent, TN8 6EL	PPG	03/06/2008	29/07/2008	Industrial (B2)	N/A	N/A	Sevenoaks District Council
Former D K East Depot, College Road, Swanley, Kent, BR8 7LT	Ref	15/02/2008		Industrial (B2), Industrial (B8), General	N/A	N/A	Sevenoaks District Council
West Kingsdown Industrial Estate, London Road, Sevenoaks, Kent, TN15 6EL	App	11/02/2008		Business (B1c), Industrial (B8), General	N/A	N/A	Sevenoaks District Council
Vestry Industrial Estate, Block 9&9a Vestry Road, Sevenoaks, Kent, TN14 5EL	App	03/12/2007		Industrial (B2)	2603	Gross sq m	Sevenoaks District Council

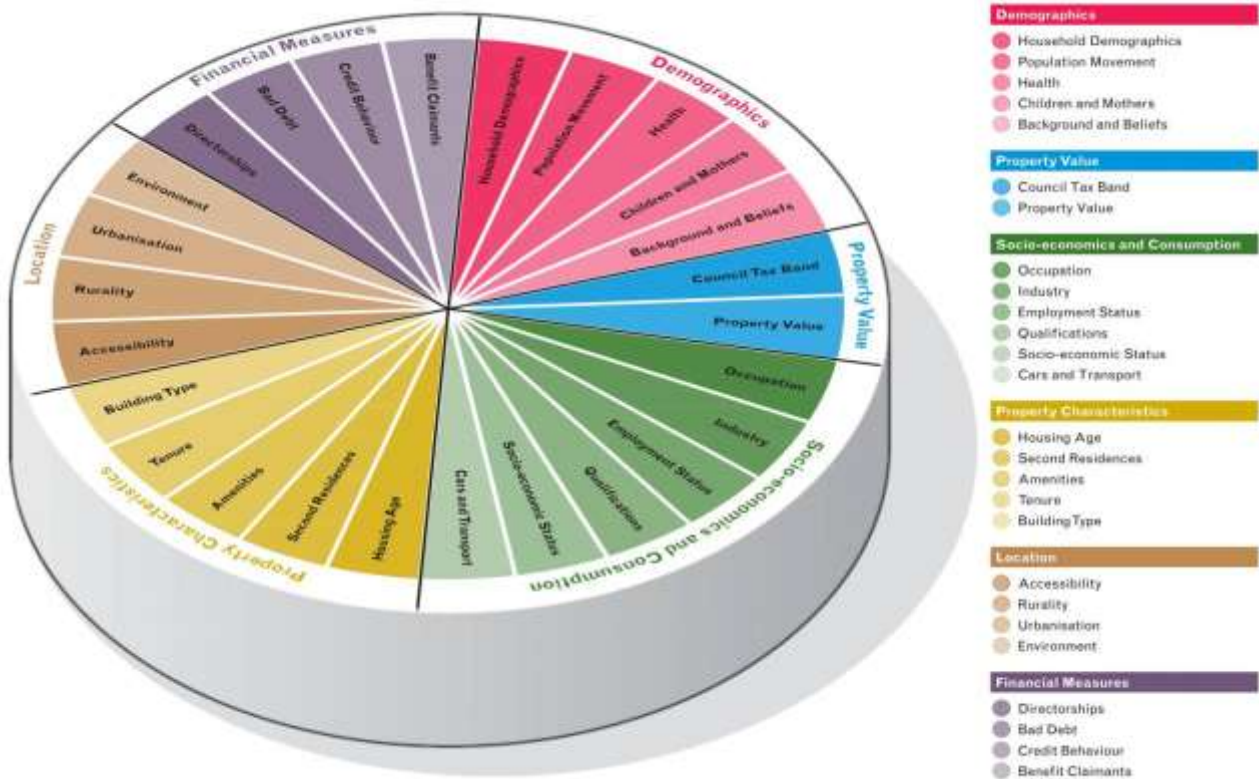
Former D K East Depot, College Road, Swanley, Kent, BR8 7LT	Ref	28/09/2007	15/11/2007	Industrial (B1/2/8)	3474	Gross sq m	Sevenoaks District Council
West Kingsdown Industrial Estate, London Road, Sevenoaks, Kent, TN15 6EL	With	06/09/2007		Industrial (B1/2/8)	1867	Gross sq m	Sevenoaks District Council
Warsop Trading Estate, Hever Road, Edenbridge, Kent, TN8 5LD	App	28/03/2007		Industrial (B1/2/8)	N/A	N/A	Sevenoaks District Council
Manor Farm Buildings, Manor Road, Longfield, Kent, DA3 8LD	App	14/04/2004		Industrial (B8)	N/A	N/A	Sevenoaks District Council

## Data Sources

A total of 440 data elements have been used to build this latest version of Mosaic UK. These have been selected as inputs to the classification on the basis of their volume, quality, consistency and sustainability.

