

**Appendix D - Final Viability Report**

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# Rochford SHELAA Residential Viability Study

## Report

On behalf of **Rochford District Council**

Project Ref: 40092 | Rev: A | Date: July 2017

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Office Address: 10 Queen Square, Bristol, BS1 4NT  
T: +44 (0)117 332 7840 E: bristol@peterbrett.com



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	Name	Position	Signature	Date	
<b>Prepared by:</b>	Russ Porter/ Tom Marshall	Senior Associate / Consultant	TM	May 2017	
<b>Reviewed by:</b>	Russ Porter	Senior Associate	RP	May 2017	
<b>Approved by:</b>	Cristina Howick	Partner	CH	May 2017	
<b>For and on behalf of Peter Brett Associates LLP</b>					
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# 1 Introduction

## 1.1 Study Scope

- 1.1.1 Peter Brett Associates (PBA) has been asked by Rochford District Council (RDC) to carry out a high level viability assessment of the suitable and available residential sites that are identified in Rochford's Strategic Housing and Employment Land Availability Assessment (SHELAA).
- 1.1.2 The Council's SHELAA will inform the emerging Local Plan, by identifying the potential supply of housing land in the district over the next 15-20 years, and demonstrating that this supply is likely to be deliverable. It will form a critical part of the plan's evidence base, because in line with Government policy it is an established aim of the planning system to ensure that enough land is identified and brought forward for development.
- 1.1.3 As part of the SHELAA process, the Council have identified potential development sites from three sources:
- 13 sites with expired planning permissions
  - 38 sites for which there are long-standing development expectation but no planning permissions as yet, including allocated land in local development plan and Council-owned land and brownfield land with development potential.
  - 168 sites submitted to the Council by other parties, including in response to the Call for Sites or related exercises.
- 1.1.4 The Council has assessed the suitability and availability of those sites. It has asked PBA to assess their 'achievability' based on high-level testing of viability. This is in accordance with the National Planning Policy Framework (NPPF) and based on the method set out in the National Planning Policy Guidance (NPPG). In this national policy and guidance, the Government recognises that sites will come forward only if residual land values are high enough to encourage land owners to sell or develop land. The viability assessment tests whether this is the case, and therefore it is an essential element of the SHELAA.
- 1.1.5 This report relates to residential sites only. For employment land uses, the kind of viability assessment provided in this report is not relevant, for reasons explained in the next chapter. The Council is using other methods to assess whether employment sites have realistic prospects of coming forward.

## 1.2 Study Method

- 1.2.1 This study uses the PBA Viability Toolkit – which provides a 'snapshot in time', reflecting current market conditions to provide the most robust evidence possible. This method complies with the Harman Report (June 2012)<sup>1</sup> on viability testing Local Plans, which supports the use of Residual Value models for assessing the viability of sites allocated in Local Plans.
- 1.2.2 At the end of this report we draw the implications of the viability assessment, considering how far the District's identified supply capacity is capable of coming forward over the Plan period.

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<sup>1</sup> Local Housing Delivery Group Chaired by Sir John Harman (2012) Viability Testing Local Plans

### 1.3 Rochford Emerging Local Plan Viability Study

- 1.3.1 Alongside this report, PBA will be preparing a viability assessment of the emerging Local Plan. This will estimate the cumulative cost of policies in the emerging Local Plan, based on transparent and realistic assumptions which are explained in more detail.
- 1.3.2 Since the same assumptions have informed the SHELAA viability assessments in this report, when the PBA Local Plan Viability Study report is published, it should be read as a companion volume in conjunction with this SHELAA Viability Study report.

### 1.4 Disclaimer

- 1.4.1 Whilst high level viability assessments have been carried out for identified sites, it would be inappropriate to use these for any commercial valuation purpose, since the viability models are for strategic purposes, and have been designed as a tool to test policy as opposed to being formal valuations of planning application sites, normally carried out by the Valuation Office, Chartered Surveyors and Valuers. Therefore, general assumptions have been made and these have been detailed in this report.
- 1.4.2 It should also be noted that as per **Professional Standards 1 of the RICS Valuation Standards – Global and UK Edition<sup>2</sup>**, the advice expressly given in the preparation for, or during the course of negotiations or possible litigation does not form part of a formal “Red Book” valuation and should not be relied upon as such. **No responsibility whatsoever is accepted to any third party who may seek to rely on the content of the report for such purposes.**

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<sup>2</sup> RICS (January 2014) Valuation – Professional Standards, PS1 Compliance with standards and practice statements where a written valuation is provided

## 2 National Policy and Guidance

### 2.1 The National Planning Policy Framework

#### Overview

- 2.1.1 The National Planning Policy Framework (NPPF) does not state that all sites must be viable now in order to appear in Local Plans. But the first 5 year sites need to be available and achievable, which is considered through the testing results in **Chapter 6** of this report. In addition, the national framework over the plan period as whole is concerned to ensure that the bulk of the development proposed in the plan is not rendered unviable by unrealistic policy costs<sup>3</sup>. Such policy costs, as set out in the RDC Core Strategy (December 2011) and Development Management Plan (December 2014) are considered in **Chapter 3** of this report.
- 2.1.2 It is important to recognise that economic viability will be subject to economic and market variations over the Local Plan timescale. In a free market, where development is largely undertaken by the private sector, the Local Planning Authority can seek to provide suitable sites to meet the demand for sustainable development. It is not within the authority's control to ensure delivery actually takes place; this will depend on the willingness of a developer to invest and a landowner to release the land. So, in considering whether a site is deliverable now or developable in the future, the assumptions underpinning our viability assessment should be informed by a review of local market conditions
- 2.1.3 Within these general principles, which apply to all development, the NPPF sets out more detailed policies relating to deliverability and viability, which vary between housing and employment uses. We discuss these two land uses in turn below.

#### Housing

- 2.1.4 In relation to housing development, the NPPF creates the two concepts of 'deliverability' (which applies to residential sites which are expected in years 0-5 of the plan) and 'developability' (which applies to year 6 of the plan onwards). The NPPF defines these two terms as follows:

**To be deliverable**, *'sites should be available now, offer a suitable location for development now, and be achievable, with a realistic prospect that housing will be delivered on the site within five years and in particular that development of the site is viable.'*<sup>4</sup>

**To be developable**, sites expected from year 6 onwards should be able to demonstrate a *'reasonable prospect that the site is available and could be viably developed at the point envisaged'*.<sup>5</sup>

- 2.1.5 The NPPF advises that a more flexible approach may be taken to the sites coming forward from year 6 onwards. These sites might not be viable now and might instead only become viable at a future point in time (e.g. when a lease for the land expires or property values improve). This recognises the impact of economic cycles, variations in values and policy

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<sup>3</sup> See para 173 notes that plans should be deliverable, but importantly this goes onto state that the plans should not be subject to such a scale of obligation and policy burdens that their ability to be developed viably is threatened. This is clearly about ensuring that policy burden does not threaten viability and not necessarily that the development has to be viable even if there is not a high policy burden. For example, infrastructure requirements are understood and will not impede delivery (see NPPF para 160).

<sup>4</sup> Ibid (para 47, footnote 11) – note this study deals with the viability element only, the assessment of availability, suitability and achievability is dealt with by the client team as part of the site selection process for the SHELAA and other site work.

<sup>5</sup> Ibid (para 47, footnote 12)

changes over time. Consequently, some sites might be identified with marginal unviability however a small change in market conditions over the Plan may make them viable. Such sites could contribute to the Local Plan housing target in the later period of the Plan.

- 2.1.6 NPPF paragraph 14 makes very clear that there is a presumption in favour of sustainable development. This is set out in paragraph 49, which also says that the relevant policies for the supply of housing should not be considered up to date if the Local Planning Authority cannot demonstrate a five year supply of deliverable housing sites. The National Planning Practice Guidance (NPPG) is clear that authorities should have an identified five-year housing supply at all points during the plan period, and that housing requirement figures in up-to-date adopted Local Plans should be used as the starting point for calculating the five-year land supply. However, where the evidence supporting that housing requirement has become outdated, the latest information provided in the assessment of housing needs should be considered or the latest household projections used as a starting point; but it is important to recognise that neither of these will have been tested.<sup>6</sup>
- 2.1.7 It will be important for the Council to ensure that all the sites identified in the housing target for the plan period and the 5-year land requirement are viable as much as possible, to ensure that the plan is deliverable.

### Economic uses

- 2.1.8 With regard to economic land uses, the NPPF states that Local Planning Authorities:

*'...should have a clear understanding of business needs within the economic markets operating in and across their area. To achieve this, they should... understand their changing needs and identify and address barriers to investment, including a lack of housing, infrastructure or viability'.*

- 2.1.9 This is quite different to housing. In relation to non-residential development local authorities are expected to have a general understanding of possible obstacles to delivery, including viability. But they are not under specific requirements to predict the timing of delivery, or demonstrate that sites are deliverable / developable according to precise criteria or within a given time frame.
- 2.1.10 In relation to employment uses specifically, the NPPF also advises that *'planning policies should avoid the long term protection of sites allocated for employment use where there is no reasonable prospect of a site being used for that purpose'*<sup>7</sup>. Again this is a less demanding test than for housing. It implies that authorities should allocate sites for employment only if they expect those sites to be viable to develop (or, if already built up, viable to maintain) for employment uses. But for economic uses, unlike housing, this requirement relates to the plan period as a whole; there is no requirement that sites be viable now or in the next five years<sup>8</sup>.
- 2.1.11 For example, commercial property market works differently to the residential one. Consequently, the achievability of non-residential sites remains important but this requires a different method to the viability assessments which often suggest that speculative development for employment uses is not viable, because the open market value of the completed development would be below the cost of delivering it. The implication is that the development would not be worthwhile for an institutional investor. But for an owner-occupied or pre-let development, the same scheme may well be worthwhile. This may be because the property is worth more to the business than its open market price, for example because its location or other features are an especially good match to the requirements of a particular

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<sup>6</sup> NPPG – 3-030-20140306

<sup>7</sup> NPPF para 22.

<sup>8</sup> See NPPF para 47

business. They cannot be captured in a standard viability appraisal, because they are specific to individual occupier businesses and individual sites.

- 2.1.12 The upshot is that many sites may be successfully developed for employment uses when a standard viability assessment would suggest that they are not viable for such development. Therefore, a standard viability assessment is not necessarily a helpful tool for predicting which sites will be successfully delivered in the future. To assess the prospects of individual sites, authorities use different evidence, comprising both market indicators and qualitative criteria.
- 2.1.13 In summary, non-residential development, including for employment uses, does not lend itself to standard viability assessment that is used for housing. There are two reasons for this. Firstly, the NPPF sets out specific requirements in relation to housing land supply that do not apply to other land uses. Secondly, non-residential property markets, including employment, work differently to housing markets. This is why the present report only relates to housing and does not consider employment sites, which have been considered through a separate exercise in the Council's Employment Land Study Update 2014 undertaken by GVA.

## 2.2 National Planning Guidance

- 2.2.1 National Planning Practice Guidance (NPPG) provides guidance on the method for undertaking a SHELAA. Within Stage 2 of the method, this includes assessing the viability of sites.
- 2.2.2 NPPG identifies economic viability as a key aspect of identifying the achievability of sites, as set out in the following paragraphs:

*'...assessing the suitability, availability and achievability of sites, including whether the site is economically viable will provide the information on which the judgement can be made in the plan-making context as to whether a site can be considered deliverable over the plan period.'*<sup>9</sup>

*'A site is considered achievable for development where there is a reasonable prospect that the particular type of development will be developed on the site at a particular point in time. This is essentially a judgement about the economic viability of a site, and the capacity of the developer to complete and let or sell the development over a certain period.'*

## 2.3 Defining Viability: the Harman Report

- 2.3.1 The cross industry and CLG supported Harman Report<sup>10</sup> provides detailed guidance regarding viability testing and in particular provides practical advice for planning practitioners on developing viable Local Plans which limits delivery risk. Along with the NPPG, the Harman Report forms the basis to our approach in this report.
- 2.3.2 The Harman Report defines viability as:

*'An individual development can be said to be viable if, after taking account of all costs, including central and local government policy and regulatory costs, and the cost and availability of development finance, the scheme provides a competitive return to the developer to ensure that development takes place, and generates a land value sufficient to persuade the land owner to sell the land for the development proposed.'*

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<sup>9</sup> NPPG – 3-018-20140306

<sup>10</sup> Local Housing Delivery Group Chaired by Sir John Harman (2012) Viability Testing Local Plans

## 3 Local Policy Impacts on Viability

### 3.1 Introduction

- 3.1.1 In identifying the implications of local policies on development viability, PBA have reviewed the planning policies in the RDC Core Strategy (adopted in 2011) and the Development Management Plan (adopted in 2014), to identify policies that might have a cost implication, and hence an impact on viability.
- 3.1.2 All the policies have been assessed to determine whether there is likely to be a cost implication over and above that required by the market to deliver the defined development. For those policies where there will be, or could be, a cost implication, PBA have undertaken a broad assessment of the nature of that cost, including whether the cost is likely to be district-wide or site specific, whether costs are related to specific timescales or apply for the entire life of the plan and whether costs are likely to be incurred directly by the developer through on site or off site development, or via financial contributions made by the developer to other agencies or developers towards wider schemes within the district.
- 3.1.3 The Council are intending to introduce a CIL charge based on future testing, which will impact on viability but since the amount of CIL to be charged is yet to be tested, no account of this is considered in this report. Also, a review of the emerging Local Plan options that the Council are currently considering will be carried out as part of the Local Plan testing work that was mentioned in **Chapter 1**, but this has not been reflected in this report.

### 3.2 Review of Local Planning Policies

- 3.2.1 **Table 3.1** and **Table 3.2** set out the results of our review, analysing policies in the adopted Core Strategy (CS) and the Development Management Plan (DMP). For each policy, the tables show if it is expected to impact on the cost of residential development, and if so what the additional costs are and how they are dealt with in our viability assessment.
- 3.2.2 The tables do not cover the site specific policies in the CS Policy H1 – Appendix H1 and four Development Plan Documents, which principally focus on the acceptability of development in line with the CS, which are considered as part of the screening test to identify the suitable and available sites. They have therefore not been reviewed here but are will considered and tested through the companion Local Plan Viability Report.
- 3.2.3 The tables use a 'traffic light' system. A green colour indicates the assessed policy to have been assumed as incurring no cost and therefore negating a need to test, amber indicates either no impact or a slight impact able to be addressed through design with little bearing on viability, and red means that the policy would have some bearing on the viability of sites and should be included when assessing the potential residential sites achievability.

Table 3.1 Viability Policy Matrix for the Rochford Core Strategy Adopted Version (Dec 2011)

Core Strategy policy	Cost impact?	Nature of costs	How has this been treated?
H1 The efficient use of land for housing	<b>Yes</b>	Priority to reuse previously developed land, which has the potential for contamination, compared to developing greenfield sites. Redevelopment of Stambridge Mills requires flood mitigation measures, with viability implications for this site.	Included in the testing.
H2 Extensions to residential envelopes and phasing	<b>Potentially</b>	Sets out the extensions to settlements which will be the main locations for growth between 2015-2021.	It is important that the testing consider these areas as the main locations for growth and uses values in these areas.

