



Strategic Housing and Employment Land Availability Assessment (SHELAA) 2024

Part 5 of 9
Viability Study

May 2024



Chelmsford
City Council

VIABILITY STUDY

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1. Introduction

- 1.1. The NPPF requires that policy-making authorities have a clear understanding of the land available in their area through the preparation of a strategic housing land availability assessment. Chelmsford City Council have therefore developed a Strategic Housing and Employment Land Availability Assessment (SHELAA).
- 1.2. The SHELAA is a desktop assessment that gauges the suitability, availability, and achievability of promoted sites through assessment against robustly developed criteria.
- 1.3. The outputs of the SHELAA are considered alongside additional evidence base material to aide selection of sites to come forward for allocation within Chelmsford's Local Plan.

2. Background

- 1.1. HDH Planning and Development Ltd were commissioned by Chelmsford City Council to produce the Local Plan Viability Study Including CIL Viability Review January 2018 and commissioned again to produce a subsequent Viability Study to support the Review of the Local Plan – Local Plan Viability Update (August 2023).
- 1.2. These studies establish and financially appraise a range of residential and non-residential typologies to determine the likeliness of development viability. The results of the studies allow officers to assess the deliverability of sites coming forward for development in the Local Plan period.
- 1.3. HDH Planning and Development Ltd is a firm regulated by the Royal Institution of Chartered Surveyors. Consequently, they have had regard to two principal pieces of relevant legislation - Financial viability in planning: conduct and reporting RICS professional statement England (1st Edition, May 2019) and Assessing viability in planning under the National Planning Policy Framework 2019 for England, GUIDANCE NOTE (RICs, 1st edition, March 2021). The same principles have been applied followed in this assessment.
- 1.4. Chelmsford City Council have produced this Viability Study to mainly draw on the Local Plan Viability Update (August 2023).
- 1.5. When assessing the achievability aspect of a site, Planning Practice Guidance advises that:

“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”.
- 1.6. The results determined within this viability study have therefore been used to inform the economic viability aspect of the SHELAA.

1.7. Where any assumptions or recommendations are not specifically mentioned in this report, it is advisable to refer to the Local Plan Viability Update (2023) for an explanation as to how these have been determined.

3. Methodology

3.1. This Viability Study applies the same methodology as the HDH Planning and Development Ltd studies, which in turn applies the Harman Guidance¹, with the typical valuation formula detailed in Figure 1 below.

Figure 1: Viability Methodology

$$\begin{array}{c} \textbf{Gross Development Value} \\ \text{(The combined value of the complete development)} \\ \\ \text{LESS} \\ \\ \textbf{Cost of creating the asset, including a profit margin} \\ \text{(Construction + fees + finance charges)} \\ \\ = \\ \\ \textbf{RESIDUAL VALUE} \end{array}$$