62 percent of the information used to build Mosaic UK is sourced from a combination of data that includes Experian's UK Consumer Dynamics Database, which provides consumer demographic information for the UK's 47 million adults and 24 million households. This database is built from an unrivalled variety of privacy-compliant public and Experian proprietary data and statistical models. These include the edited Electoral Roll, Council Tax property valuations, house sale prices, self-reported lifestyle surveys and other compiled consumer data.

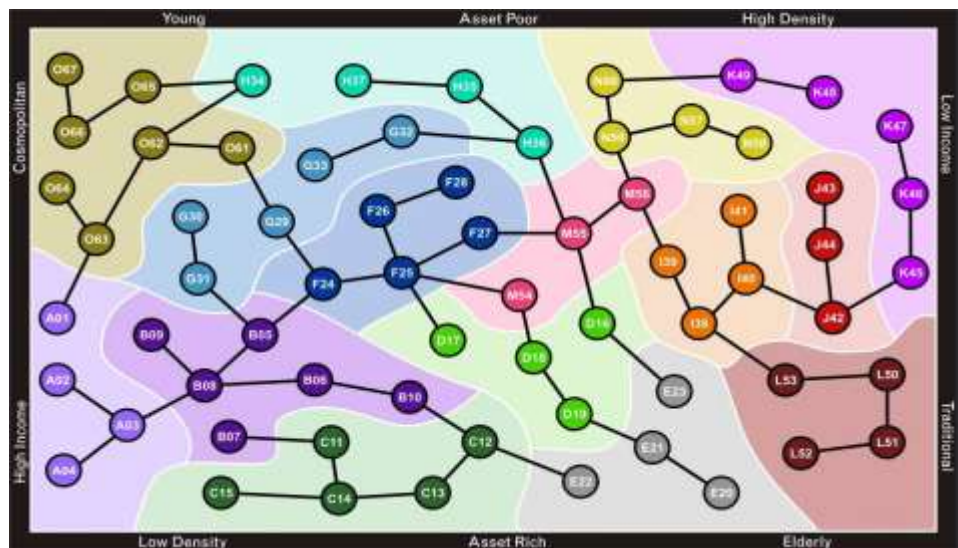
The remaining 38 percent of the data is sourced from Census current year estimates that Experian has produced by utilising its wealth of data assets to track change in key 2001 Census variables. All of the information used to build Mosaic UK is continuously updated. This enables Experian to verify and update the classification twice a year.



## The Mosaic Family Tree

The Mosaic Family Tree illustrates the major demographic and lifestyle polarities between the Types and Groups, and shows how the Mosaic Types relate to each other.

Mosaic Migration helps to determine the probable location paths of different Mosaic Types and how households might move through the Mosaic Family Tree over time. This is useful for understanding the origin, stability and aspirations of the people within each Mosaic Type.



For more about Mosaic UK, please visit the [interactive guide](#).

Appendix IV  
Glossary



# SEVENOAKS DISTRICT COUNCIL

## COMMUNITY INFRASTRUCTURE LEVY VIABILITY STUDY

### GLOSSARY OF TERMS

*This glossary attempts to define some of the more commonly used terms within viability studies carried out by DSP. It is not an exhaustive list and in most cases, the report itself explains any acronyms and provides definitions. Note – since the introduction of the National Planning Policy Framework in March 2012, all previous Planning Policy Statements have been replaced by the NPPF. References have been included within this Glossary for information purposes only.*

### A

*Abnormal Development Costs - Costs that are not allowed for specifically within normal development costs. These can include costs associated with unusual ground conditions, contamination, etc. Often referred to simply as ‘abnormals’.*

*Affordable Housing (‘AH’) - The National Planning Policy Framework (NPPF) defines affordable housing as:*

*Social rented, affordable rented and intermediate housing, provided to eligible households whose needs are not met by the market. Eligibility is determined with regard to local incomes and local house prices. Affordable housing should include provisions to remain at an affordable price for future eligible households or for the subsidy to be recycled for alternative affordable housing provision.*