Core Strategy policy	Cost impact?	Nature of costs	How has this been treated?
H3 Extension to residential envelopes post-2021	Potentially	Sets out the extensions to 3 urban areas which will be the main locations for growth post-2021.	It is important that the testing consider these areas as the main locations for growth and uses values in these areas.
H4 Affordable housing	Yes	35% affordable housing on sites of 15 or more units 80% social housing; 20% intermediate housing	Included in the viability assessments.
H5 Dwelling types	Yes	Proportion (unspecified) of affordable housing provision will be 3 bed dwellings. Mix of dwelling types will reflect local need. Developers need to consult Councils Housing Strategy team. Housing mix not specific in CS policy.	Included in the viability assessments
H6 Lifetime Homes	Yes	All new housing developments comply with Lifetime Homes Standard. 3% new dwellings on sites of 30 dwellings or more – full wheelchair accessibility standards. For sites between 10 and 30 dwellings at least 1 dwelling – full wheelchair accessibility standards.	Included in the viability assessments and have matched it to current Building Regs Part M standards.
H7 Gypsy and Traveller Accommodation	No		
CP1 – CP3 Design and Historic Environment policies	No		
GB1 – GB2 Green Belt policies	No		
URV1 – URV2 – Natural Environment Site policies	No		
ENV1 – ENV3 – Natural & Historic Environment policies & Flood Risk	Potentially	The Council will continue to work with the Environment Agency to manage flood risk through opportunities to make space for water.	Factored into site 'opening up' costs and FRA constraint extra over costs
ENV4 – Sustainable Drainage Systems	Potentially	Housing development over 10 units will incorporate runoff control via SUDS, which could increase development costs. See <b>Table 3.2</b> below regarding DM policy relating to smaller sites and surface water.	Factored into site 'opening up' costs and FRA constraint extra over costs.
ENV5 – ENV7 – Environment policies	No		
ENV8 – On-Site Renewable and Low Carbon Energy Generation	Yes	Developments of 5 or more dwellings or non-residential developments of 1000+ sqm should secure at least 10% of their energy from decentralised and renewable or low-carbon sources.	This policy requirement could have cost implications for any development of this size. PBA will include this policy in the viability assessments.
ENV9 – Code for Sustainable Homes	Yes	From 2016 developments will be expected to meet the zero carbon target, which would have cost implications for all developments.	This is no longer applicable since such standards are to be absorbed into Building Regulations as a standard build cost so they will not be an exceptional cost.
ENV10 - BREEAM	Yes	Non-residential buildings to meet BREEAM 'Very Good'.	This does not affect the delivery of housing sites so the policy is not

Core Strategy policy	Cost impact?	Nature of costs	How has this been treated?
		The Eco-Enterprise Centre to meet 'Excellent' rating.	considered in this report as noted in paragraph 2.1.8 onwards.
ENV11 – Contaminated Land	Potentially	Where contamination is known for specific sites, there will potentially be a cost relating to remediation of the site.	To be factored into assumptions relating to 'abnormal' costs.
CLT1 – Planning Obligations and Standard Charges	Yes	Residential and employment development will be required to contribute to infrastructure as set out in Appendix CLT1 through Standard Charges.	An allowance for planning obligations based on past rates has been included.
CLT2 – Primary Education, Early Years and Childcare Facilities	Potentially	1.1ha of land within new residential areas of both Rayleigh and West Rochford (Policy H2) for new single-form entry primary schools with early years and childcare facilities. In addition, new early years and childcare facility for any redevelopment in centre of Hockley. Developer contributions will be sought and Standard Charges applied as per Policy CLT1	The site at Rayleigh now has planning permission. The site at Rochford is being delivered. For all other sites, an allowance for planning obligations based on past rates has been included.
CLT3 – Secondary Education	Potentially	3ha of land within new development Ashingdon to expand King Edmund School. In addition, new development in East Ashingdon – incorporate improved access to King Edmund School Developer contributions via Standard Charges for expansion of schools as per Policy CLT1	The site at in East Ashingdon has been delivered. For all other sites, an allowance for planning obligations based on past rates has been included.
CLT4 - Healthcare	Potentially	New residential developments over 50 dwellings and non-residential over 1000 square metres – where impact on healthcare facilities, developers required to address negative effects	An allowance for planning obligations based on past rates has been included.
CLT5 - Open Space	Potentially	New public open space for new residential development to meet need. Standard Charges may be applied as per Policy CLT1.	An allowance for planning obligations based on past rates has been included.
CLT6 & 8 – Community Facilities	Potentially	Council may require facilities within new residential development. Standard Charges may be applied as per Policy CLT1.	An allowance for planning obligations based on past rates has been included.
CLT7 – Play Space	Potentially	New residential developments will incorporate play space in line with Play Strategy Standard Charges may be applied as per Policy CLT1.	An allowance for planning obligations based on past rates has been included.
CLT8 – CLT11 – Leisure Facilities & Tourism	No		
T1 – T7 – Highways policies	Potentially	T1: Developer contributions will be sought where necessary	An allowance for planning obligations based on past rates has been included.
T8 – Parking Standards	No		
ED1 – ED4 – Employment policies	No		
RTC1 – RTC6 – Retail policies	No		

Table 3.2 Viability Policy Matrix for the Development Management Plan (Dec'14) (where applicable)

Development Management Plan policies	Cost impact?	Nature of costs	How has this been treated?
Policy DM1 – Design of New Developments	Yes	The design of new developments should promote the character of the locality including surrounding natural and built environment and residential amenity, without discouraging originality, innovation or initiative.	Included in the testing.
Policy DM2 – Density of New Developments	Yes	The density across a site should be a minimum of 30 dwellings per hectare, unless exceptional circumstances can be satisfactorily demonstrated.	All sites bar two which have been capped, have been have been tested at 35 dph. Also, town centre areas and brownfield land sites can be delivered at much higher densities, although this has not been tested here.
Policy DM3 – Infilling and Residential Intensification	Potentially	Proposals for infilling, residential intensification or 'backland' development must demonstrate a number of design features	No additional cost since this will be through usual design.
Policy DM4 – Habitable Floorspace for New Developments	No	New dwellings (both market and affordable housing) must adhere to the minimum habitable floorspace standards set out in Table 3, unless it can be clearly demonstrated to be unviable or undeliverable.	The council now apply the national technical housing standards, which is considered through the testing.
Policy DM5 – Light Pollution	No	Applicants should take into consideration the environmental zone where a development is being proposed and the corresponding lighting thresholds	No additional cost since this will be through usual design.
Policy DM25 – Trees and Woodlands	Yes	Development should seek to conserve and enhance existing trees and woodlands, particularly Ancient Woodland.	Factored into site 'opening up' costs
Policy DM28 – Sustainable Drainage Systems (SUDs)	Yes	In cases where there is a perceived risk of flooding from surface water run-off arising from the development of 10 residential units or fewer, the Local Planning Authority will require the submission of a flood risk assessment to ensure that any risk of flooding is not increased by surface water runoff arising from the site. Any SUDs identified as being needed, will be required to be incorporated into developments	Factored into site 'opening up' costs and FRA constraint extra over costs
Policy DM30 – Parking Standards	Yes	The parking standards will be applied for all new developments. This applies minimum parking standards for residential development.	Will be allowed for in current values and costs.
Policy DM31 – Traffic Management	No	Any new major developments must include appropriate traffic management measures to facilitate the safe and efficient movement of people and goods	Factored into site 'opening up' costs and S106s.

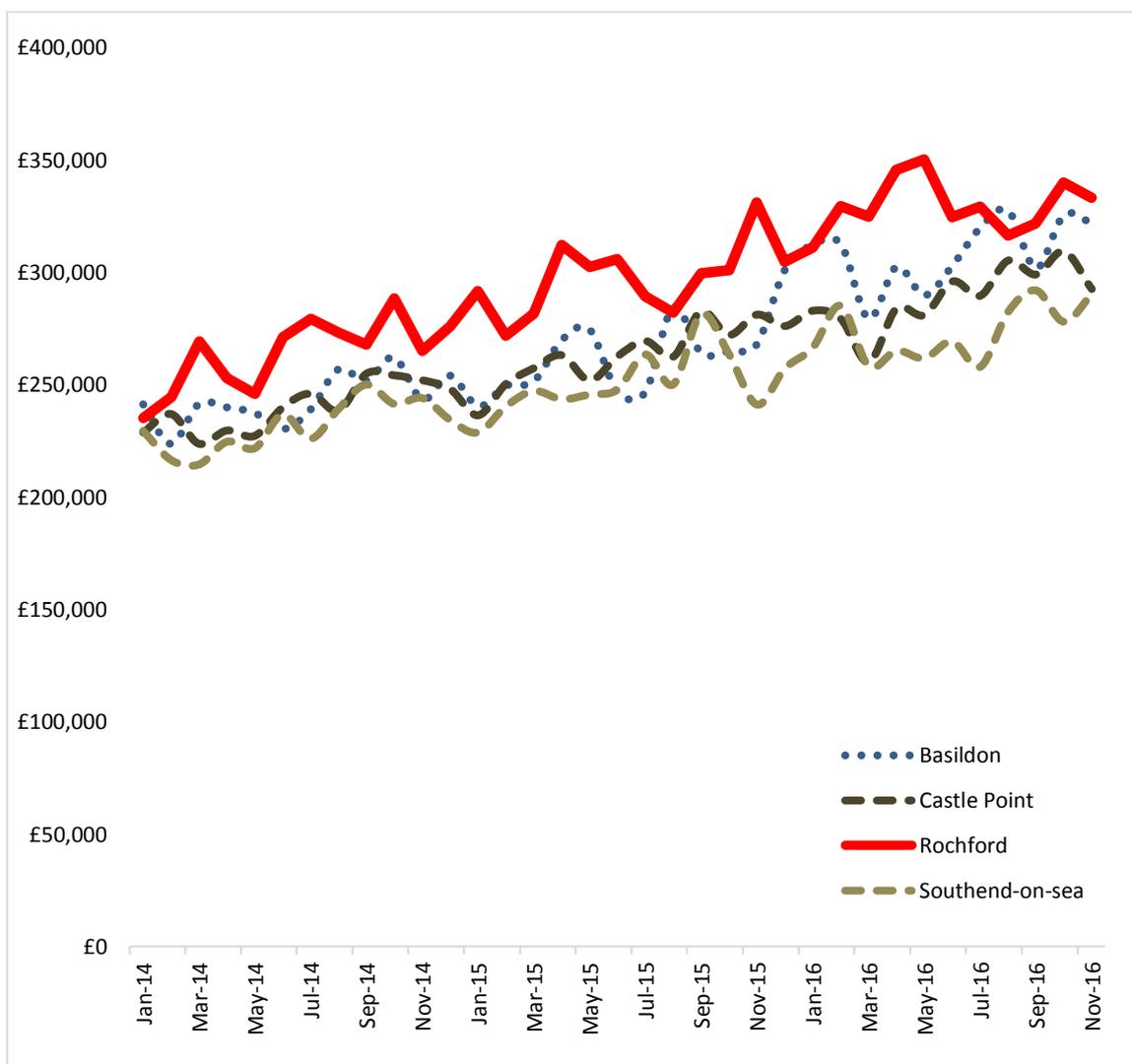
## 4 Local Market Context

### 4.1 The Wider Market

4.1.1 This section provides a brief summary of the development context and market conditions in Rochford district and surrounding authority areas in the South Essex Housing Market Area.

4.1.2 **Figure 4.1** compares average sales price and trend between January 2014 and June 2016 in Rochford and neighbouring authorities, using Land Registry data. The figure indicates that average values have risen consistently over the two-year period.

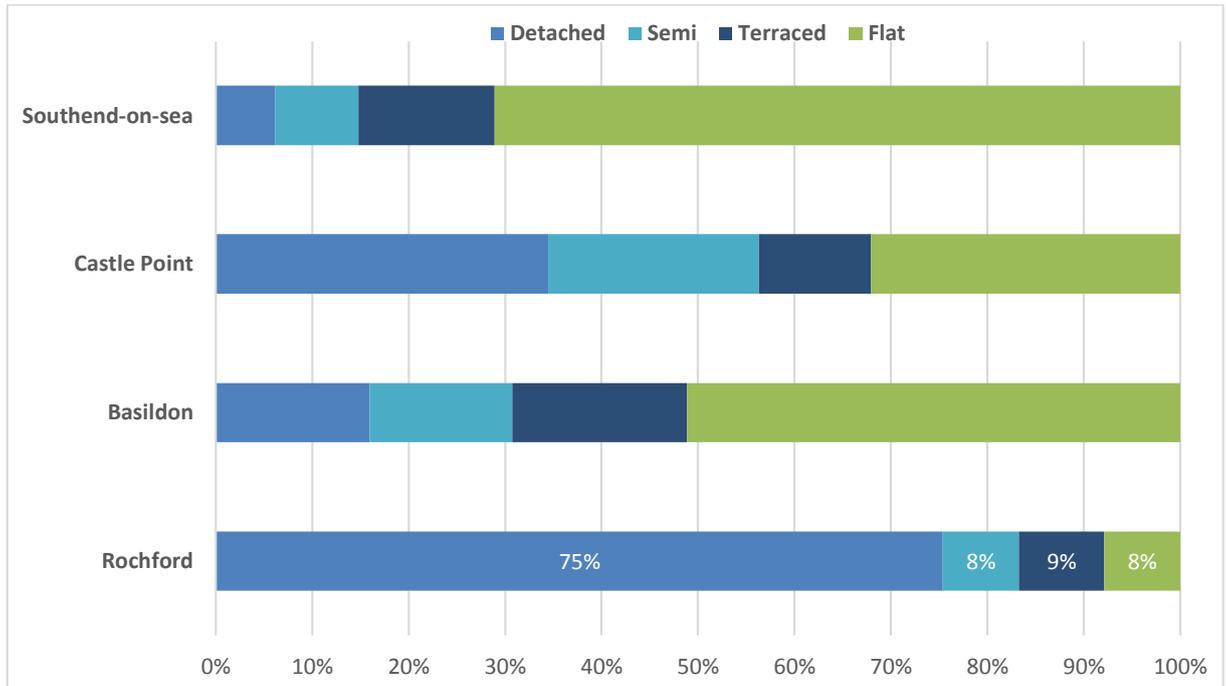
Figure 4.1 Average sales value trend of (new and existing) residential units



Source: Land Registry

4.1.3 **Figure 4.2** indicates that over 90% of new properties sold in Rochford since January 2014 have been houses, as opposed to flats. Further still three-quarters of those sold have been detached houses. This is in stark contrast to many of its neighbours, where smaller units such as flats and terraced houses have been more popular.

Figure 4.2 Proportion of sales of new residential unit by type between Jan'14 to Jun'16

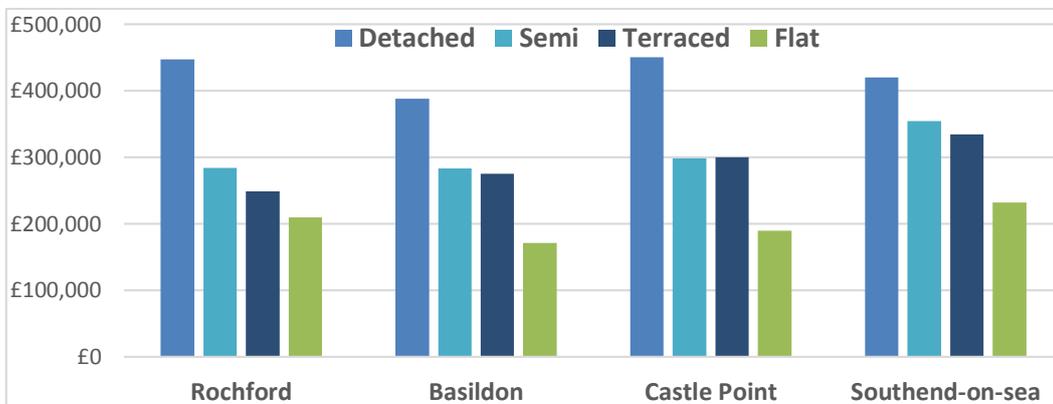


Source: Land Registry

4.1.4 This preference for larger units is reflected in the latest housing statistics in RDC's 2016 Authority Monitoring Report which shows that all dwellings in 2014/2015 were completed at a density no greater than 50 dwellings per hectare, with the majority completed at less than 30 dwellings per hectare<sup>11</sup>.

4.1.5 Average sales prices are taken for different new property types over the period January 2014 to June 2016, and compared with neighbouring authority areas in **Figure 4.3**. It can be seen that the average sales price of all properties are broadly in line with other authorities in this area.