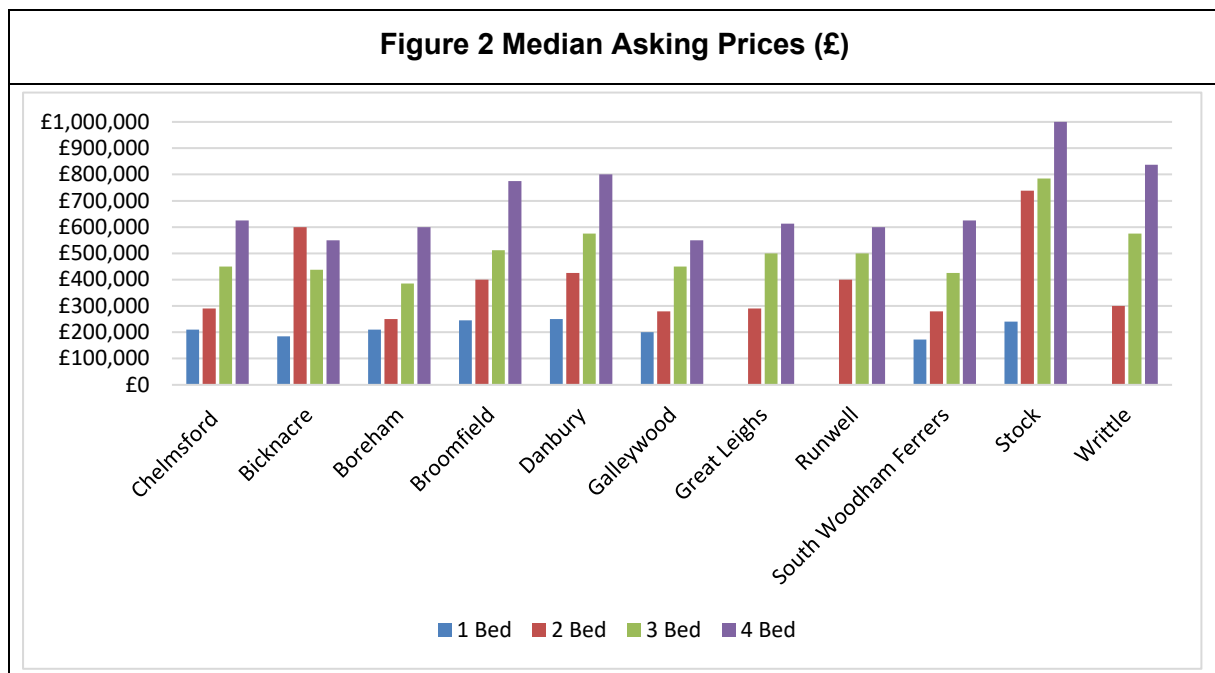
Source: HDH 2023

3.2. With permission from HDH Planning and Development Ltd, this study has utilised the same viability modelling software as that used in the Local Plan Viability Update (2023). The source of information will be made clear throughout.

1. Viability Testing Local Plans – Advice for planning practitioners, LGA/HBF – Sir John Harman, June 2012 (known as the Harman Guidance)

4. Residential Market

4.1. Consistent with the Local Plan Viability Update (2023), this study considers variations within the local market, identifying the typical development locations across Chelmsford to calculate assumptive values to represent each. To understand how market values currently differ within different areas of Chelmsford, Figure 2 below shows the median asking prices in broad locations across the administrative area of Chelmsford. The below data are asking prices which reflect the seller's aspiration of value, rather than the actual value, however they are a useful indication of how prices vary across areas.



Source: Rightmove.co.uk (November 2022)

4.2. To determine the value (£/m²) to use for each residential typology when undertaking the viability testing, new-build sale prices over an 18-month period have been collected from the Land Registry along with each new-build dwelling's gross internal area (GIA) taken from its Environmental Performance Certificate (EPC) – see Appendix 1. A summary of the findings can be seen in Table 1 below.

Table 1: Chelmsford Newbuild Sale Prices and Value per m² (sales from 01/01/2021 to 01/07/2022)					
	Detached	Semi-detached	Terraced	Flats	All
Count	70	8	4	79	161
Chelmsford – Price Paid					
Minimum	£250,000	£216,000	£159,750	£185,000	£159,750
Average	£550,419	£431,437	£472,313	£302,078	£420,710
Maximum	£900,000	£525,000	£590,000	£460,000	£900,000
Chelmsford – Value £/m²					
Minimum	£1,404	£2,805	£2,075	£3,315	£1,404
Average	£4,438	£4,247	£3,290	£4,898	£4,626
Maximum	£10,085	£4,792	£3,782	£7,500	£10,085

Source: Land Registry and EPC

- 4.3. To understand how the values vary across the administrative area, Table 2 below splits the data down by parish area.

Table 2: Chelmsford Newbuild Value per m² by Parish (sales from 01/01/2021 to 01/07/2022)					
	Detached	Semi-detached	Terraced	Flats	All
Boreham					
Count	6	0	0	0	6
Minimum	£4,427	0	0	0	£4,427
Average	£4,614	0	0	0	£4,614
Maximum	£4,876	0	0	0	£4,876
Broomfield					
Count	1	2	0	0	3
Minimum	£4,371	£3,599	0	0	£3,599
Average	£4,371	£3,913	0	0	£4,066
Maximum	£4,371	£4,227	0	0	£4,371
Chelmsford Unparished Area					
Count	9	0	3	79	91
Minimum	£1,404	0	£3,651	£3,315	£1,404
Average	£4,447	0	£3,696	£4,898	£4,814
Maximum	£10,085	0	£3,782	£7,500	£10,085
Great Leighs					
Count	28	1	0	0	29
Minimum	£3,824	£4,783	0	0	£3,824
Average	£4,472	£4,783	0	0	£4,483
Maximum	£5,862	£4,783	0	0	£5,862
Little Waltham					
Count	23	5	1	0	29
Minimum	£3,689	£2,805	£2,075	0	£2,075
Average	£4,386	£4,273	£2,075	0	£4,287
Maximum	£4,844	£4,792	£2,075	0	£4,844