*Social rented housing is owned by local authorities and private registered providers (as defined in section 80 of the Housing and Regeneration Act 2008), for which guideline target rents are determined through the national rent regime. It may also be owned by other persons and provided under equivalent rental arrangements to the above, as agreed with the local authority or with the Homes and Communities Agency.*

*Affordable rented housing is let by local authorities or private registered providers of social housing to households who are eligible for social rented housing. Affordable*

*Rent is subject to rent controls that require a rent of no more than 80% of the local market rent (including service charges, where applicable).*

*Intermediate housing is homes for sale and rent provided at a cost above social rent, but below market levels subject to the criteria in the Affordable Housing definition above. These can include shared equity (shared ownership and equity loans), other low cost homes for sale and intermediate rent, but not affordable rented housing.*

See other definitions for terms used here.

Affordable Rented housing – See definition above.

## **B**

Base Build Costs - for construction only (excluding fees, contingencies and extras) as explained in the study.

BH/BF - preceded by a number – abbreviations used to indicate how many bedrooms a dwelling has (BH = bedroom house; BF = bedroom flat).

BREEAM - the Building Research Establishment Environmental Assessment Methodology which assesses the sustainability credentials of industrial, commercial and institutional buildings.

Building Cost Information Service (BCIS) - A subscription based data-base service of The Royal Institution of Chartered Surveyors (RICS) to facilitate the exchange of information on building construction costs and tender prices. The service provides various series of information including average prices, case study type examples, indices and the like.

## **C**

Capital value - The value of a building or land as distinct from its rental value; the sale or investment value.

Cash flow - The movement of money by way of income, expenditure and capital receipts and payments during the course of a development.

Cascade Mechanism/Principle - A Cascade is a mechanism which enables the form and/or quantum of affordable housing provision to be varied according to the availability of grant funding, thus ensuring that at least a base level of need-related accommodation is provided without compromising overall scheme viability. The approach aids delivery of both the market and affordable tenures by providing adaptability where needed, thus avoiding the need to renegotiate Section 106 agreements with the time delays and cost issues that process brings.

Charging Authority – is the Local Planning Authority that will raise the CIL charges as defined by section 37 of the Planning and Compulsory Purchase Act 2004 for England.

Charging schedule – sets out the rate or rates at which CIL which will apply, expressed in £per sq m terms, potentially for varying forms of development in the authority's area. Its preparation involves a series of stages via a Preliminary Draft and then Draft Charging Schedule; including consultation and independent examination.

Code for Sustainable Homes ('CfSH', 'CSH' or 'Code') - CLG is proposing to gradually tighten building regulations to increase the energy efficiency of new homes and thus reduce their carbon impact. In parallel with these changes to the building regulations, the CfSH has been introduced as a tool to encourage house builders to create more sustainable dwellings, and to inform buyers/occupiers about the green credentials of new housing. CfSH compliance, to levels over those generally operated in the market, is also compulsory for all public (HCA) funded affordable housing development. The Code is intended to provide a route map, signalling the direction of change towards low carbon sustainable homes that will become mandatory under the building regulations. The Code, again in parallel with building regulations and other initiatives, also covers a wider range of sustainability requirements – beyond lower carbon.

Community Infrastructure Levy ('CIL') - A levy allowing local authorities to raise funds from owners or developers of land undertaking new building projects in their area. Charging authorities must express CIL rates as pounds per square metre, as CIL will be levied on the gross internal floorspace of the net additional liable development. The published rate(s) within an authority's charging schedule will enable liable parties to anticipate their expected CIL liability.

Commuted Sum - See "Payment-in-lieu" below.

Core Strategy - The key *Development Plan Document* ('DPD') through which a local authority sets out its strategic planning approach for its area. Accompanied by other DPDs, usually dealing with aspects such as site allocations or regeneration areas, and in some cases covering particular topics such as affordable housing (see below for other definitions). See also Local Plan.

Current Use Value - Market Value (MV) on the special assumption reflecting the current use of the property only and disregarding any prospect of development other than for continuation/expansion of the current use.

## D

Density ('Indicative Density') - Represents the intensity of use of a site by way of how many dwellings (or in some cases other measures such as habitable rooms) are provided on it. Usually described by reference to '*dwellings per hectare*' (DPH).