Figure 4.3 Sales values of residential units by district area between Jan'14 to Jun'16

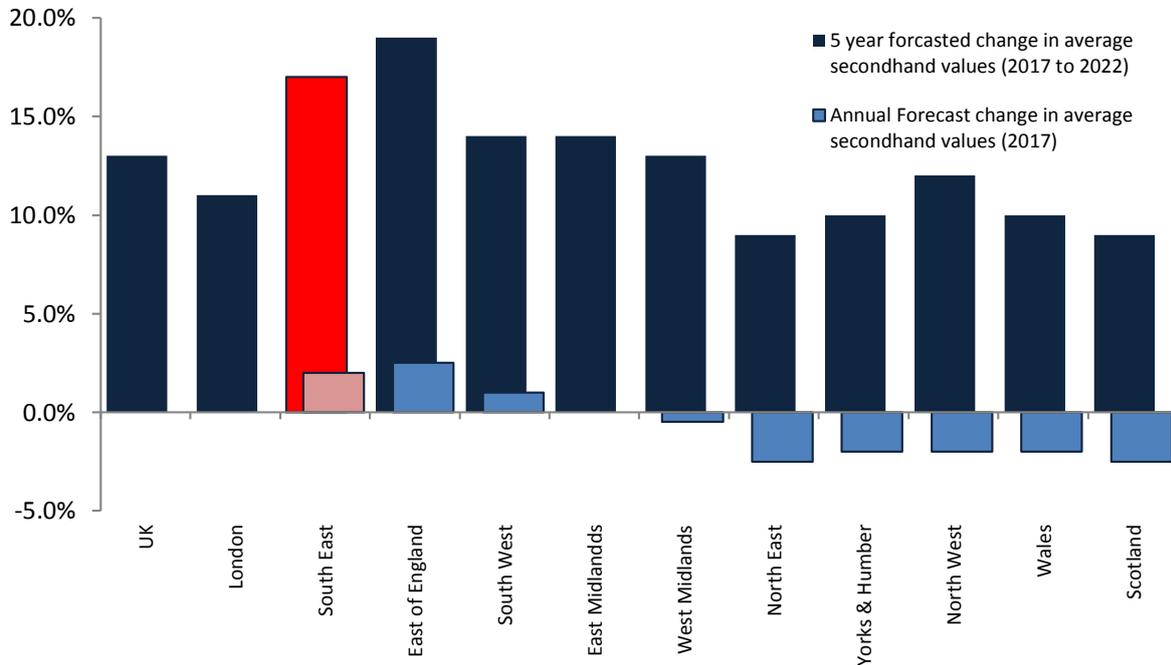


Source: Land Registry

<sup>11</sup> Rochford District Council (2016), Housing Statistics (August 2016)

4.1.6 Whilst guidance on viability dictates that decisions on costs and values must be made on current data, it is useful to gain an understanding of likely future residential values. Looking forward in **Figure 4.4**, the latest projections of house prices prepared by Savills in their Residential Property Focus<sup>12</sup>, shows that the South East, which includes Rochford, is expected to grow at the second highest rate of any area in the UK (17%), higher than the UK average (13%) and London (11%).

Figure 4.4 Projected regional increases in average resale residential values



Source: Savills World Research (2016), Residential Property Focus 2016 Q4

## 4.2 Rochford District House Prices

### Average sales values

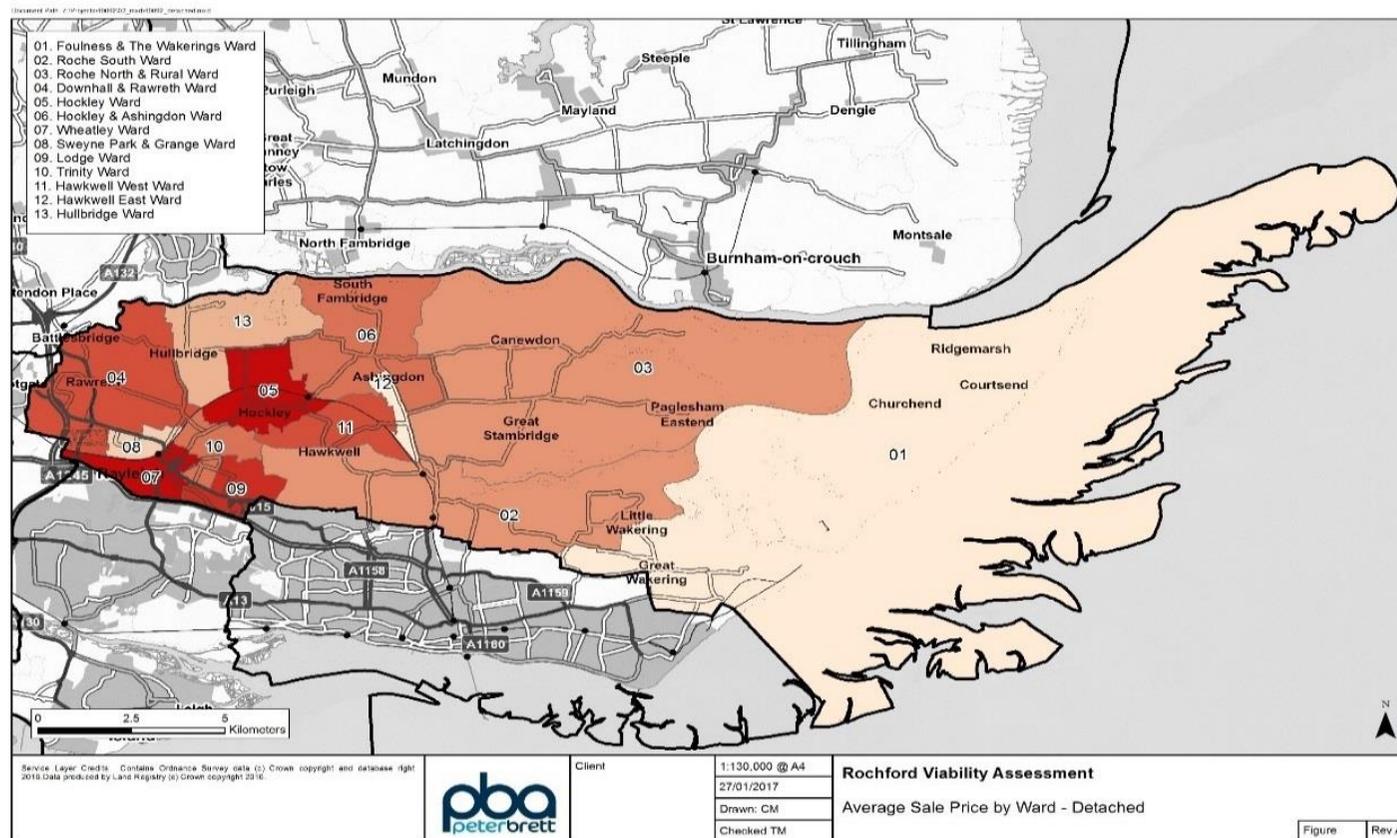
4.2.1 Land Registry data of transactions between January 2014 and June 2016 by wards within the district for different unit types (detached, semidetached, terraced and flats sales) are shown in the form of ‘heatmaps’ in **Figures 4.5, 4.6, 4.7 and 4.8**. Postcodes with lighter shading refer to areas where values are lower compared with darker areas where the average is higher. The results are presented separately for each dwelling type to avoid skewing the data by an over representation of a particular type.

4.2.2 This exercise is important in regards to Local Plan testing or identifying a scope for CIL as clearly defined locations where there are significantly different sales values could necessitate a requirement for different policies or CIL rates. Guidance states that “*Charging authorities can set differential rates for different geographical zones provided that those zones are defined by reference to the economic viability of development within them.*”<sup>13</sup>

<sup>12</sup> Residential Property Focus 2016 Q4, Savills Research (2016)

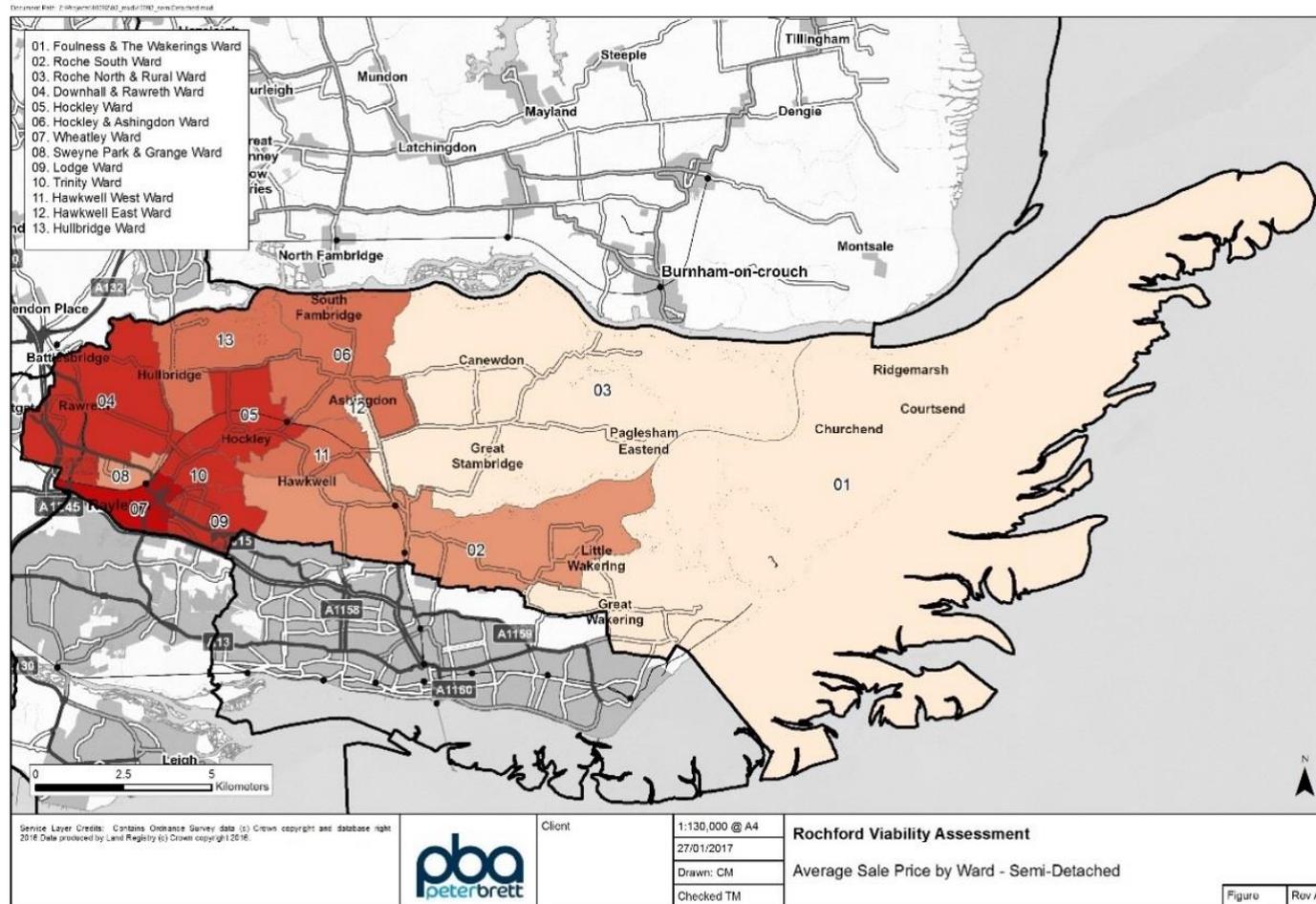
<sup>13</sup> DCLG (2016) Community Infrastructure Levy Guidance (para 34)

Figure 4.5 Spread of average prices for new detached houses between Jan'14 to Jun'16



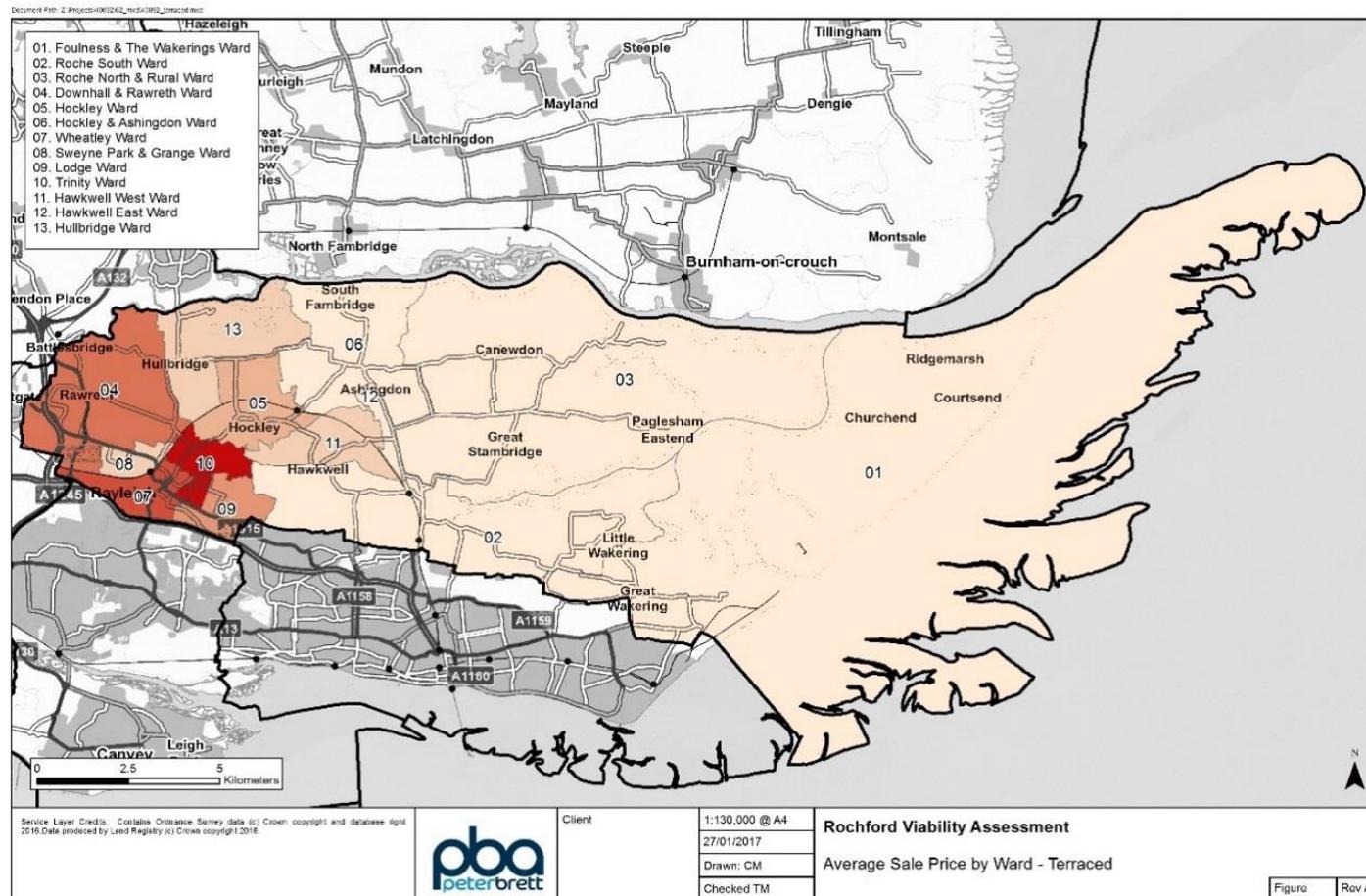
Source: Land Registry data

Figure 4.6 Spread of average prices for new semidetached houses between Jan'14 to Jun'16