Springfield					
Count	3	0	0	0	3
Minimum	£3,867	0	0	0	£3,867
Average	£4,170	0	0	0	£4,170
Maximum	£4,455	0	0	0	£4,455

Source: Land Registry and EPC

- 4.4. As can be seen from the data, the land registry searches only identified new-build sales in a handful of Chelmsford's parishes, and so whilst this can be useful to gauge the price uplift between existing and new-build sales across Chelmsford in general, it is difficult to utilise this data alone to generate appropriate £/m² assumptions for all areas/land types.
- 4.5. We can however gauge the difference from Figure 2 above which, consistent with the findings from the previous viability studies, shows that South Woodham Ferrers values are considerably lower than those of the rest of the administrative area.
- 4.6. The data presented above, and supplementary market information gathered by HDH Planning and Development Ltd detailed in Chapter 4 of the Local Plan Viability Update (2023), has led us to determine the following value assumptions to be used for viability testing the residential typologies:

Table 3: Residential Price Assumptions (£/m²)	
BF – Chelmsford	£4,900
BF – South Woodham Ferrers	£4,500
Urban Flats – Chelmsford	£5,300
Large GF – Chelmsford	£4,672
Large GF – South Woodham Ferrers	£4,300
Medium GF – South West area	£4,900
Medium GF – Elsewhere	£4,300
Small GF – all areas	£5,000

Source: HDH (March 2023)

Affordable Housing

- 4.7. For this viability model, it has been assumed that the affordable housing tenures will consist of rented – in the form of social or affordable rent, first homes, and shared ownership. As per Local Plan policy, it is expected that schemes of 11 or more residential units will provide 35% affordable accommodation. This 35% is formed of 22% affordable/social rent, 9% first homes and 4% shared ownership.
- 4.8. HDH Planning and Development Ltd have undertaken extensive research to establish the most appropriate value assumptions for their Local Plan Viability Update (2023). This study follows the same value assumptions that they have derived.
- 4.9. For the first homes and shared ownership units, a value of 70% of the open market value has been assumed. Table 4 below details these assumptive values.

Table 4: Shared Ownership & First Homes Price Assumptions (£/m²)	
BF – Chelmsford	£3,430
BF – South Woodham Ferrers	£3,150
Urban Flats – Chelmsford	£3,710
Large GF – Chelmsford	£3,270
Large GF – South Woodham Ferrers	£3,010
Medium GF – South West area	£3,430
Medium GF – Elsewhere	£3,010
Small GF – all areas	£3,500

4.10. The national price cap of £250,000 will be applied.

4.11. For the affordable rented units, a value of 55% of market value has been assumed. Table 5 below details these assumptive values.

Table 5: Affordable Rented Price Assumptions (£/m²)	
BF – Chelmsford	£2,695
BF – South Woodham Ferrers	£2,475
Urban Flats – Chelmsford	£2,915
Large GF – Chelmsford	£2,570
Large GF – South Woodham Ferrers	£2,365
Medium GF – South West area	£2,695
Medium GF – Elsewhere	£2,365
Small GF – all areas	£2,750

4.12. Social rented accommodation is assumed to be 50% of market value. Table 6 below details these assumptive values.

Table 6: Social Rented Price Assumptions (£/m²)	
BF – Chelmsford	£2,450
BF – South Woodham Ferrers	£2,250
Urban Flats – Chelmsford	£2,650
Large GF – Chelmsford	£2,336
Large GF – South Woodham Ferrers	£2,150
Medium GF – South West area	£2,450
Medium GF – Elsewhere	£2,150
Small GF – all areas	£2,500

Residential Typologies

4.13. Following both the Local Plan Viability Study Including CIL Review January 2018 and the previous SHELAA, an exercise has been undertaken to review the residential typologies to be viability tested.

4.14. Based upon emerging housing need and the locations of SHELAA sites that have been promoted to us, the strategic site typologies have been revised. Further, tweaks to some of the brownfield sites have been made in order to better reflect

the flatted development that is evolving in the city centre. Table 7 below provides the full list of residential typologies that feed into the SHELAA.