Development Appraisal - A financial appraisal of a development to calculate either: (i) the residual land value ('RLV') by deducting all development costs, including an allowance for the developer's profit/return, from the scheme's total capital value; or (ii) the residual development profit/return by deducting all development costs, including the site value/cost, from the scheme's total capital value. The appraisal(s) would normally look to determine an approximate *Residual Land Value* (RLV). Assuming a developer has already reached the initial conclusion that, in principle, a site is likely to be suitable and viable for development, an appraisal is then carried out to fine tune scheme feasibility and discover what sum they can afford to pay for the site. This would normally be subject to a range of caveats and clauses based on circumstances unknown to the developer at the time of making an offer. As an example, an offer could be subject to the granting of planning permission or subject to no abnormal conditions existing, etc.

Development Cost - This is the total cost associated with the development of a scheme and includes acquisition costs, site-specific related costs, build costs, fees and expenses, interest and financing costs. Care is needed in describing specifically what is included when this term is used.

Development Plan ('Plan') - This includes adopted Local Plans, neighbourhood plans and the London Plan, and is defined in section 38 of the Planning and Compulsory Purchase Act 2004. (Regional strategies remain part of the development plan until they are abolished by Order using powers taken in the Localism Act. It is the government's clear policy intention to revoke the regional strategies outside of London, subject to the outcome of the environmental assessments that are currently being undertaken.) See also 'Core Strategy' and 'Local Plan'.

Development Plan Document ('DPD') - Spatial planning documents that are subject to independent examination, and together with any relevant regional plans, inform the planning policies for a local authority. They include a Core Strategy and also often cover site-specific allocations of land, area action plans and generic development control policies. See also 'Development Plan', 'Local Plan' and 'Core Strategy'.

Developer's Profit - The developer's reward – required for risk taken in pursuing and running the project, often required based on certain requirements to secure project funding. This is the gross profit, before tax. It will usually cover an element of overheads, but varies. The profit element used in these appraisals is profit expressed as a percentage of Gross Development Value ('GDV') (the most commonly expressed way) although developers will sometimes use other methods, for example profit on cost.

Development Viability (or 'Viability') - The viability of the development - meaning its health in financial terms. A viable development would normally be one which proceeds (or at least there is no financial reason for it not to proceed) – it would show the correct relationship between GDV (see below) and Development Cost. There would be a sufficient gap between the GDV and Development Cost to support a sufficient return (developer's profit) for the risk taken by the developer in pursuing the scheme (and possibly in this connection to support funding requirements), and a sufficiently attractive land value for the landowner. An un-viable scheme is one where a poor relationship exists between GDV and Development Cost, so that insufficient profit rewards and/or land value can be generated.

## **E**

Existing Use Value ('EUUV') - is the estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller, in an arm's-length transaction after proper marketing wherein the parties had each acted

knowledgeably, prudently and without compulsion, assuming the buyer is granted vacant possession of all parts of the property required by the business and disregarding potential alternative uses and any other characteristics of the property that would cause its Market Value to differ from that needed to replace the remaining service potential at least cost (see also Current Use Value and Market Value).

Edge of centre - For retail purposes, a location that is well connected and up to 300 metres of the primary shopping area. For all other main town centre uses, a location within 300 metres of a town centre boundary. For office development, this includes locations outside the town centre but within 500 metres of a public transport interchange. In determining whether a site falls within the definition of edge of centre, account should be taken of local circumstances.

## **F**

Finance - Costs associated with financing the development cost. Varying views are taken on the length of the relevant construction projects as to how long these costs need to be carried for on each occasion.

Financial Contribution - see "Payment-in- lieu".

## **G**

Gross external area ('GEA') - The aggregate superficial area of a building taking each floor into account. As per the RICS Code of Measuring Practice this includes: external walls and projections, columns, piers, chimney breasts, stairwells and lift wells, tank and plant rooms, fuel stores whether or not above main roof level (except for Scotland, where for rating purposes these are excluded); and open-side covered areas and enclosed car parking areas; but excludes; open balconies; open fire escapes, open covered ways or minor canopies; open vehicle parking areas, terraces, etc.; domestic outside WCs and coalhouses. In calculating GEA, party walls are measured to their centre line, while areas with a headroom of less than 1.5m are excluded and quoted separately.