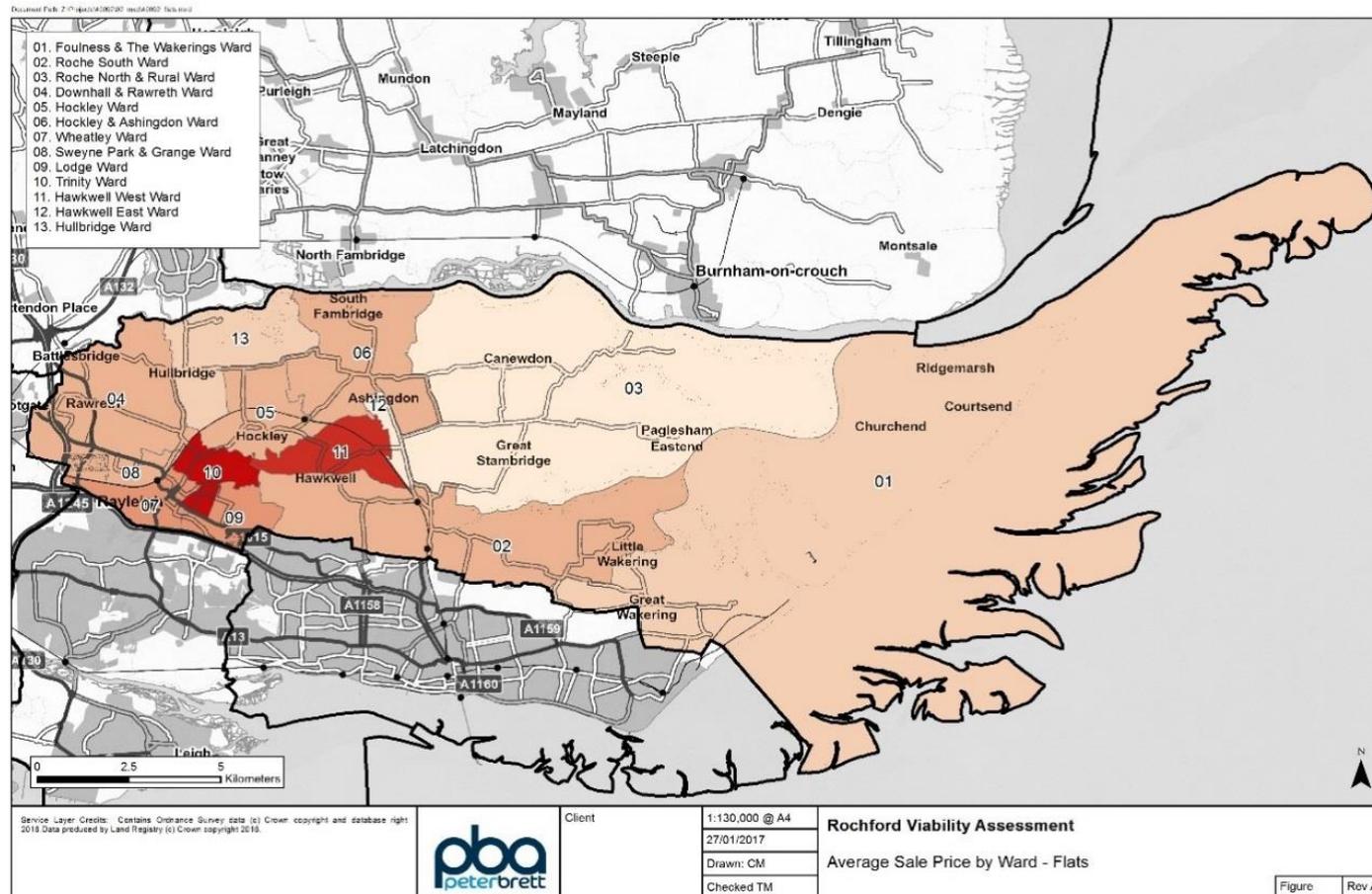
Source: Land Registry data

Figure 4.7 Spread of average prices for new terraced houses between Jan'14 to Jun'16



Source: Land Registry data

Figure 4.8 Spread of average prices for new flats houses between Jan'14 to Jun'16



Source: Land Registry data

- 4.2.3 Looking across each of the heatmaps a number of patterns become noticeable. In particular, key settlements, such as Rayleigh, Rochford and Hockley demonstrate higher values compared to locations in the east of the district.
- 4.2.4 From looking at past values achieved, it is possible to form two broad value areas split east and west of Rochford district. These two broad value areas can be identified by the following postcode sectors in the as follows:
- West of Rochford district includes postcode sectors: SS2 5, SS5 4, SS5 5, SS5 6, SS5 8, SS6 7, SS6 8, SS6 9, SS9 5 & SS11 8; and
  - East of Rochford district includes postcode sectors: SS3 0, SS3 9, SS4 1, SS4 2 & SS4 3.

### Sales values per square metre

- 4.2.5 The analysis so far has been based on the average prices achieved for residential units. Whilst this analysis is useful, it does not consider the size of properties, which will affect the values. For instance, it would be reasonable to assume that, all things being equal, larger properties attract higher values than smaller ones. It is also reasonable to assume that property sizes are likely to be larger, in general, in rural areas compared to their urban counterparts. Therefore, to provide a better comparison, it is important to gain an understanding of sales values per square metre.
- 4.2.6 By using Land Registry data for recently sold new properties, it is possible to identify the corresponding floorspace of each property from their Energy Performance Certificate (EPC). Using both sources, it is possible to ascertain the average achieved per square metre sales value, as preferred by the development industry in assessing their viability. PBA have analysed a sample of almost 300 new build transactions and their property sizes in Rochford district dating back to January 2014, which are shown in **Appendix B**.
- 4.2.7 The averages of these new build sales values by square metre for houses and flats has been separated into the two value areas identified in the previous section, and these averages are shown in **Table 4.1** below. While the sample for houses is robust, that for flats is small – comprising just 17 flats in the West and 7 flats in the East, of which one is an outlier. Therefore, the data on flats should be treated with caution.

Table 4.1 Residential average sales values in Rochford between Jan'14 to Jun'16

Value area	House	Flat
West (£ per sqm)	£3,228	£3,320
East (£ per sqm)	£2,693	£2,781
Count of units	270	24

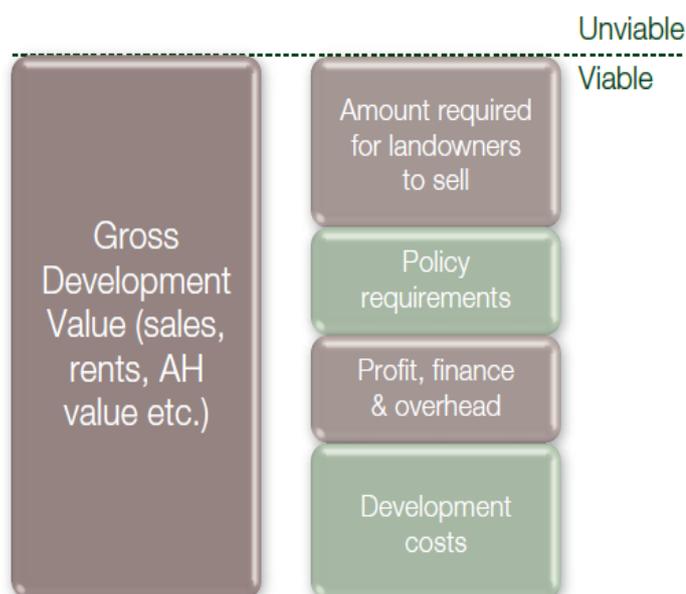
Source: PBA Research using Land Registry data and EPC database

## 5 Viability Assessment: Method and Assumptions

### 5.1 Viability Assessment Method

- 5.1.1 The PBA development viability model was used to test the achievability of SHELAA sites based on their likely development values and costs, based on establishing a residual land value. This approach takes the difference between development values and costs, including any policy costs, and compares the 'residual value' (i.e. what is left over after the cost of building the site is deducted from the potential sales value of the completed site/buildings) with a benchmark/threshold land value a landowner would accept to bring the site to market for development).
- 5.1.2 This is a standard approach, which is advocated by the Harman Report<sup>14</sup>, as illustrated in the **Figure 5.1**. An example of the PBA SHELAA site development viability assessment is provided in **Appendix A**.

Figure 5.1 Approach to residual land value assessment



Source: Harman Report (2012)

- 5.1.3 Since it would be beyond the scope to itemise the characteristics of every site for assessing viability for the purposes of Local Plan testing, a 'high level' approach is used, in line with national guidance. This approach is based on general assumptions (which have been detailed in this report), and it takes account of those characteristics of each site that were collected by the Council through the SHELAA process, along with the value area the site is located in, as defined in the last chapter (paragraph 4.2.4).
- 5.1.4 The viability methodology applied is appropriate for whole plan and SHELAA analysis purposes. But it should not be used to appraise individual development proposals, because it does not take account of site-specific characteristics that in practice will impact on costs and

<sup>14</sup> Local Housing Delivery Group Chaired by Sir John Harman (2012) Viability Testing Local Plans

values at each site. Therefore, our viability assessments in this report are necessarily broad approximations, subject to a margin of uncertainty.

### SHELAA site characteristics

- 5.1.5 Information provided by the Council relating to each of the suitable and available sites, which has informed the viability assessment, include the following information:
- Location, which informs which value area the site is situated;
  - Gross and net developable site area;
  - Yield, which is the number of potential new dwellings which would come to the market, is estimated using the site area and the presumption of sites developed at a density of 35 dwellings per hectare unless specified as a maximum target in the Core Strategy such as for sites SER1 and SER8;
  - Type of site, in terms of being a greenfield, brownfield or mixed (part developed) site; and
  - Level of flood risk, and other potential obstacles (where known).

## 5.2 Viability Assumptions

- 5.2.1 Aside from the recorded characteristics, PBA has used a range of other assumptions in testing viability. These are summarised in this section.

### Site mix

- 5.2.2 For the purpose of testing, the housing mix within each SHELAA site is assumed to closely reflect the findings from the South Essex Strategic Housing Market Assessment (SHMA) 2016, with the tested mix set out in **Table 5.1**.

Table 5.1 Tested mix of units

	Detached	Semi	Terraced	Flats
<b>1 bed</b>				10%
<b>2 bed</b>		23%	3%	5%
<b>3 bed</b>	20%	23%	3%	
<b>4 bed</b>	9%	4%		
<b>5+ bed</b>	1%			

Source: SHMA 2016 Figure 8.12

- 5.2.3 In practice to would be unrealistic to assume that all sites will reflect this mix precisely. Using the gross and net site areas and housing density as a guide, a variable mix of unit types have been assumed to best fit with the proposed site. For instance, sites with less than 40 dwellings per hectare are likely to be comprised of solely housing development, which is then split between 2, 3 and 4+ bed units.
- 5.2.4 It is assumed that the same mix and housing types apply to both open market and affordable units.

## Sales values

- 5.2.5 The values tested are shown in **Table 5.2**. They are based on the analysis at **Chapter 4** above, which assessed open market values for houses and flats and identified two distinct residential value areas within the district (east and west). For houses, we have used different values for each value area. But for flats we have used a single value across the district. This is partly because, although there may be a slight difference in values east and west of the district, it was felt that the sample sizes were too small to accurately differentiate this. Also, generally open market flatted schemes tend to do better in locations close to transport hubs, town centres and key amenities, which is more likely to have an impact on their value than the general area where they are located. For this these reasons, a single value is applied across all of Rochford.

Table 5.2 Tested average Open Market residential sales value, per sqm

Value area	Houses	Flats
West	£3,200	£3,275
East	£2,800	

Source: PBA derived from Land Registry and EPC data

## Build costs

- 5.2.6 Residential build costs are from the Build Cost Information Service (BCIS), which is published by the Royal Institution of Chartered Surveyors (RICS), using their median actual tender prices for new builds in the market place sampled over a 15-year period. Prices have been rebased to Essex values (using BCIS tender price adjustments) to better reflect local costs.<sup>15</sup>
- 5.2.7 The data is for second quarter 2016 prices. This is the most recent data (at the time of the report) that reflects actual construction projects, as opposed to forecasts. It also reasonably aligns with the tested sales values, which were averages for the period between January 2014 and June 2016.
- 5.2.8 Volume and regional house builders are able to operate within the median cost figures comfortably, especially given that they are likely to achieve significant economies of scale in the purchase of materials and the use of labour. Many smaller and medium sized developers of houses are usually unable to attain the same economies, so their construction costs may be higher as shown in **Table 5.3**, which reflects the higher costs for schemes with 3 or less houses (taken from BCIS) and for 4-14 houses which is treated as a mid-point between the large (15+ units, also taken from BCIS) and small schemes.
- 5.2.9 The build costs used in the appraisal are shown in **Table 5.3**.

Table 5.3 Tested median build costs at Q2 2016 tender prices

Build cost type	Cost per sqm
Flats / Apartments	£1,276
Houses (small house builder 3 and under)	£1,348
Houses (medium house builder 4 to 14)	£1,222
Houses (large house builder 15 and above)	£1,096

<sup>15</sup> It is observed that the average build costs for Rochford are far higher than may typically be seen using BCIS for other locations. The BCIS index for Rochford is 119 compared with 105 for Essex, which is likely to reflect poor sampling in the BCIS data. Therefore, the average build costs prices for Essex have been used as a substitute.

Source: PBA derived from BCIS

### Other development costs

5.2.10 The BCIS build costs are exclusive of external works, fees, contingencies, VAT and finance charges, plus other revenue costs. For these, the following assumptions are applied:

- **Externals:** 10% of build costs
- **Professional fees:** 8% of build cost plus externals
- **Contingency:** 4% of build cost plus externals
- **Opening up costs:** Is based on the following scale:
  - Sites less than 200 units: £5,000 per unit
  - Sites between 200 and 499 units: £10,000 per unit
  - Sites of 500 units and over: £17,000 per unit
- **Sales fees** (including legal, agents and marketing fees): at the rate of 3% of the open market unit GDV
- **Developer profit:** 20% of open market residential sales value for open market housing and 6% of affordable housing GDV for affordable housing.
- **Finance:** each site calculates the interaction of costs and values subject to a monthly cashflow using a finance cost 6.5% per annum.

### Abnormal site costs

5.2.11 The testing acknowledges that previously developed land may have additional costs to develop, relating to land remediation and contamination, that may not apply to greenfield sites. The additional costs have been informed by HCA guidance<sup>16</sup>. They are applied to the SHELAA sites according to their identified sites characteristics are:

- Brownfield (industrial/retail/car park/storage uses, etc): £300,000 per net developable hectare.
- Mixed: £150,000 per net developable hectare
- Greenfield (Public Open Space/agricultural uses): £0 per net developable hectare

5.2.12 Additionally, the council's SHELAA site list provides information relating to other potential abnormal conditions regarding Flood Risk Assessment (FRA) levels and exceptional contamination and diversions of main services running through the site. An exceptional cost risk score (from zero to five) is generated for each site according to the identified potential constraints to development. This is based on one point if a substantial part of the site (20+%) falls within Flood Zone 2, two points if any part falls within Flood Zone 3, plus one point per identified physical constraint on site. The scoring and allowances for exceptional 'extra over' build costs is shown in **Table 5.4**.

<sup>16</sup> HCA, Guidance on dereliction, demolition and remediation costs, March 2015

Table 5.4 Exceptional 'extra over' build costs risk scores

Risk Score	Extra over costs
5	15%
4	8%
3	4%
2	2%
1	1%
None	0%

### Proposed policy costs

5.2.13 **Chapter 3** above has reviewed the policy requirements within RDC's adopted CS and DMP to identify those that may have a cost implication and hence an impact on viability. The key policies that are considered likely to have an impact on viability are discussed below.

#### Policy H4 Affordable housing policy

5.2.14 Affordable housing level of 35% on sites with 15 units or more, as set out in Policy H4 of the adopted CS, and against the affordable housing tenure as inferred in the policy:

- 80% social rent
- 20% intermediate

5.2.15 The model assumes that affordable housing will command a transfer value to a Registered Provider at lower than market rates. This is assumed as:

- Social rent: 40% of open market values
- Intermediate: 65% of open market values

#### Policy ENV8 Onsite Renewable and Low Carbon Energy Generation

5.2.16 The adopted CS requires developments of 5+ dwellings to secure at least 10% of their energy from decentralised and renewable or low carbon sources. PBA have costed the switch to renewable sources at about £15k per zero carbon home. This is informed by work undertaken by Element Energy and Davis Langdon (2013) which assessed the impact of various codes for sustainable homes, with Level 6 being equivalent to a zero carbon home. The report found that costs ranged between around £15k to £25k as an extra over cost per unit above meeting the requirements set out in the (now) obsolete Building Regulations Part L 2013. Given that the requirements set out in the original Code for Sustainable Homes (CSH) to improve the overall sustainability of new homes are now incorporated within the Building Regulations, with the latest Building Regulation (2014) likely to be achieving somewhere near the equivalent CSH Level 4.

5.2.17 It is therefore assessed that should the policy for sustainable development remain a requirement, it is estimated that this might add an additional £15k per unit where it applies. So for sites of 5 or more units, this exceptional cost would be equivalent to £1,500 per unit.