Table 7: Residential Typologies					
No.	Typology	Units per ha	Min area needed (ha)	Gross to net ratio	Form and scale
1	Large GF – 300 units, urban edge	35	12.24	70%	Houses only
2	Large GF – 100 units, urban edge	35	4.08	70%	Houses only
3	Medium GF – 40 units, urban edge	35	1.43	80%	Houses only
4	Medium GF – 20 units, urban edge	35	0.83	80%	Houses only
5	Medium GF – 12 units, urban edge	30	0.50	80%	Houses only
6	Large BF – 125 units, urban area	120	2.75	70%	Houses and flats
7	Large BF – 50 units, urban area	65	0.96	80%	Houses and flats
8	Medium BF – 25 units, urban area	35	0.48	80%	Houses and flats
9	Medium BF – 12 units, urban area	65	0.18	100%	Houses only
10	Urban flats BF – 250	80	4.46	70%	Flats only
11	Urban flats BF – 250 HD	160	1.95	80%	Flats only (6+ storeys)
12	Urban flats BF – 155	100	1.94	80%	Flats only
13	Urban flats BF – 155 HD	160	1.21	80%	Flats only (6+ storeys)
14	Urban flats BF – 75 units, urban area	85	1.10	80%	Flats only
15	Urban Flats BF – 35	80	0.44	100%	Flats only
16	Flats BF – 12	75	0.16	100%	Flats only
17	Small GF – 9 units, settlement edge	30	0.30	100%	Houses only
18	Small GF – 4 units, settlement edge	30	0.13	100%	Houses only
19	Green plot, settlement edge	30	0.03	100%	Single house
20	Small BF – 9 units, urban area	45	0.20	100%	Houses and flats
21	Small BF – 6 units, rural area	35	0.17	75%	Houses only
22	Brown plot, urban area	30	0.03	100%	Single house
23	Strategic Greenfield 1 – 3,000	40	150	50%	Mix of family housing as per LP Policy and

					SHMA
24	Strategic Greenfield 2 – 2,000	40	100	50%	Mix of family housing as per LP Policy and SHMA
25	Strategic Greenfield 3 – 1,500	35	85.71	50%	Mix of family housing as per LP Policy and SHMA
26	Large Greenfield 4 – 1,000	35	44.64	64%	Mix of family housing as per LP Policy and SHMA
27	Large Greenfield 5 - 500	35	28.57	50%	Mix of family housing as per LP Policy and SHMA
28	Strategic Brownfield – 500	160	3.47	90%	Flats only

Specialist Residential Accommodation

4.15. The Local Plan Viability Update 2023 tests a range of specialist residential development but for the purposes of this high-level assessment we only include the mainstream housing typologies set out above.

4.16. For all typologies detailed above, we will apply the net developable area assumptions detailed in Table 8 below. This is in alignment with the approach undertaken by HDH Planning and Development Ltd.

Gross site area (ha)	Percentage net
Less than 0.4ha	100%
0.4ha to 2ha	80%
Over 2ha	70%

5. Non-Residential Market

5.1. Having reviewed vacancy rates, yields, rents, and the impacts of the Covid pandemic, HDH Planning and Development Ltd have generated updated typologies to cover a range of employment uses reflective of Chelmsford's economic make up. In accordance, the non-residential typologies for the SHELAA have been updated to align with these as detailed in Table 9 below.

No.	Typology	Min area needed (ha)	Gross to net ratio	Form and scale
31	Offices (Central)	0.025	70%	4 storeys, GIA 2,000m ²
32	Offices (Business Park)	0.025	25%	3 storeys, GIA 2,000m ²
33	Industrial	1	40%	1 storey, GIA 4,000m ²
34	Logistics	1.14	35%	1 storey, GIA 4,000m ²
35	Retail (Prime)	0.19	80%	No provision for parking / loading space

36	Retail (Elsewhere)	0.19	80%	Unspecified
37	Supermarket	1.33	30%	GIA 4,000m ²
38	Retail Warehouse	0.8	50%	GIA 4,000m ²

5.2. The Council's own market data (see Appendix 2) further supports these findings and these values are deemed appropriate for use within the SHELAA. All non-residential assumptive values are detailed in Table 10 below.

	£/m ² /year	Yield	Value (£/m ²)	Assumption
Offices (Central)	£280	5.50%	£5,091	£4,826
Offices (Business Park)	£250	5.50%	£4,545	£4,308
Industrial	£130	5.00%	£2,600	£2,476
Logistics	£200	4.25%	£4,706	£4,512
Retail (Prime)	£300	6.25%	£4,800	£4,518
Retail (Elsewhere)	£250	7.00%	£3,571	£3,338
Supermarket	£250	4.50%	£5,556	£5,316
Retail Warehouse	£200	5.00%	£4,000	£3,628

6. Development Costs

In addition to the assumptions detailed above, it is important to understand the costs involved to determine whether a typology is likely to be economically viable for development or not. The Council appreciate that costs will vary from site to site and it is not always possible to foresee every cost involved. However, for the purpose of the SHELAA, the costs used are evidenced to be appropriate to use to represent the typologies.