Gross Internal Area ('GIA') - Broadly speaking GIA is the whole enclosed area of a building within the external walls taking each floor into account and excluding the thickness of the external walls. GIA will include: Areas occupied by internal walls (whether structural or not) and partitions; service accommodation such as WCs,

showers, changing rooms and the like; columns, piers, whether free standing or projecting inwards from an external wall, chimney breasts, lift wells, stairwells etc; lift rooms, plant rooms, tank rooms, fuel stores, whether or not above roof level; open-sided covered areas.

Gross Development Value ('GDV') - The amount the developer ultimately receives on completion or sale of the scheme whether through open market sales alone or a combination of those and the receipt from a Registered Provider (RP) for completed affordable housing units - before all costs are subtracted.

## H

Homes and Communities Agency ('HCA') - The Government's Agency charged with delivering the affordable housing (investment) programme ('AHP') and the vehicle through which public funds in the form of Social Housing Grant ('SHG') are allocated, where available and where the HCA's investment criteria are met, for affordable housing development.

Hope value - Any element of open Market Value of a property in excess of the current use value, reflecting the prospect of some more valuable future use or development. It takes account of the uncertain nature or extent of such prospects, including the time which would elapse before one could expect planning permission to be obtained or any relevant constraints overcome, so as to enable the more valuable use to be implemented.

## I

Infrastructure - The full range of transport networks, utilities, services and facilities that are needed to create sustainable neighbourhoods and support new development. It includes physical items such as roads and social infrastructure such as schools and healthcare centres.

Intermediate Affordable Housing - See 'Affordable Housing'

## J

## K

## L

Land Costs - Costs associated with securing the land and bringing it forward – activities which precede the construction phase, and, therefore, costs which are usually borne for a longer period than the construction phase (a lead in period). They include financing the land acquisition and associated costs such as land surveys, planning application and sometimes infrastructure costs, land acquisition expenses and stamp duty land tax.

Land Residual as a percentage (%) of GDV - The amount left for land purchase expressed as a percentage of the Gross Development Value. A guideline sometimes used in the development industry. Old “rules of thumb” may be seen that, for example, upwards of approximately one third of GDV is comprised of land value. In practice this however has always varied with scheme specifics, and with increasing burdens on land value from a range of planning infrastructure requirements (including affordable housing) former views on where land values lie are having to be revised.

Local Development Framework ('LDF') - A non-statutory term used to describe a folder of documents, which includes all the local planning authority's local development documents. An LDF is comprised of:

- Development Plan Documents (DPDs - which form part of the statutory development plan).
- Supplementary Planning Documents (SPDs).

The local development framework will also comprise:

- The Statement of Community Involvement ('SCI').
- The Local Development Scheme ('LDS').
- The Annual Monitoring Report ('AMR').
- Any Local Development Orders or Simplified Planning Zones that may have been added.

Local Plan - The plan for the future development of the local area, drawn up by the local planning authority in consultation with the community. In law this is described as the development plan documents adopted under the Planning and Compulsory Purchase Act 2004. Current core strategies or other planning policies, which under the regulations would be considered to be development plan documents, form part of the Local Plan. The term includes old policies which have been saved under the



2004 Act. See also Core Strategy, Development Plan Document, Local Development Framework and others.

Local Planning Authority ('LPA') - The public authority whose duty it is to carry out specific planning functions for a particular area. Local planning authorities include district councils, London borough councils, County councils, Broads Authority, National Park Authorities and the Greater London Authority.

## M

Market Value ('MV') or Open Market Value ('OMV') – is the estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller in an arm's-length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion. The usual measure of value in this study context. Used here to build up the development scheme's *GDV* and also to distinguish between this level of value and the lower level of receipt usually associated with the affordable dwellings in relation to residential appraisals.

## N

National Planning Policy Framework ('NPPF') - The National Planning Policy Framework sets out the Government's planning policies for England and how these are expected to be applied. It sets out the Government's requirements for the planning system only to the extent that it is relevant, proportionate and necessary to do so. It provides a framework within which local people and their accountable councils can produce their own distinctive local and neighbourhood plans, which reflect the needs and priorities of their communities.

Net internal area ('NIA') - The usable space within a building measured to the internal finish of structural, external or party walls, but excluding toilets, lift and plant rooms, stairs and lift wells, common entrance halls, lobbies and corridors, internal structural walls and columns and car parking areas.

## O

Open Market Value ('OMV') or Market Value ('MV') – is the estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller in an arm's-length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion. The

usual measure of value in this study context. Used here to build up the development scheme's *GDV* and also to distinguish between this level of value and the lower level of receipt usually associated with the affordable dwellings (see *Developer Payment*).