## Policy H6 Lifetime Homes

- 5.2.18 The adopted CS requires all new developments to meet Lifetime Homes standards. In addition, the policy requires 3% of new dwellings on development sites of 30+ units to be built to full wheelchair accessibility. All of these are higher than the minimum size standards
- 5.2.19 PBA have equated the requirement of meeting Lifetime Home standards to the requirements of Category M2 – Accessible and adaptable dwellings, set out in document M of Building Regulations, and assumed the minimum floorspace requirements for residential units set out in **Table 5.5**. For flatted developments, the net area for estimating values is assumed to be 15% less than the GIA area which includes additional building costs related to circulation space such as external stairwells, etc.
- 5.2.20 With the CS policies being adopted since 2011, it is assumed that the costs of meeting with requirement have been absorbed into tender prices from BCIS informing the basic build costs (as outlined in a previous section), and therefore no longer reflect exceptional costs.

Table 5.5 Tested average floorspace per sqm by unit type

	Average floorspace required to meet CAT (sqm)
1-2 bed flats (NIA)	60
1-2 bed flats (GIA)	71
2 beds houses	83
3 beds houses	105
4+ beds houses	130

## S106 requirements

- 5.2.21 The PBA model has tested various policy cost scenarios, all of which include the assumption of £3,400 per unit for S106. This is based on recent records of S106 agreements for schemes within Rochford provided by the Council.

## Benchmark land value assumptions

- 5.2.22 To assess viability, the residual value generated by a scheme is compared with a benchmark (sometimes referred to as a threshold) land value, which reflects ‘a *competitive return for a landowner*’ (as stated in Harman). The starting point was to consider the tested benchmark land values in the Three Dragons (2010) ‘Rochford District Council Viability Study’, which were informed by published data on land values. This approach followed a top down approach of current market value of serviced plots with benefit of permission and identified land values at about £1.85m per hectare. There were no or few comparables in Rochford, so these values were high level estimates to reflect an acceptable market price benchmark.
- 5.2.23 For the scope of this exercise, viability-led appraisals for policy purposes have been created based on standard appraisals that are assumed as being planning led, with benchmark land values set at the minimum reasonable return to a willing landowner and developer, in line with the approach set out in the NPPF/NPPG and Harman guidance and RICS guidance note GN 94/2012, Financial Viability in Planning. Therefore, in setting a benchmark land value for sites that are yet with permission for housing, as in the case of the call for sites exercise for the SHELAA, it would be appropriate to determine this based on top down comparables for unconsented land values (i.e. the existing use value) that reflects specific risk, and bottom up

comparables of existing use values plus a suitable uplift that would deliver against current local planning policies set out in the Core Strategy. The latter approach accords with national planning guidance which advises that the “*land or site value should reflect policy requirements, planning obligation requirements, and where applicable the CIL*”<sup>17</sup>.

- 5.2.24 To start with, the value of the consented land for residential uses would need to be risk-adjusted back to the unconsented value. Based on a review of similar transactions from work undertaken elsewhere, this typically might be between 40% and 85% of their value with planning permission for residential uses. Therefore, should land values be £1.85m as applied in the Three Dragons (2010) work, then this would reflect that the appropriate SHELAA site land value would be somewhere in the region of £0.74m to £1.6m per net developable hectare in Rochford.
- 5.2.25 This top down analysis was then compared to the bottom up approach of pricing greenfield agricultural land (at £20k per gross ha) and a list of employment land values achieved in Rochford district and neighbouring areas using COSTAR record and auction data to see if these values with an appropriate uplift would be appropriate for the purpose of policy testing. This source data is included in **Appendix C**.
- 5.2.26 The adjustments provide an assumed benchmark land value for unconsented development land on a net hectare basis as set out in **Table 5.6**. Further evidence for land values through consultation with local landowners and developers will be investigated in the assessment of the Local Plan viability. For now, the values in **Table 5.6** should be treated as indicative.

Table 5.6 Benchmark land value per net developable hectare

Site type	West Rochford	East Rochford
Brownfield (industrial/retail/car park/storage uses)	£1,400,000	£900,000
Semi brownfield / Mixed (Education/community uses)	£1,050,000	£700,000
Greenfield (POS/agricultural uses)	£700,000	£500,000

- 5.2.27 Note that the benchmark land values in **Table 5.6** are not used to identify a value or price for the land. They are values to compare against in terms of a site development being achievable.

<sup>17</sup> NPPG 2014 (“Viability and decision taking” paragraph 023)

## 6 Viability Assessment: Results

- 6.1.1 The potentially suitable and available SHELAA sites in Rochford have been subjected to a high level assessment, complete with cashflow analysis, using the approach and data inputs outlined earlier in this report. We have assessed 219 sites, assuming 35% affordable housing content on sites with a potential yield of 15 or more dwellings, with an 80% social rented and 20% intermediate tenure, and S106 contribution at the recently achieved rate of £3,400 per dwelling. Where sites qualify for meeting ENV8 sustainable construction policy costs, these costs have been added.
- 6.1.2 **Figure 6.1** and **Figure 6.2** summarises the viability results of the 219 SHELAA sites tested at the full policy requirements. The results for each site is shown in **Appendix D**. In summary, the study suggests that almost all the sites (93%), also accounting for almost all the dwellings (95%), would be viable in today's market conditions with full policy requirements. A further 4.6% of sites, also accounting for 4.2% of dwellings, are marginally viable – which means they could potentially become viable if there are small changes in market conditions or policy requirements are slightly relaxed.
- 6.1.3 In total, 98% of sites, accounting for 99% of dwellings may be considered deliverable, and have the potential to help meet demand in the immediate future or, more precisely, that you can count them towards five-year land supply in line with current national guidance for deliverable sites.
- 6.1.4 Where sites are identified to be unviable from the viability assessment, whereby the residual value is below the assumed benchmark market land value, this report does not confirm these sites to be unviable. It may well be that the particular circumstances of acquisition / ownership mean that their benchmark value is different, and / or there would be more likelihood for these sites to come back during the planning process to reduce the burden of affordable housing and / or other s106 obligations. Such sites may therefore be developable over the Plan period subject to changes in market conditions.

Figure 6.1 Overview of the sites viability assessments results

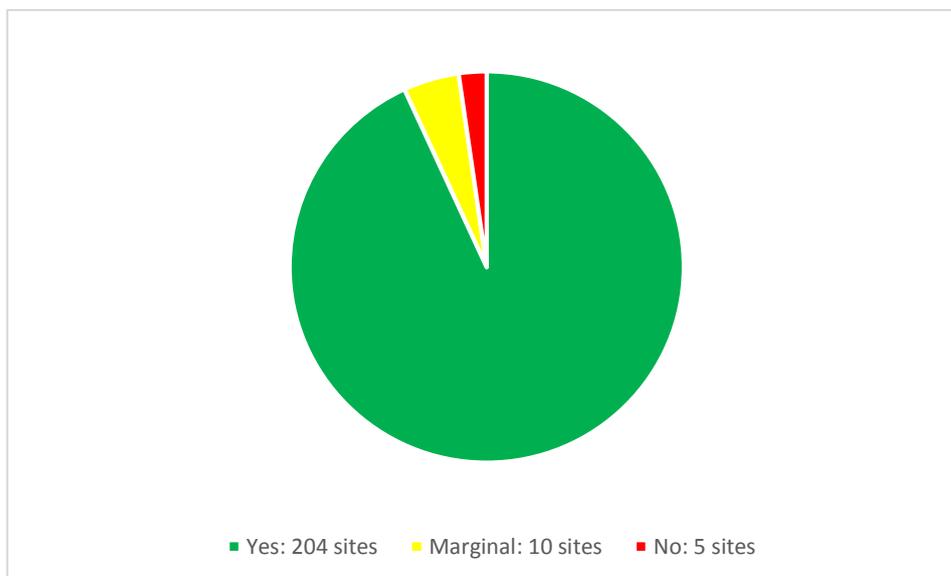
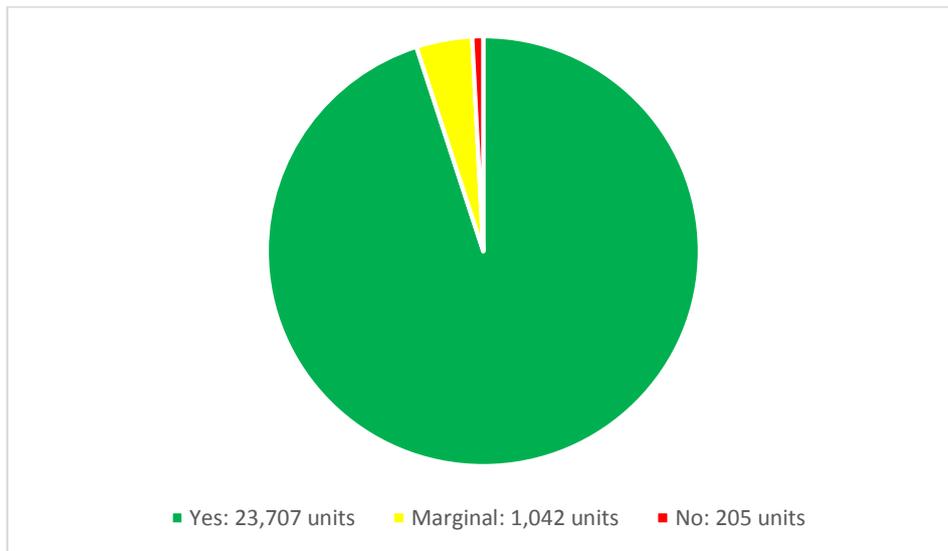


Figure 6.2 Overview of the potential yield viability assessments results



6.1.5 It is important to note that this document is a theoretical exercise and is for informing and not for setting policy or land allocation. Other evidence needs to be carefully considered before policy is set and land allocations are made. Consequently, in assessing sites in Appendix D, the Council has noted that:

- The net developable area of sites may change due to potential future infrastructure requirements, such as community facilities, schools, etc.
- Higher densities on brownfield sites, particularly in town centre areas, may be appropriate in some cases; and
- Prior to becoming available for development, those sites with a high flood risk level will require referencing to the need to pass the sequential test and, where necessary, the exceptions.



## Appendix B Land Registry & EPC Floorspace Data (Jan 2014 to Jun 2016)

Street	Value area	Date	Property type	Property size, sqm	Estimated £ per sqm	Price paid
Little Wakering Hall Lane	East	May 2015	House	84	£2,810	£236,000
Little Wakering Hall Lane	East	May 2015	House	84	£2,738	£230,000
Little Wakering Hall Lane	East	May 2015	House	72	£2,917	£210,000
York Mews	East	May 2015	House	84	£2,952	£248,000
York Mews	East	January 2015	House	109	£2,844	£310,000
York Mews	East	August 2015	House	74	£2,838	£210,000
York Mews	East	May 2015	House	74	£2,973	£220,000
York Mews	East	May 2015	House	74	£2,838	£210,000
York Mews	East	December 2014	House	74	£2,973	£220,000
Rocheway	East	July 2015	Flat	54	£3,111	£168,000
Rocheway	East	July 2015	Flat	42	£3,333	£139,995
Rocheway	East	July 2015	Flat	56	£3,036	£169,995
Rocheway	East	July 2015	Flat	59	£2,712	£159,995
Rocheway	East	May 2015	Flat	58	£2,759	£159,995
Rocheway	East	July 2015	Flat	59	£2,898	£171,000
Rocheway	East	July 2015	Flat	87	£2,126	£185,000
Ashingdon Road	East	March 2016	House	118	£2,415	£285,000
Ashingdon Road	East	June 2016	House	116	£2,328	£270,000
Ashingdon Road	East	May 2016	House	115	£2,552	£293,500
Ashingdon Road	East	June 2016	House	70	£3,929	£275,000
Ashingdon Road	East	June 2016	House	62	£4,516	£280,000
Ashingdon Road	East	May 2016	House	67	£4,134	£277,000
Gelding Close	East	January 2014	House	155	£2,806	£434,995
Gelding Close	East	February 2014	House	84	£2,679	£224,995
Gelding Close	East	February 2014	House	101	£2,772	£279,995
Gelding Close	East	March 2014	House	155	£2,597	£402,546
Gelding Close	East	February 2014	House	115	£2,870	£329,995
Gelding Close	East	January 2014	House	101	£2,822	£284,995
Gelding Close	East	January 2014	House	115	£2,826	£324,995
Gelding Close	East	March 2014	House	180	£2,372	£427,000
Gelding Close	East	February 2014	House	101	£2,822	£285,000
Gelding Close	East	February 2014	House	168	£2,381	£400,000
Gelding Close	East	April 2014	House	168	£2,425	£407,395
Gelding Close	East	February 2014	House	101	£2,772	£279,995
Shetland Crescent	East	April 2015	House	155	£2,839	£439,995
Shetland Crescent	East	March 2015	House	155	£2,839	£439,995
Shetland Crescent	East	April 2014	House	101	£2,822	£285,000

Street	Value area	Date	Property type	Property size, sqm	Estimated £ per sqm	Price paid
Shetland Crescent	East	April 2014	House	115	£2,870	£329,995
Shetland Crescent	East	April 2014	House	101	£2,822	£285,000
Shetland Crescent	East	June 2014	House	155	£2,628	£407,396
Shetland Crescent	East	May 2014	House	101	£2,822	£284,995
Shetland Crescent	East	July 2014	House	115	£2,956	£339,995
Shetland Crescent	East	September 2014	House	181	£2,376	£429,995
Shetland Crescent	East	June 2014	House	128	£2,680	£342,995
Shetland Crescent	East	July 2014	House	180	£2,371	£426,795
Shetland Crescent	East	May 2014	House	181	£2,331	£421,945
Shetland Crescent	East	August 2014	House	168	£2,470	£414,995
Shetland Crescent	East	July 2014	House	180	£2,389	£429,995
Shetland Crescent	East	August 2014	House	101	£2,921	£294,995
Shetland Crescent	East	September 2014	House	181	£2,514	£454,995
Shetland Crescent	East	August 2014	House	181	£2,336	£422,795
Shetland Crescent	East	September 2014	House	168	£2,540	£426,795
Shetland Crescent	East	October 2014	House	168	£2,619	£439,995
Shetland Crescent	East	June 2014	House	181	£2,412	£436,495
Shetland Crescent	East	December 2014	House	181	£2,494	£451,399
Shetland Crescent	East	June 2014	House	168	£2,480	£416,595
Shetland Crescent	East	January 2015	House	168	£2,619	£439,995
Shetland Crescent	East	April 2015	House	168	£2,560	£430,000
Shetland Crescent	East	January 2015	House	168	£2,516	£422,746
Shetland Crescent	East	November 2014	House	115	£3,013	£346,495
Shetland Crescent	East	November 2014	House	101	£2,960	£298,925
Shetland Crescent	East	January 2015	House	115	£3,217	£369,995
Shetland Crescent	East	December 2014	House	101	£3,020	£304,995
Shetland Crescent	East	December 2014	House	101	£3,069	£309,995
Shetland Crescent	East	July 2014	House	181	£2,358	£426,796
Shetland Crescent	East	January 2015	House	155	£2,839	£439,995
Shetland Crescent	East	January 2015	House	128	£2,734	£350,000
Shetland Crescent	East	February 2015	House	115	£3,126	£359,495
Shetland Crescent	East	April 2015	House	168	£2,592	£435,445
Shetland Crescent	East	April 2015	House	168	£2,619	£439,995
Shetland Crescent	East	April 2015	House	181	£2,486	£449,995
Shetland Crescent	East	December 2014	House	101	£3,168	£319,995
Highams Road	West	August 2015	House	95	£4,474	£425,000
Highams Road	West	August 2015	House	95	£4,474	£425,000
Thorpe Road	West	June 2016	House	97	£3,866	£374,995
Thorpe Road	West	August 2014	House	114	£3,508	£399,950
Thorpe Road	West	February 2016	House	191	£2,654	£507,000
Thorpe Road	West	April 2015	House	149	£3,221	£479,995