Construction Costs

6.1. The assumptive construction cost values have been derived from the Building Costs Information Service (BCIS). Cost assumptions for non-residential typologies and residential typologies are detailed below in Table 11. The appropriate BCIS median cost is used across all sites.

Rebased to Chelmsford						
Description: Rate per m2 gross internal floor area for the building Cost including prelims.						
Last updated: 11-Mar-2023 05:56						
Building function	£/m ² gross internal floor area					
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest
New build						
282. Factories						
Generally (20)	1,208	277	672	992	1,418	4,612
Up to 500m ² GFA (20)	1,543	988	1,120	1,308	1,936	2,635
500 to 2000m ² GFA (20)	1,295	277	718	1,159	1,418	4,612
Over 2000m ² GFA (20)	1,010	502	614	824	1,117	2,647
282.1 Advance factories						
Generally (15)	1,062	493	826	1,014	1,293	1,723
Up to 500m ² GFA (15)	1,176	988	998	1,109	1,281	1,549
500 to 2000m ² GFA (15)	1,141	493	956	1,220	1,318	1,723
Over 2000m ² GFA (15)	782	600	667	793	837	1,012
284. Warehouses/stores						
Generally (15)	1,053	417	637	845	1,104	4,855

Up to 500m2 GFA (15)	1,947	700	1,072	1,379	2,309	4,855
500 to 2000m2 GFA (15)	946	496	697	860	1,084	1,711
Over 2000m2 GFA (15)	794	417	586	640	920	1,673
284.1 Advance warehouses/stores (15)	790	431	632	743	1,006	1,104
284.2 Purpose built warehouses/stores						
Generally (15)	1,122	417	651	847	1,277	4,855
Up to 500m2 GFA (15)	2,245	700	1,341	1,748	2,850	4,855
500 to 2000m2 GFA (15)	931	496	682	847	1,063	1,711
Over 2000m2 GFA (15)	830	417	623	733	985	1,669
320. Offices						
Generally (15)	2,258	1,096	1,599	2,094	2,707	5,438
Air-conditioned						
Generally (15)	2,240	1,305	1,866	2,147	2,599	3,821
1-2 storey (15)	2,187	1,305	1,906	1,975	2,206	3,821
3-5 storey (15)	2,157	1,490	1,720	2,089	2,600	2,998
6 storey or above (20)	2,756	1,901	2,258	2,462	2,789	4,916
Not air-conditioned						
Generally (15)	2,225	1,096	1,508	2,074	2,833	3,761
1-2 storey (15)	2,295	1,272	1,548	2,162	2,833	3,521
3-5 storey (15)	2,110	1,096	1,398	1,546	3,044	3,761
6 storey or above (25)	2,622	2,039	-	2,709	-	3,028
341.1 Retail warehouses						
Generally (25)	1,022	513	771	916	1,084	3,032
Up to 1000m2 (25)	1,150	762	861	971	1,096	3,032
1000 to 7000m2 GFA (25)	1,015	513	773	921	1,124	2,179
344. Hypermarkets, supermarkets						
Generally (35)	1,815	296	1,299	1,758	2,346	3,154
Up to 1000m2 (35)	1,852	1,246	-	1,593	-	2,975
1000 to 7000m2 GFA (35)	1,840	296	1,272	1,943	2,383	3,154
345. Shops						
Generally (30)	1,794	661	954	1,468	2,300	4,595
1-2 storey (30)	1,813	661	953	1,531	2,323	4,595
447. Care homes for the elderly						
Generally (15)	2,061	1,264	1,532	1,933	2,356	4,307
500 to 2000m2 GFA (15)	2,458	1,322	1,350	2,023	3,426	4,307
Over 2000m2 GFA (15)	1,950	1,264	1,637	1,927	2,234	2,951
810.1 Estate housing						
Generally (15)	1,460	703	1,245	1,402	1,598	5,065
Single storey (15)	1,653	979	1,406	1,606	1,837	5,065
2-storey (15)	1,406	703	1,217	1,365	1,536	3,067
3-storey (15)	1,530	912	1,281	1,450	1,738	2,996
4-storey or above (15)	3,065	1,494	2,445	2,731	4,108	4,549
810.11 Estate housing detached (15)	1,909	1,064	1,486	1,647	2,046	5,065
810.12 Estate housing semi detached						
Generally (15)	1,468	857	1,255	1,434	1,600	2,697
Single storey (15)	1,633	1,054	1,416	1,615	1,799	2,697
2-storey (15)	1,420	857	1,246	1,382	1,553	2,519
3-storey (15)	1,414	1,073	1,141	1,401	1,597	2,066
810.13 Estate housing terraced						
Generally (15)	1,499	884	1,218	1,402	1,644	4,549
Single storey (15)	1,717	1,100	1,425	1,769	1,979	2,399
2-storey (15)	1,433	884	1,206	1,369	1,575	3,067
3-storey (15)	1,554	912	1,257	1,427	1,770	2,996
816. Flats (apartments)						
Generally (15)	1,715	852	1,424	1,618	1,930	5,911
1-2 storey (15)	1,633	1,013	1,373	1,541	1,823	3,365
3-5 storey (15)	1,687	852	1,418	1,612	1,912	3,604
6 storey or above (15)	2,036	1,251	1,666	1,906	2,181	5,911
843. Supported housing						
Generally (15)	1,842	947	1,537	1,712	2,037	3,749
Single storey (15)	2,145	1,318	1,698	1,971	2,316	3,749
2-storey (15)	1,823	956	1,517	1,659	2,022	3,256
3-storey (15)	1,699	947	1,536	1,622	1,872	2,560
4-storey or above (15)	1,922	1,163	1,525	1,807	1,957	3,600
852. Hotels (15)	2,525	1,318	2,054	2,448	3,108	3,512
853. Motels (20)	1,767	1,477	-	1,908	-	1,915
856.1 Dormitories (15)	2,555	1,869	2,176	2,284	3,048	3,284
856.2 Students' residences, halls of residence, etc (15)	2,195	1,252	1,959	2,211	2,438	3,572