*Out of centre* - A location which is not in or on the edge of a centre but not necessarily outside the urban area.

*Out of town* - A location out of centre that is outside the existing urban area.

## **P**

*Payment-in-lieu* - A financial payment made by a developer or landowners instead of providing the planning-led affordable housing requirement on the site of the market (private sale) housing scheme (see also '*Commuted Sum/Financial Contribution*').

*Payment Table* - This is normally referred to where a local authority prescribes or guides as to the levels of receipt the developer will get for selling completed affordable housing units of set types and sizes to a Housing Association (HA). In this context it normally relates to an approach which assumes nil grant and is based on what the Registered Provider (e.g. Housing Association) can afford to pay through finance raised (mortgage funded) against the rental or shared ownership income flow. See also '*Developer Payment*'. It is sometimes used in a looser context, for example in the setting out of financial contribution levels for payments in lieu of on-site affordable housing provision.

*Percentage (%) Reduction in Residual Land Value ('RLV')* - The percentage by which the residual land value falls as a result of the impacts from the range of affordable housing policy options. This is expressed as the fall in residual land value compared to a site that previously required zero affordable housing or a site that was required to provide affordable housing previously, but at a lower percentage.

*Planning obligations* - A legally enforceable obligation entered into under section 106 of the Town and Country Planning Act 1990 to mitigate the impacts of a development proposal.

*Planning-led Affordable Housing* - Affordable housing required on new market (private sale) housing developments of certain types (which are set locally – see "Threshold" and "Proportion" below) as set out by the National Planning Policy Framework (NPPF).

Planning Policy Statement 3: Housing ('PPS3') – Now obsolete national statement of the Government's planning policy on Housing – including the planning-led affordable housing we consider here. Superseded, as per all PPSs, by the National Planning Policy Framework – see National Planning Policy Framework ('NPPF').

Previously developed land ('PDL') - Land which is or was occupied by a permanent structure, including the curtilage of the developed land (although it should not be assumed that the whole of the curtilage should be developed) and any associated fixed surface infrastructure. This excludes: land that is or has been occupied by agricultural or forestry buildings; land that has been developed for minerals extraction or waste disposal by landfill purposes where provision for restoration has been made through development control procedures; land in built-up areas such as private residential gardens, parks, recreation grounds and allotments; and land that was previously-developed but where the remains of the permanent structure or fixed surface structure have blended into the landscape in the process of time.

## Q

## R

Rateable value ('RV') - The figure upon which the uniform business rate is charged.

Recycled Capital Grant ('RCG') - An internal fund within the accounts of a Registered Provider used to recycle SHG in accordance with Homes and Communities Agency policies and procedures.

Renewable Energy/Renewal Energy Measures - Measures which are required for developments to ensure that a proportion (often expressed as a % target) of total energy needs of the scheme are supplied through renewable sources (for example solar, wind, ground heat, biomass, etc) rather than through conventional energy supply means. Usually in the context of viability studies we are referring to small scale *on-site* measures or equipment that will supply a proportion of the development's needs. Increasingly, there are also moves to investigate the potential for larger developments or groups of developments to benefit from similar principles but through group/combined/communal schemes usually involving significant plant installations.

Rental value - The income that can be derived under a lease or tenancy for use of land or a building.

Residual Valuation - The process by which *Residual Land Value ('RLV')* is estimated. So called because it starts with the *GDV* at the top of the calculation and deducts all *Development Costs* and *Developer's Profit* so as to indicate the amount left remaining (hence "residual") for land purchase – including land value.

Residual Land Value ('RLV') - The amount left for land purchase once all development, finance, land costs and profit have been deducted from the *GDV*, normally expressed in monetary terms (£). This acknowledges the sum subtracted for affordable housing and other planning obligations where applicable. It is relevant to calculate land value in this way as land value is a direct result of what *scheme type* specifically can be created on a site, the issues that have to be dealt with to create it and costs associated with those.

Registered Provider ('RP') - This legal definition has replaced the previously recognised term of Registered Social Landlord (RSL) and incorporates most Housing Associations. However the new definition explicitly allows both profit and non-profit making social housing providers to be registered (with the Tenant Services Agency).