Street	Value area	Date	Property type	Property size, sqm	Estimated £ per sqm	Price paid
Thorpe Road	West	December 2014	House	98	£3,439	£336,995
Thorpe Road	West	May 2015	House	149	£3,221	£479,995
Thorpe Road	West	December 2014	House	158	£3,101	£489,995
Aaron Lewis Close	West	June 2014	House	149	£3,121	£464,995
Aaron Lewis Close	West	June 2014	House	149	£3,054	£455,000
Aaron Lewis Close	West	December 2014	Flat	171	£2,807	£480,000
Aaron Lewis Close	West	June 2014	House	149	£3,154	£469,995
Aaron Lewis Close	West	March 2014	House	149	£3,121	£464,995
Aaron Lewis Close	West	June 2014	House	158	£3,101	£489,995
Aaron Lewis Close	West	January 2015	House	128	£3,281	£420,000
Aaron Lewis Close	West	June 2014	House	127	£3,386	£429,995
Aaron Lewis Close	West	February 2014	House	149	£3,121	£464,995
Aaron Lewis Close	West	June 2014	House	127	£3,346	£424,995
Beehive Lane	West	November 2014	House	97	£3,433	£332,995
Beehive Lane	West	August 2015	House	172	£2,907	£499,995
Beehive Lane	West	August 2015	House	172	£2,907	£499,995
Beehive Lane	West	May 2015	House	209	£2,871	£599,995
Beehive Lane	West	June 2015	House	149	£3,255	£484,995
Beehive Lane	West	May 2015	House	128	£3,516	£449,995
Beehive Lane	West	June 2015	House	209	£3,038	£634,995
Beehive Lane	West	June 2015	House	225	£2,667	£599,995
Beehive Lane	West	April 2015	House	128	£3,477	£444,995
Beehive Lane	West	March 2015	House	127	£3,543	£449,995
Beehive Lane	West	August 2015	House	184	£3,261	£599,995
Beehive Lane	West	May 2015	House	158	£3,165	£499,995
Beehive Lane	West	June 2015	House	225	£2,667	£599,995
Beehive Lane	West	April 2015	House	209	£3,014	£629,995
Beehive Lane	West	May 2015	House	225	£2,667	£599,995
Beehive Lane	West	June 2015	House	149	£3,356	£499,995
Beehive Lane	West	December 2014	House	97	£3,443	£333,995
Beehive Lane	West	December 2014	House	97	£3,303	£320,365
Beehive Lane	West	December 2014	House	97	£3,443	£333,995
Beehive Lane	West	December 2014	House	97	£3,433	£332,995
Beehive Lane	West	December 2014	House	97	£3,433	£332,995
Beehive Lane	West	April 2015	House	158	£3,133	£494,995
Beehive Lane	West	June 2015	House	149	£3,255	£484,995
Beehive Lane	West	October 2015	House	139	£3,381	£469,995
Nursery Drive	West	June 2014	House	98	£3,214	£315,000
Nursery Drive	West	September 2014	House	149	£3,255	£484,995
Nursery Drive	West	September 2014	House	158	£3,165	£499,995
Nursery Drive	West	December 2014	House	149	£3,221	£479,995

Street	Value area	Date	Property type	Property size, sqm	Estimated £ per sqm	Price paid
Nursery Drive	West	June 2014	House	158	£2,911	£460,000
Nursery Drive	West	March 2015	House	139	£3,273	£455,000
Nursery Drive	West	December 2014	House	225	£2,320	£522,000
Nursery Drive	West	June 2014	House	149	£3,221	£479,995
Nursery Drive	West	July 2014	House	149	£3,188	£474,995
Nursery Drive	West	May 2014	House	97	£3,350	£324,995
Nursery Drive	West	May 2014	House	97	£3,299	£319,995
Nursery Drive	West	May 2014	House	97	£3,299	£319,995
Nursery Drive	West	August 2014	House	172	£2,907	£500,000
Nursery Drive	West	April 2015	House	149	£3,087	£459,995
Nursery Drive	West	September 2014	House	209	£2,871	£599,995
Milestone Close	West	June 2015	House	172	£2,471	£425,000
Milestone Close	West	May 2015	House	90	£4,444	£399,995
Milestone Close	West	May 2015	House	97	£4,124	£399,995
Milestone Close	West	June 2015	House	99	£3,737	£370,000
Milestone Close	West	May 2015	House	90	£4,444	£399,995
Christmas Tree Crescent	West	February 2016	House	149	£3,658	£544,995
Christmas Tree Crescent	West	January 2016	House	149	£3,624	£539,995
Christmas Tree Crescent	West	December 2015	House	97	£3,969	£384,995
Christmas Tree Crescent	West	March 2016	House	128	£3,867	£494,995
Christmas Tree Crescent	West	April 2016	House	209	£2,871	£600,000
Christmas Tree Crescent	West	June 2016	House	209	£3,187	£665,995
Christmas Tree Crescent	West	June 2016	House	225	£2,889	£649,995
Christmas Tree Crescent	West	January 2016	House	149	£3,456	£514,995
Christmas Tree Crescent	West	December 2015	House	139	£3,489	£484,995
Christmas Tree Crescent	West	December 2015	House	97	£3,763	£364,995
Christmas Tree Crescent	West	June 2016	House	128	£3,867	£494,995
Christmas Tree Crescent	West	November 2015	House	131	£3,611	£472,995
Christmas Tree Crescent	West	March 2016	House	149	£3,557	£529,995
Christmas Tree Crescent	West	October 2015	House	97	£3,608	£349,995
Christmas Tree Crescent	West	March 2016	House	131	£3,588	£469,995
Christmas Tree Crescent	West	October 2015	House	97	£3,536	£342,995
Christmas Tree Crescent	West	September 2015	House	97	£3,505	£339,995
Christmas Tree Crescent	West	September 2015	House	97	£3,505	£339,995
Christmas Tree Crescent	West	September 2015	House	209	£3,110	£649,995
Christmas Tree Crescent	West	November 2015	House	209	£3,110	£649,995
Christmas Tree Crescent	West	October 2015	House	158	£3,291	£519,995
Christmas Tree Crescent	West	March 2016	House	131	£3,779	£494,995
Christmas Tree Crescent	West	October 2015	House	149	£3,322	£494,995
Christmas Tree Crescent	West	October 2015	House	149	£3,322	£494,995
Christmas Tree Crescent	West	December 2015	House	149	£3,423	£509,995

Street	Value area	Date	Property type	Property size, sqm	Estimated £ per sqm	Price paid
Christmas Tree Crescent	West	February 2016	House	149	£3,624	£539,995
Clements Hall Way	West	November 2015	House	131	£3,550	£464,995
Clements Hall Way	West	June 2015	House	131	£3,473	£454,995
Clements Hall Way	West	June 2015	House	158	£3,386	£534,995
Clements Hall Way	West	June 2015	House	184	£3,261	£599,995
Clements Hall Way	West	June 2015	House	149	£3,356	£499,995
Clements Hall Way	West	July 2015	House	149	£3,356	£499,995
Clements Hall Way	West	December 2015	House	149	£3,356	£499,995
Clements Hall Way	West	June 2015	House	209	£3,110	£650,000
Fir Tree Drive	West	September 2015	House	225	£2,822	£634,995
Fir Tree Drive	West	September 2015	House	128	£3,594	£459,995
Spruce Drive	West	May 2016	House	149	£3,591	£534,995
Spruce Drive	West	May 2016	House	158	£3,481	£549,995
Spruce Drive	West	May 2016	House	184	£3,424	£629,995
Spruce Drive	West	May 2016	House	209	£3,230	£674,995
Spruce Drive	West	March 2016	House	209	£3,139	£655,995
Spruce Drive	West	May 2016	House	225	£2,933	£659,995
Spruce Drive	West	May 2016	House	131	£3,893	£509,995
Glencrofts	West	January 2014	House	170	£2,941	£500,000
Glencrofts	West	March 2014	House	146	£3,319	£484,600
Glencrofts	West	May 2014	House	146	£3,425	£499,995
Glencrofts	West	September 2014	House	147	£3,605	£530,000
Glencrofts	West	May 2015	House	148	£3,682	£545,000
Glencrofts	West	August 2014	House	146	£3,613	£527,500
Glencrofts	West	December 2014	House	181	£3,425	£620,000
Glencrofts	West	January 2016	House	96	£4,375	£420,000
Glencrofts	West	December 2014	House	100	£4,600	£459,995
Glencrofts	West	May 2015	House	96	£4,583	£440,000
Glencrofts	West	October 2014	House	100	£4,600	£459,995
Park Gardens	West	December 2014	House	191	£2,513	£480,000
Park Gardens	West	March 2015	House	72	£5,069	£365,001
Park Gardens	West	August 2014	House	72	£5,208	£375,000
Park Gardens	West	August 2014	House	97	£4,227	£410,000
Thorpe Road	West	December 2014	House	158	£3,133	£494,995
Thorpe Road	West	June 2015	House	149	£3,255	£484,995
Thorpe Road	West	October 2014	House	128	£3,516	£449,995
Thorpe Road	West	May 2015	House	149	£3,094	£460,995
Thorpe Road	West	June 2014	House	128	£3,125	£400,000
Thorpe Road	West	November 2014	House	149	£3,289	£489,995
Southend Road	West	August 2015	Flat	72	£3,056	£220,000
Southend Road	West	August 2015	Flat	55	£3,818	£210,000

Street	Value area	Date	Property type	Property size, sqm	Estimated £ per sqm	Price paid
Southend Road	West	July 2015	Flat	67	£3,284	£220,000
Southend Road	West	August 2015	Flat	107	£2,477	£265,000
The Astors	West	February 2016	House	147	£3,333	£490,000
Church Road	West	September 2015	House	147	£3,537	£520,000
Church Road	West	October 2015	House	147	£3,503	£515,000
Plumberow Avenue	West	May 2016	House	161	£2,050	£330,000
Eastern Road	West	October 2014	House	91	£4,121	£375,000
Burrows Way	West	March 2014	House	104	£3,029	£315,000
High Street	West	June 2014	Flat	54	£2,130	£115,000
High Street	West	October 2014	Flat	46	£3,457	£159,000
Hockley Road	West	May 2015	House	174	£3,017	£525,000
Lower Lambricks	West	April 2016	House	131	£3,511	£460,000
Lower Lambricks	West	March 2016	House	131	£3,359	£440,000
Lower Lambricks	West	March 2016	House	131	£3,359	£440,000
Lower Lambricks	West	November 2015	House	131	£3,359	£440,000
Lower Lambricks	West	February 2016	House	102	£3,333	£340,000
Lower Lambricks	West	January 2016	House	102	£3,333	£340,000
Lower Lambricks	West	April 2016	House	131	£3,435	£450,000
Lower Lambricks	West	March 2016	House	131	£3,359	£440,000
Lower Lambricks	West	April 2016	House	131	£3,553	£465,500
Homestead Close	West	February 2016	House	118	£3,309	£390,500
Homestead Close	West	July 2015	House	118	£3,008	£355,000
Homestead Close	West	May 2015	House	121	£3,306	£400,000
Homestead Close	West	October 2015	House	121	£3,182	£385,000
Homestead Close	West	August 2014	House	104	£3,029	£315,000
Homestead Close	West	August 2015	House	121	£3,079	£372,500
York Road	West	November 2015	House	83	£5,241	£435,000
York Road	West	February 2016	House	83	£4,584	£380,500
York Road	West	November 2015	House	83	£4,639	£385,000
Station Avenue	West	December 2015	House	101	£2,723	£275,000
London Road	West	January 2015	House	88	£3,352	£294,995
London Road	West	April 2015	House	180	£2,500	£450,000
London Road	West	August 2014	House	180	£2,694	£484,995
London Road	West	December 2014	House	179	£2,402	£430,000
London Road	West	June 2014	House	88	£3,409	£299,995
The Approach	West	October 2015	Flat	59	£3,559	£210,000
The Approach	West	August 2015	Flat	72	£3,299	£237,500
The Approach	West	September 2015	Flat	62	£3,750	£232,500
The Approach	West	August 2015	Flat	53	£4,113	£218,000
The Approach	West	August 2015	Flat	55	£3,873	£213,000
The Approach	West	October 2015	Flat	41	£4,634	£189,995

Street	Value area	Date	Property type	Property size, sqm	Estimated £ per sqm	Price paid
The Approach	West	September 2015	Flat	72	£3,299	£237,500
The Approach	West	October 2015	Flat	63	£3,492	£219,995
The Approach	West	October 2015	Flat	62	£3,710	£230,000
The Approach	West	August 2015	Flat	57	£3,860	£220,000
Claremont Crescent	West	May 2014	House	180	£2,778	£499,995
Claremont Crescent	West	October 2014	House	180	£2,717	£489,000
Claremont Crescent	West	January 2015	House	179	£2,709	£484,995
Claremont Crescent	West	June 2014	House	88	£3,182	£279,995
Claremont Crescent	West	April 2015	House	179	£2,458	£440,000
Claremont Crescent	West	June 2014	House	88	£3,182	£279,995
Claremont Crescent	West	March 2015	House	179	£2,402	£430,000
Claremont Crescent	West	January 2015	House	180	£2,778	£499,995
Claremont Crescent	West	June 2014	House	88	£3,182	£279,995
Claremont Crescent	West	November 2014	House	91	£3,242	£294,995
Claremont Crescent	West	June 2014	House	88	£3,182	£279,995
Claremont Crescent	West	November 2014	House	91	£3,187	£289,995
Claremont Crescent	West	June 2014	House	88	£3,182	£279,995
Claremont Crescent	West	October 2014	House	91	£3,077	£279,995
Claremont Crescent	West	May 2014	House	88	£3,182	£279,995
Claremont Crescent	West	September 2014	House	91	£3,132	£284,995
Claremont Crescent	West	May 2014	House	88	£3,182	£279,995
Claremont Crescent	West	August 2014	House	91	£3,132	£284,995
Claremont Crescent	West	June 2014	House	91	£2,923	£266,000
Claremont Crescent	West	June 2014	House	91	£2,912	£265,000
Claremont Crescent	West	August 2014	House	91	£3,187	£289,995
Claremont Crescent	West	June 2014	House	91	£3,132	£284,995
Claremont Crescent	West	August 2015	House	179	£2,514	£450,000
Claremont Crescent	West	January 2015	House	179	£2,402	£430,000
Claremont Crescent	West	January 2015	House	180	£2,778	£499,995
Claremont Crescent	West	August 2014	House	70	£3,143	£219,995
Claremont Crescent	West	August 2014	House	88	£2,861	£251,750
Claremont Crescent	West	April 2014	House	113	£3,425	£386,995
Claremont Crescent	West	January 2014	House	113	£3,425	£386,995
Claremont Crescent	West	May 2014	House	179	£2,654	£474,995
Claremont Crescent	West	June 2014	House	179	£2,542	£455,000
Claremont Crescent	West	March 2014	House	179	£2,654	£475,000
Claremont Crescent	West	March 2014	House	180	£2,778	£499,995
Claremont Crescent	West	May 2014	House	179	£2,676	£478,995
Cheapside West	West	January 2014	House	73	£2,993	£218,496
Cheapside West	West	April 2014	House	73	£3,151	£229,995
Cheapside West	West	January 2014	House	73	£3,151	£229,995

Street	Value area	Date	Property type	Property size, sqm	Estimated £ per sqm	Price paid
Cheapside West	West	April 2014	House	73	£3,151	£229,995
Cheapside West	West	April 2014	House	88	£3,295	£289,995
Cheapside West	West	April 2014	House	88	£2,841	£250,000
Cheapside West	West	April 2014	House	88	£2,841	£250,000
Cheapside West	West	April 2014	House	70	£3,257	£227,995
Cheapside West	West	April 2014	House	88	£2,841	£250,000
Cheapside West	West	April 2014	House	70	£3,257	£227,995
Cheapside West	West	March 2014	House	70	£3,257	£227,995
Cheapside West	West	May 2014	House	88	£2,841	£250,000
Mortimer Road	West	June 2016	House	103	£4,515	£465,000
Rawreth Lane	West	July 2015	House	146	£3,613	£527,500

## Appendix C Land Values

### Commercial site values within or near the Thames Estuary and Essex from COSTAR at May 2017

Submarket Name	Property City	Property Cour	Property Postco	Land Area HA	Asking Price	Asking Price per Ha	Price per Ha	Sale Date
Rochford	Rayleigh	Essex	SS6 9EE	20.41			£2,064,197	07/10/2011
Swale	Queenborough	Kent	ME11 5JS	9.46			£2,661,353	16/09/2011
Rochford	Hockley	Essex	SS5 4JH	6.75			£2,579,672	28/08/2015
Rochford	Rochford	Essex	SS4 1LR	9.88	£2,500,000	£1,544,409	£1,544,409	
Swale	Queenborough	Kent	ME11 5JS	98.84	£1,500,000	£92,665	£92,665	
Medway	Rochester	Kent	ME2 4NF	7.41	£1,500,000	£1,235,527	£1,235,527	31/03/2011
Swale	Sheerness	Kent	ME12 3AR	2.27			£3,223,114	07/12/2007
Swale	Queenborough	Kent	ME11 5DY	8.90	£750,000	£514,803	£514,803	
Chelmsford	Chelmsford	Essex	CM2 7RP	4.20	£500,000	£726,781	£726,781	
Swale	Sheerness	Kent	ME12 3AR	2.27	£500,000	£1,342,964	£1,302,675	01/02/2010
Basildon	Basildon	Essex	SS14 3BB	1.28	£400,000	£1,900,811	£1,900,811	
Medway	Rochester	Kent	ME3 9QN	0.47	£425,000	£5,527,357	£5,322,679	22/03/2016
Swale	Sheerness	Kent	ME12 1UA	1.83	£400,000	£1,335,705	£1,335,705	
Rochford	Rochford	Essex	SS4 1NE	0.96	£375,000	£2,376,013	£2,376,013	
Swale	Gillingham	Kent	ME8 7XB	2.47	£350,000	£864,869	£864,869	10/01/2016
Castle Point	Benfleet	Essex	SS7 4PZ	2.05	£345,000	£1,027,125	£937,810	01/09/2014
Chelmsford	Chelmsford	Essex	CM2 9QD	0.62	£250,000	£2,471,054	£2,520,475	01/03/2010
Southend-On-Sea	Southend On Sea	Essex	SS1 2RW	0.52			£2,471,054	15/09/2010
Maldon	Burnham On Crouch	Essex	CM0 8TE	0.96	£200,000	£1,267,207	£1,013,766	15/02/2013
Rochford	Rochford	Essex	SS4 1ND	0.44	£120,000	£1,647,369	£1,645,541	20/08/2010
Maldon	Southminster	Essex	CM0 7AD	1.36	£100,000	£449,283	£449,283	29/06/2012
Rochford	Rochford	Essex	SS4 1ND	2.89			£158,401	01/11/2004
Basildon	Basildon	Essex	SS13 2DD	0.96			£221,761	01/05/2009
Thurrock	Basildon	Essex	SS16 5LA	4.03	£50,000	£75,799		01/12/2012
Chelmsford	Chelmsford	Essex	CM2 ORR	0.35	£450,000	£7,942,673		01/04/2013
Medway	Gillingham	Kent	ME7 1UD	0.22	£450,000	£12,355,269		15/07/2014
Basildon	Basildon	Essex	SS14 3WF	11.91	£2,750,000	£1,409,834		31/01/2016
Chelmsford	Chelmsford	Essex	CM1 7GU	3.34	£750,000	£1,372,808		01/06/2015
Swale	Sheerness	Kent	ME12 1YW	10.13	£600,000	£361,618		01/10/2013
Medway	Gillingham	Kent	ME7 1TR	0.62	£400,000	£3,953,686		27/06/2012
Basildon	Basildon	Essex	SS13 1EB	4.20	£1,000,000	£1,453,561		31/01/2012
Southend-On-Sea	Leigh On Sea	Essex	SS9 5LP	1.68	£250,000	£908,476		14/08/2015
Castle Point	Canvey Island	Essex	SS8 0SW	51.89	£1,000,000	£117,669		22/09/2014
Medway	Rochester	Kent	ME2 4HN	0.99	£250,000	£1,544,409		01/09/2016

**EIG Auction Sites for Land in Essex, Dec 2016 to May 2017**

Location	Land type	Size (acre)	Size (ha)	Guide/sold price	Average price per ha	Description
Benfleet, Essex, SS7	Vacant	0.88	0.4	£225,000 to £250,000	£665,500	Freehold Land 0.88 Acre Development Potential 6 Semi-Detached House Subject to Planning Permission
Rayleigh, Essex, SS6	Vacant	3	1.2	£15,000	£12,355	Freehold Land Three Acre Vacant
Danbury, Chelmsford, Essex, CM3	Dwelling	18.37	7.4	£685,000	£92,143	Freehold Dwelling Two Floor & Two Barn on Land Total 18.37 Acre
Wendens Ambo, Saffron Walden, Essex, CB11	Vacant	0.7	0.3	£165,000	£582,463	Freehold Site 0.7 Acre Development Potential Subject to Planning Permission Vacant
Epping, Essex, CM16	Vacant	0.13	0.1	£470,000	£8,933,810	Freehold Site 0.13 Acre Arranged As 12 Garage Development Potential Subject to Planning Permission Vacant
Woodham Mortimer, Maldon, Essex, CM9	Vacant	0.75	0.3	£27,000	£88,958	Freehold Land 0.75 Acre Development Potential Subject to Planning Permission
Stapleford Tawney, Romford, Essex, RM4	Dwelling	1	0.4	£320,000	£790,737	Freehold Semi-Detached Cottage Two Floor 4 Room(s) Stables on Land One Acre
Basildon, Essex, SS16	Car park	0.6	0.2	£725,000	£2,985,857	Freehold Land 0.6 Acre Arranged As Car Park 50 Parking Space Development Potential Subject to Planning Permission Vacant
Corringham, Stanford-le-Hope, Essex, SS17	Vacant	13.92	5.6	£511,000	£90,712	Freehold Land 13.92 Acre Development Potential
Galleywood, Chelmsford, Essex, CM2	Dwelling	0.42	0.2	£725,000	£4,265,510	Freehold Site 0.42 Acre Arranged As Detached House 4 Bedroom Planning Permission Extension & Additional House 5 Bedroom Vacant
Woodham Mortimer, Maldon, Essex, CM9	Vacant	0.75	0.3	£220,000	£724,842	Freehold Land 0.75 Acre Vacant
Runwell, Wickford, Essex, SS11	Vacant	0.52	0.2	£48,000	£228,097	Freehold Land 0.52 Acre Development Potential Subject to Planning Permission
Canewdon, Rochford, Essex, SS4	Vacant	1.64	0.7	£77,500	£116,772	Freehold Land Total 1.64 Acre Development Potential Subject to Planning Permission
Highwood, Chelmsford, Essex, CM1	Farmyard	0.81	0.3	£405,000	£1,235,527	Freehold Former Farmyard 0.81 Acre Development Potential Subject to Planning Permission Let

## Appendix D Summary of Site Viability

<p>It is important to note that the site assessments in this appendix is a theoretical exercise and is for informing and not for setting policy or land allocation. Other evidence needs to be carefully considered before policy is set and land allocations are made. Consequently, in assessing sites in Appendix D, the Council has noted that:</p> <ul style="list-style-type: none"> <li>- The net developable area of sites may change due to potential future infrastructure requirements, such as community facilities, schools, etc.</li> <li>- Higher densities on brownfield sites, particularly in town centre areas, may be appropriate in some cases; and</li> <li>- Prior to becoming available for development, those sites with a high flood risk level will require referencing to the need to pass the sequential test and, where necessary, the exceptions.</li> </ul>	Affordable housing where applicable:	35%
	Affordable housing threshold:	15+ units
	Affordable housing tenure: Social rented:	80%
	Affordable housing tenure: Intermediate:	20%

Site ID	Name	Value Area	Net area (ha)	Yield	Viable?
BF01	68-72 West Street Rochford	East Rochford	0.21	8	Yes
BF02	162-168 High Street, Rayleigh	West Rochford	0.17	6	Yes
BF03	247 London Road, Rayleigh	West Rochford	0.2	7	Yes
BF04	Garage Block, West Street, Rochford	East Rochford	0.05	2	No
BF05	Castle Road Recycling Centre, Rayleigh	West Rochford	0.31	11	Yes
BFR1	Star Lane Industrial Estate, Great Wakering	East Rochford	1.91	67	No
BFR2	Eldon Way/Foundry Industrial Estate, Hockley	West Rochford	3.35	118	Marginal
BFR4	Rawreth Industrial Estate, Rayleigh	West Rochford	4.35	153	Marginal
CFS001	Rayleigh Garden Centre, Eastwood Road, Rayleigh	West Rochford	1.15	41	Yes
CFS002	Land at Nursery Corner, between Rectory Road and Hall Road, Hawkwell	West Rochford	1.75	62	Yes
CFS003	Land at junction of The Drive and Disraeli Road, Rayleigh	West Rochford	0.3	11	Yes
CFS004	Land in Little Wakering next to Barling Magna C.P. School	East Rochford	0.73	26	Yes

Site ID	Name	Value Area	Net area (ha)	Yield	Viable?
CFS005	Plot 13, South-West side of London Road, Rayleigh	West Rochford	0.19	7	Yes
CFS006	Lane Field, Watery Lane, Hullbridge	West Rochford	2.87	101	Yes
CFS007	Land to the rear of Golden Cross Road, Nelsons Road and Brays Lane, Ashingdon	East Rochford	1.14	40	Yes
CFS008	Land at The Chase, Ashingdon, Rochford, Essex	East Rochford	0.13	5	Yes
CFS009	340-370 Eastwood Road, Rayleigh, Essex	West Rochford	0.57	21	Yes
CFS010	Roverdene, Ellesmere Road, Ashingdon, Rochford, Essex	East Rochford	0.4	14	Yes
CFS011	Land between Victoria Drive SS3 0AT, Seaview Drive SS3 0BE and Shoebury Road Great Wakering SS3 0BA	East Rochford	2.11	74	Yes
CFS012	Land East of bend, Gardiners Lane, Canewdon, Rochford, Essex SS4 3PR	East Rochford	0.43	16	Yes
CFS013	Land at rear of Newton Hall Gardens, Ashingdon	East Rochford	2.81	99	Yes
CFS014	Land opposite 1 to 10 Disraeli Road, Rayleigh	West Rochford	0.65	23	Yes
CFS015	Land south-east of the junction of Lower Road and Hullbridge Road, Hullbridge	West Rochford	2.22	78	Yes
CFS016	Tyndol, Chelmsford Road, Rawreth, Wickford SS11 8SY	West Rochford	0.38	14	Yes
CFS017	Greenacres, Victor Gardens, Hawkwell	West Rochford	1.92	68	Yes
CFS018	Land between The Grange and Red Roof in Ironwell Lane SS5 4JY	West Rochford	0.71	25	Yes
CFS019	Land adjacent to Newhall Road and Lower Road, Hockley	West Rochford	0.9	32	Yes
CFS020	Land rear of St Marys Church, Rectory Road, Hawkwell	West Rochford	2.66	94	Yes
CFS021	Land between Cynara & Holmfield, Canewdon Road, Ashingdon	East Rochford	0.4	14	Yes
CFS022	Meadowbrook Farm, Ironwell Lane, Rochford	East Rochford	11.22	393	Yes
CFS023	Land north and east of Malvern Road, Hockley	West Rochford	3.97	139	Yes

Site ID	Name	Value Area	Net area (ha)	Yield	Viable?
CFS024	Land north of Merryfields Avenue, Hockley	West Rochford	1.1	39	Yes
CFS025	Land south of Montefiore Avenue, Rayleigh	West Rochford	0.48	17	Yes
CFS026	Land east of Kingsway, Hullbridge	West Rochford	0.4	14	Yes
CFS027	Land north of Bull Lane, Rayleigh	West Rochford	3.25	114	Yes
CFS028	Land adjacent to Brayside, Brays Lane, Rochford	East Rochford	0.15	6	Yes
CFS029	Land at Turrett Farm, Napier Road, Rayleigh	West Rochford	0.81	29	Yes
CFS030	Creek View, Beckney Avenue, Hockley	West Rochford	0.18	7	Yes
CFS031	Land north of Rawreth Lane and east of Parkhurst Drive, Rayleigh	West Rochford	0.73	26	Yes
CFS032	Land west of Pudsey Hall Lane, Canewdon	East Rochford	0.73	26	Yes
CFS033	Land south of Pooles Lane, Hullbridge	West Rochford	3.75	132	Yes
CFS034	Land adjacent to Newhouse Farm, Poynters Lane, Great Wakering	East Rochford	1.41	50	Yes
CFS035	Land west and north of Rochford Hall, Hall Road, Rochford	East Rochford	1.24	44	Yes
CFS036	Land adjacent to Rectory Terrace off Rectory Road, Hawkwell	West Rochford	0.27	10	Yes
CFS037	The Ramblers & Dahlia Lodge, Eastwood Rise, Leigh	West Rochford	1.21	43	Yes
CFS038	Plots 138/139/140 Ashingdon Park Estate, Lyndhurst Road, off Fambridge Road, Ashingdon	East Rochford	0.22	8	Yes
CFS039	Plots 1/2/3 New Hall Estate, Greensward Lane, Hockley	West Rochford	0.18	7	Yes
CFS040	Eastview House and Haslemere, Church Road, Hockley	West Rochford	1.14	40	Yes
CFS041	La Vallee Farm, Lower Road, Hockley	West Rochford	2.54	89	Yes
CFS042	Tower Farm, Lower Road, Hullbridge	West Rochford	2.11	74	Yes

Site ID	Name	Value Area	Net area (ha)	Yield	Viable?
CFS043	Bolt Hall Farm, Lark Hill Road, Canewdon	East Rochford	5.47	192	Yes
CFS044	15 Southview Close, 270 Eastwood Road, and land to the rear of 270 Eastwood Road (Acacia Nurseries), Rayleigh	West Rochford	2.97	104	Yes
CFS045	Belchamps Scout Site, Holyoak Lane, Hawkwell	West Rochford	6.03	212	Yes
CFS046	Plot 37/38/39 Ashingdon Park Estate, Arundel Road, Ashingdon	East Rochford	0.18	7	Yes
CFS047	36 Connaught Road, Rayleigh SS6 8UX	West Rochford	0.4	14	Yes
CFS048	287 Daws Heath Road, Rayleigh SS6 7NS	West Rochford	1.16	41	Yes
CFS049	72 Main Road, Hawkwell	West Rochford	0.23	9	Yes
CFS050	Former Castle Point and Rochford Adult Community College, Rocheway, Rochford	East Rochford	2.38	84	Yes
CFS051	Plots 74 to 79 Fambridge Road, Ashingdon	East Rochford	0.4	14	Yes
CFS052	Land north of Merrifields and south of Scaldhurst Farm, Lark Hill Road, Canewdon	East Rochford	3	106	Yes
CFS053	Land south of 38 and 39 Wellington Road, Rayleigh	West Rochford	3.51	123	Yes
CFS054	Land rear of 17 and 19 South View Close, Rayleigh	West Rochford	0.9	32	Yes
CFS055	Fairlawns Farm, Arterial Road, Rayleigh	West Rochford	3.6	126	Yes
CFS056	Stewards Yard, Wakering Road, Great Wakering	East Rochford	2.25	79	Yes
CFS057	Land east of Star Lane and north of Poynters Lane, Great Wakering	East Rochford	28.6	1,001	Yes
CFS058	Land south of Anchor Lane, Canewdon	East Rochford	5.53	194	Yes
CFS059	Land at Sandhill Road, Eastwood	West Rochford	0.55	20	Yes
CFS060	Land west of Little Wakering Road, Little Wakering	East Rochford	0.75	27	Yes
CFS061	Land between Lambourne Hall Road and Gardiners Lane, Canewdon	East Rochford	3.18	112	Yes