Regional Spatial Plan ('RSS') - The spatial plan for a region, promoted and managed by the relevant regional assembly, and in the case of London – the Mayor's 'London Plan'. It comprises higher level guidance which sub-regional and local authority level planning needs to take account of as a part of delivering strategic objectives for an area. See also Development Plan.

## **S**

Saved Policies - former *development plan* policies whose life has been extended pending the replacement plan being in place. A formal direction is required in order for policies to be saved.

Scheme Type - The scheme (development project) types modelled in the appraisals consist of either entirely flatted or housing schemes or schemes with a mix of houses and flats. They are notional, rather than actual, scheme types consistent with the strategic overview the study needs to make. They are also described as 'scenarios' or 'notional scenarios'.

Section 106 ('S.106') - (of the Town and Country Planning Act 1990). The legally binding planning agreement which runs with the interest in the land and requires the landowner (noting that ultimately the developer usually becomes the landowner) through covenants to agree to meet the various planning obligations once they implement the planning permission to which the *S106 agreement* relates. It usually sets out the principal affordable housing obligations, and is the usual tool by which planning-led affordable housing is secured by the Local Planning Authority. Section 106 of this Act refers to "agreements regulating development or use of land". These agreements often cover a range of planning obligations as well as affordable housing. There is a related type of agreement borne out of the same requirements and legislation – whereby a developer unilaterally offers a similar set of obligations, often in appeal or similar set of circumstances where a quick route to confirming a commitment to a set of obligations may be needed (a *Unilateral Undertaking* – a term not used in this study).

Shared Ownership - Shared ownership is an intermediate form of Affordable Housing and provides a way of buying a stake in a property where the purchaser cannot afford to buy it outright. They have sole occupancy rights.

Shared ownership properties are usually offered for sale by Registered Providers. The purchaser buys a share of a property and pays rent to the RP for the remainder. The monthly outgoings will include repayments on any mortgage taken out, plus rent on the part of the property retained by the housing association. Later, as the purchaser's financial circumstances change, they may be able to increase their share until they own the whole property (see '*stair-casing*' below). See also Affordable Housing.

Sliding Scale - Refers in this context to a set of affordable housing policies which require a lower *proportion* of affordable housing on the smallest sites, increasing with site size – to provide a graduated approach.

Special Protection Areas - Areas which have been identified as being of international importance for the breeding, feeding, wintering or the migration of rare and vulnerable species of birds found within European Union countries. They are European designated sites, classified under the Birds Directive.

Social Rented Housing – see 'Affordable Housing'

Stair-casing Receipt - Payment an RP receives when a shared ownership leaseholder (shared owner) acquires additional equity (a further share of the freehold) in a dwelling.

Supplementary Planning Document ('SPD') - Provides supplementary information in respect of the policies in Development Plan Documents, and their more detailed application. These do not form part of the development plan and are not subject to independent examination.

## I

Tenure/Tenure Type – the mode of occupation of a property – normally used in the context of varying *affordable housing* tenure types – in essence includes buying part or whole, and renting; although there are now many tenure models and variations which also include elements of buying and renting.

Tenure Mix - The tenure types of affordable housing provided on a site – refers to the balance between, for example, affordable rented accommodation and shared ownership or other *Intermediate* tenure.

Threshold - Affordable housing threshold i.e. the point (development scheme and/or site size) at which the local authority determines that affordable housing provision should be sought, or in this study context the potential points at which the local authority wishes to test viability with a view to considering and selecting future policy or policy options.

## U

## V

Valuation Office Agency ('VOA') - The Valuation Office Agency (VOA) is an executive agency of HM Revenue & Customs (HMRC). Their main functions are to compile and maintain the business rating and council tax valuation lists for England and Wales; value property in England, Wales and Scotland for the purposes of taxes administered by the HM Revenue & Customs; provide statutory and non-statutory property valuation services in England, Wales and Scotland; give policy advice to Ministers on property valuation matters. The VOA publishes twice-yearly Property

Market Reports that include data on residential and commercial property, and land values.

Value Level(s) ('VLs') - DSP usually carry out sensitivity testing based on a range of new build property values which represent typically found prices for ordinary new developments in the area at the time of the study research.

Viability - See *Development Viability*.

X

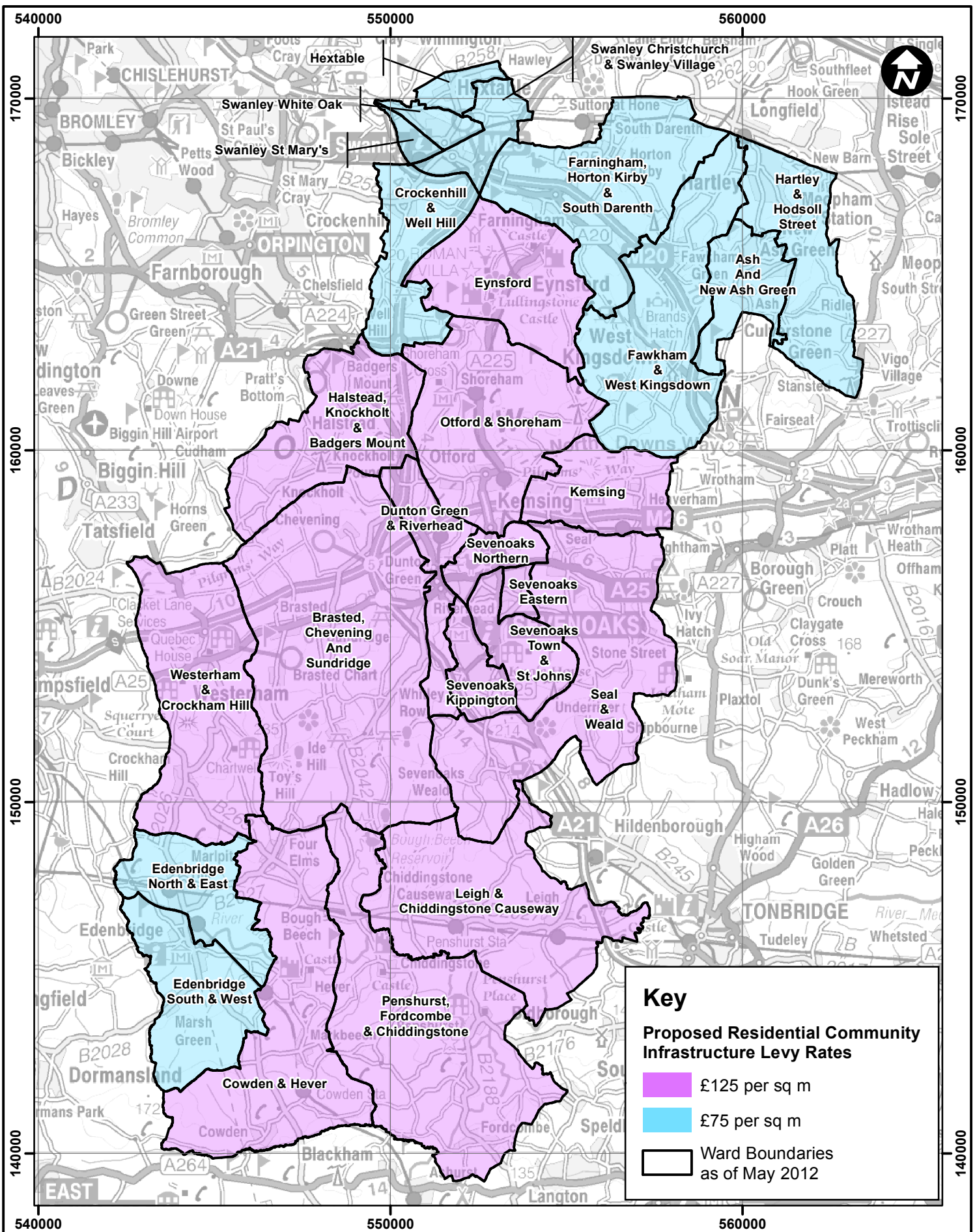
Y

Yields - As applied to different commercial elements of a scheme (i.e. office, retail, etc.) and is usually calculated as a year's rental income as a percentage of the value of the property.

Z

Appendix V  
CIL Rates Map





This map is based upon the Ordnance Survey material with the permission of Ordnance Survey on behalf of the Controller of Her Majesty's Stationery Office © Crown Copyright. Unauthorised reproduction infringes Crown copyright and may lead to prosecution or civil proceedings. Sevenoaks District Council, 100019428, 2011.

Proposed Residential Community Infrastructure Levy Rates

Sevenoaks District Council

Scale: 1:140,000

Date: May 2012

Preliminary Draft CIL Charging Schedule: Proposed Residential Community Infrastructure Levy Rates

Produced by the GIS Team, Sevenoaks District Council