Site ID	Name	Value Area	Net area (ha)	Yield	Viable?
CFS062	Land north of Lambourne Hall Road, Canewdon	East Rochford	4.03	141	Yes
CFS063	Land south of Watts Lane, Rochford	East Rochford	1.67	59	Yes
CFS064	Land north and east of Folly Chase, Hockley	West Rochford	6.11	214	Yes
CFS065	Land east of Shoebury Road and South of New Road, Great Wakering	East Rochford	9.56	335	Yes
CFS066	Circus Field, Land west of Southend Road, Rochford	East Rochford	1.13	40	Yes
CFS067	Three Ashes, land to the south of Tinkers Lane, Rochford	East Rochford	8.93	313	Yes
CFS068	Land at Lower Wyburns farm, to the south of Daws Heath Road, Rayleigh	West Rochford	2.72	96	Yes
CFS069	Land at Lower Wyburns farm, to the north of Daws Heath Road, Rayleigh	West Rochford	0.86	31	Yes
CFS070	Land south of Conway Avenue and west of Shoebury Road, Great Wakering	East Rochford	3.56	125	Yes
CFS071	Land north of Barling Road, Barling	East Rochford	3.17	111	Yes
CFS072	Land south of Cagefield Road and east of Stambridge Road, Great Stambridge	East Rochford	4.75	167	Yes
CFS073	Land north of Cagefield Road and east of Stambridge Road, Great Stambridge	East Rochford	2.11	74	Yes
CFS074	Land south of Mount Bovers Lane, Hockley	West Rochford	14.22	498	Yes
CFS075	Land at Canewdon Hall Farm, Canewdon	East Rochford	4.28	150	Marginal
CFS076	Land to the north of Sutton Road, Rochford	East Rochford	5.43	191	Yes
CFS077	Land to the north of Great Wheatley Road, Rayleigh	West Rochford	7.5	263	Yes
CFS078	Land west of Cherry Orchard Way and south of Cherry Orchard Lane, Rochford	East Rochford	10.28	360	Yes
CFS079	Land west of Cherry Orchard Way and east of Cherry Orchard Lane, Rochford	East Rochford	2.09	74	Yes
CFS080	Land east of Cherry Orchard Way, Rochford	East Rochford	3.83	135	Yes

Site ID	Name	Value Area	Net area (ha)	Yield	Viable?
CFS081	Land at Stroud Green, north of Hall Road, Rochford	East Rochford	8.22	288	Yes
CFS082	Land between Ironwell Lane and Hall Road, Hawkwell	East Rochford	27.61	967	Yes
CFS083	Land south of Hall Road and west of Ark Lane, Rochford	East Rochford	7.53	264	Yes
CFS084	Land south of Hall Road, Rochford	East Rochford	7.16	251	Yes
CFS085	Land west and north of Rochford Hall, Hall Road, Rochford	East Rochford	2.22	78	No
CFS086	Land between Rivendell and Brookside, Napier Road, Rayleigh	West Rochford	0.3	11	Yes
CFS087	Land between Western Road and Weir Farm Road, Rayleigh	West Rochford	3.08	108	Yes
CFS088	Land between The Brambles and Bo Via, Clements Hall Lane, Hawkwell	West Rochford	0.28	10	Yes
CFS089	Land adjacent to Dunsmure, The Drive, Rayleigh	West Rochford	0.2	7	Yes
CFS090	Land South of Paglesham Road, Paglesham East End	East Rochford	0.36	13	Yes
CFS092	Moat Farm, Chelmsford Road, Rawreth	West Rochford	1.38	49	Yes
CFS093	Greenacres and adjacent land, Victor Gardens, Hawkwell	West Rochford	1.97	69	Yes
CFS094	Land west of Ash Green, Canewdon	East Rochford	0.48	17	Yes
CFS095	Peggle Meadow, Southend Road, Rochford	East Rochford	2.91	102	Yes
CFS096	43-45 South Street, Rochford	East Rochford	0.15	6	Yes
CFS097	Tithe Park, Poynters Lane, Great Wakering	East Rochford	21.39	749	Yes
CFS098	Land north of Napier Road, Rayleigh	West Rochford	1.49	53	Yes
CFS099	Land to the west of Hullbridge	West Rochford	24.3	851	Yes
CFS100	Land at Nevendon Salvage and adjacent land to the east, Lower Road, Hullbridge, Essex	West Rochford	2.35	83	Yes

Site ID	Name	Value Area	Net area (ha)	Yield	Viable?
CFS101	Brandy Hole Yacht Club, Kingsman Farm Road, Pooles Lane, Hullbridge	West Rochford	0.81	29	Yes
CFS102	Land to the north of Eastwood Road, east of The Drive, south of Warwick Road, Rayleigh	West Rochford	3.1	109	Yes
CFS103	Rosedene, Barrow Hall Road, Barling	East Rochford	2.66	94	Yes
CFS104/ BFR3	Stambridge Mills, Mill Lane, Stambridge	East Rochford	1.59	55	No
CFS105	Land north of Hambro Hill, Rayleigh	West Rochford	6.91	242	Yes
CFS106	Land between Couplings and Nebkitt, Wellington Avenue, Hullbridge	West Rochford	0.51	18	Yes
CFS107	Land south of Roaming, Wellington Road, Hullbridge	West Rochford	0.49	18	Yes
CFS108	Land north of Friday Woods, Wellington Road, Hullbridge	West Rochford	0.17	6	Yes
CFS109	Land between The Groves and Joydene, Wellington Avenue, Hullbridge	West Rochford	0.11	4	Yes
CFS110	The Bush, Wellington Avenue, Hullbridge	West Rochford	0.23	9	Yes
CFS111	Land north of Coombes Grove, Rochford	East Rochford	2.96	104	Yes
CFS112	Land to the west of Stambridge Mills, Mill Lane, Rochford	East Rochford	2.45	86	Yes
CFS113	Land to the east of Mill Lane, Rochford	East Rochford	3.08	108	Yes
CFS114	Land to the rear of The Cherry Tree Pub, Stambridge Road, Rochford	East Rochford	1.18	42	Yes
CFS115	Land to the west of Little Wakering Road, Great Wakering	East Rochford	3.28	115	Yes
CFS116	Land south of Coombes Farm, Stambridge Road, Rochford	East Rochford	13.25	464	Yes
CFS117	120-122 Stambridge Road, Rochford	East Rochford	0.27	10	Yes
CFS118	The Paddock by Clements Hall Way, Rectory Road, Hawkwell	West Rochford	0.33	12	Yes
CFS119	Land south of King George's Field, Ashingdon	East Rochford	3.61	127	Yes

Site ID	Name	Value Area	Net area (ha)	Yield	Viable?
CFS120	Land east of Kingsway and Cranleigh Gardens, Hullbridge	West Rochford	0.14	5	Yes
CFS121	Land north of A127, Rayleigh	West Rochford	38.48	1,347	Yes
CFS122	Land north of Paglesham Road, west of Waterside Road, Paglesham East End	East Rochford	0.46	17	Yes
CFS123	Land at 1 and 2 Sutton Ford Cottages, Sutton Road, Rochford	East Rochford	0.34	12	Yes
CFS124	Land east of Little Stambridge Hall Lane, Rochford	East Rochford	2.43	86	Yes
CFS125	Land at 36 Barling Road, Barling	East Rochford	0.06	3	Yes
CFS126	Land north of Brays Lane, Ashingdon	East Rochford	7.03	247	Yes
CFS127	Eastwood Nurseries, off Bartletts, Rayleigh	West Rochford	5.78	203	Yes
CFS128	Land adjacent to 205 Lower Road, Hullbridge	West Rochford	1.78	63	Yes
CFS129	Boness, Canewdon View Road, Rochford	East Rochford	0.61	22	Yes
CFS130	Lavender Lodge, Canewdon View Road, Rochford	East Rochford	0.65	23	Yes
CFS131	Beehive, Canewdon View Road, Rochford	East Rochford	0.62	22	Yes
CFS132	Ivanhoe Nursery, Ironwell Lane, Hawkwell	West Rochford	0.18	7	Yes
CFS133	Land south of Ashingdon Road, Ashingdon Road, Ashingdon	East Rochford	2.47	87	Yes
CFS134	Land between Eastwood Rise and Rayleigh Avenue, Eastwood	West Rochford	4.16	146	Yes
CFS135	Land at Flemings Farm Road, Eastwood	West Rochford	6.22	218	Yes
CFS136	The Dell, Madrid Avenue, Rayleigh	West Rochford	2.11	74	Yes
CFS137	Land at Hambro Nurseries, Chelmsford Road, Rawreth	West Rochford	6.49	228	Yes
CFS138	Land to the south of Windmere Avenue, Hullbridge	West Rochford	1.03	37	Yes

Site ID	Name	Value Area	Net area (ha)	Yield	Viable?
CFS139	Land north of Hooley Drive, Rayleigh	West Rochford	0.47	17	Yes
CFS140	Old Nursery, Ironwell Lane, Hawkwell	West Rochford	0.26	10	Yes
CFS141	Stewards Elm Farm, Stewards Elm Farm Lane, Great Stambridge, Rochford	East Rochford	6.6	231	Yes
CFS142	Land at Barrow Hall Road, Little Wakering	East Rochford	0.16	6	Yes
CFS143	Aquascapes Swimming Pool Showroom, Offices and Yard and Workshop	West Rochford	0.09	4	Yes
CFS144	Land adjacent to Chichester Hall, London Road Hall, London Road	West Rochford	3.83	135	Yes
CFS145	Land adjacent to Chichester Hall, London Road, Rawreth	West Rochford	0.53	19	Yes
CFS146	Land at Rawreth Hall Farm, Rawreth Lane, Rawreth	West Rochford	25.85	905	Yes
CFS147	Land north of London Road, Rayleigh	West Rochford	16.72	586	Yes
CFS148	Land north of Rawreth Lane, Rawreth	West Rochford	16.03	562	Yes
CFS149	Lane Field and Hullbridge Hill, Watery Lane, Hullbridge	West Rochford	13.6	476	Yes
CFS150	Land on the north side of Victor Gardens, Hockley	West Rochford	1.73	61	Yes
CFS151	Long Lane, Hullbridge	West Rochford	2.11	74	Yes
CFS152	Cherry Hill Farm, Chelmsford Road, Rawreth	West Rochford	0.66	24	Yes
CFS153	Land west of Common Road, Great Wakering	East Rochford	1.91	67	Yes
CFS154	The Dell, Madrid Avenue, Rayleigh, SS6 9RJ	West Rochford	0.02	1	Yes
CFS155	Land at Fossetts Farm, Rochford	West Rochford	6.41	225	Yes
CFS156	Lime Court and Poplar Court, Greensward Lane, Hockley, Essex, SS5 5HB & SS5 5JB	West Rochford	0.57	20	Yes
CFS157	Sangster Court, Church Road, Rayleigh, Essex, SS6 8PZ	West Rochford	0.31	11	Yes

Site ID	Name	Value Area	Net area (ha)	Yield	Viable?
CFS158	St Luke's Place, Daly's Road, Rochford, Essex, SS4 1RA	East Rochford	1.23	43	Marginal
CFS159	563A Ashingdon Road and land adjacent to corner of the Chase	East Rochford	0.3	11	Yes
CFS161	57 High Road, Hockley, Essex, SS5 4SZ	West Rochford	1.39	49	Yes
CFS162	Land to the rear of 158 Rawreth Lane and west of Parkhurst Drive, Rayleigh, Essex, SS6 9RN	West Rochford	1.04	37	Yes
CFS163	Land at Lubards Lodge Farm, Hullbridge Road, Rayleigh, SS6 9QG	West Rochford	3.66	129	Yes
CFS164	Land at Lubards Lodge Farm, Hullbridge Road, Rayleigh, SS6 9QG	West Rochford	26.6	931	Yes
CFS165	Land east and west of Sutton Road, Rochford	East Rochford	51.4	1,799	Yes
CFS166	Paglesham Church End	East Rochford	2.03	72	Yes
CFS168	Rayleigh (Carpenter's) Golf Range, Chelmsford Road, Rawreth, Essex, SS11 8TZ	West Rochford	3.6	126	Yes
CFS169	Meadowlands, Victor Gardens, Hockley, SS5 4DY	West Rochford	3.69	130	Yes
CFS170	Land North of Rawreth Lane, Rawreth	West Rochford	2.41	85	Yes
CFS171	Land to the North of Rawreth Lane, Rawreth	West Rochford	9.78	343	Yes
COL03	Rochford District Council Depot, South Street, Rochford	East Rochford	1.36	48	Marginal
COL13	The Freight House, Bradley Way, Rochford	East Rochford	0.58	21	Yes
COL21	Council Offices, South Street, Rochford	East Rochford	0.64	23	Marginal
COL22	Public Car Park, Southend Road, Hockley	West Rochford	0.24	9	Yes
COL25	Public Car Park, Old Ship Lane, Rochford	East Rochford	0.04	2	Marginal
COL26	Back Lane Car Park, Rochford	East Rochford	0.63	23	Yes
COL27	Freight House Car Park, Rochford	East Rochford	0.4	14	Yes

Site ID	Name	Value Area	Net area (ha)	Yield	Viable?
COL28	Public Car Park, Websters Way, Rayleigh	West Rochford	0.82	29	Yes
COL29	Public Car Park, The Market, Hockley Road, Rayleigh	West Rochford	0.25	9	Yes
COL30	Public Car Park, Castle Road, Rayleigh	West Rochford	0.42	15	Yes
COL38	Former Play Space, Malvern Road, Ashingdon	West Rochford	0.1	4	Yes
COL56	Amenity Site E, Betts Farm Estate, Hockley	West Rochford	0.03	2	Yes
COL65	21 London Hill, Rayleigh	West Rochford	0.08	3	Yes
COL83	Millview Meadows, Rochford	East Rochford	2.27	80	Yes
COL86	Public Garden, Southend Road, Rochford	East Rochford	0.06	3	Yes
COL88	Land Adjoining 57 South Street, Rochford	East Rochford	0.03	2	Yes
COL89	St Teresa's, 57 South Street, Rochford	East Rochford	0.01	1	Yes
COL91	Vacant Land, Cagefield Road, Stambridge	East Rochford	0.01	1	Yes
COL91A	Land Adjacent 14 Hambro Close, Rayleigh, Essex	West Rochford	0.03	2	Yes
COL91B	Land in and around Hartford Close and Maine Crescent, Rayleigh	West Rochford	0.04	2	Yes
COL91C	Land adjacent Malting Villas and Stambridge Road, Rochford	East Rochford	0.03	2	Yes
COL96	Land at Appleyard Avenue Hockley	West Rochford	0.07	3	Yes
EXP03	18 Albert Road, Ashingdon	East Rochford	0.11	4	Yes
EXP04	Adjacent 200 Ashingdon Road	East Rochford	0.06	3	Marginal
EXP08	289 Ferry Road, Hullbridge	West Rochford	0.22	8	Yes
EXP09	Land Opposite Maryon House, Bullwood Hall Lane, Hockley	West Rochford	0.16	6	Yes

Site ID	Name	Value Area	Net area (ha)	Yield	Viable?
EXP11	Great Wakering United Reformed Church, Chapel Lane, Great Wakering	East Rochford	0.07	3	No
EXP12	Land adjacent 44 Great Wheatley Road, Rayleigh	West Rochford	0.12	5	Yes
EXP14	Warren House 10-20 Main Road, Hockley	West Rochford	0.03	2	Yes
EXP15	7 Malting Villas Road, Rochford	East Rochford	0.04	2	Yes
EXP17	Resource House, 144A High Street, Rayleigh	West Rochford	0.01	1	Yes
EXP18	89 High Street, Rayleigh	West Rochford	0.11	4	Yes
EXP20	Land rear of 1-3 Read Close, Hawkwell	West Rochford	0.13	5	Yes
EXP21	23 Bellingham Lane, Rayleigh	West Rochford	0.03	2	Yes
EXP22	30 Woodlands Road, Hockley	West Rochford	0.05	2	Yes
GFR01	Land north west of Hockley Station	West Rochford	0.37	13	Yes
GFR02	Land adjacent 213 High Street, Great Wakering	East Rochford	0.03	2	Yes
GFR03	Land Between 35-43 Victoria Drive, Great Wakering	East Rochford	0.04	2	Marginal
GFR04	Land between 77-83 Keswick Avenue, Hullbridge	West Rochford	0.05	2	Yes
GFR05	Land adjacent 97 Crouch Avenue, Hullbridge	West Rochford	0.05	2	Yes
GFR06	Land rear of 175 Bull Lane, Rayleigh	West Rochford	0.06	3	Yes
GFR07	Land to the rear of 30-34 Lower Road, Hullbridge	West Rochford	0.07	3	Yes
SER8	South East Ashingdon	East Rochford	15.16	500	Marginal