Source: BCIS

Space and Accessibility Standards

- 6.2. It is assumed all new dwellings will be in accordance with the Nationally Described Space Standards.
- 6.3. Local Plan Policy DM1 requires provision of accessible standards. In schemes of 10 or more dwellings, 50% must meet M4(2) – accessible and adaptable dwellings. Further, in developments of 30 dwellings or more, 5% of new affordable dwellings must be built to M4(3)(2)(b) – wheelchair accessible dwellings and serve those in affordable housing for rent.
- 6.4. It is acknowledged that provision of enhanced accessibility, wheelchair adaptability and wheelchair accessibility standards – Building Regulations M4(2), M4(3)(2)(a) and M4(3)(2)(b) respectively – can add additional cost to build. It is assumed these provisions cost £725/dwelling, £14,064/dwelling and £34,964/dwelling respectively.

Carbon Reduction Standards

- 6.5. The 2021 publication of Approved Document L of the Building Regulations – Conservation of fuel and power features targets intended to improve the performance of newbuild housing and represents a step forward towards achieving Zero Carbon homes. For this study, it is assumed that the standard will add 3% additional cost to the build costs.

Water Efficiency

- 6.6. Local Plan Policy DM25 requires that all new dwellings shall meet the Building Regulations optional requirement for water efficiency of 110litres/person/day. A cost of £7/dwelling has been applied to achieve this requirement.

EV Charging Points

- 6.7. Local Plan Policy DM25 requires provision of Electric Vehicle (EV) charging points for new dwellings. A cost of £600/dwelling has been applied to achieve this requirement.

Biodiversity Net Gain

- 6.8. The Environment Act 2021 requires delivery of 10% biodiversity net gain in all developments. It is agreed with HDH Planning and Development Ltd that the most suitable cost assumptions to use are those featured within the 'Biodiversity net gain and local nature recovery strategies – Impact Assessment' summarised in Table 12 below. The costs therefore are calculated as an addition to the BCIS costs above as appropriate for each typology.

	On-site provision	Off-site Provision
Residential greenfield delivery costs as a proportion of build costs	0.1%	2.4%
Residential brownfield delivery costs as a proportion of build costs	<0.1%	0.5%
Industrial - % of land values	0.3%	3.0%
Prime Commercial - % of land values	0.2%	2.3%
Other Commercial - % of land values	0.2%	2.6%

Source: Biodiversity net gain and local nature recovery strategies – Impact Assessment. 2019.

6.9. For this assessment it is assumed that all greenfield sites will be providing on-site provision, whilst all brownfield sites will provide off-site provision.

S106 Contributions and CIL

6.10. The Council often seek contribution from developers to mitigate the impact of development. These contributions are then spent on improving a wide range of local infrastructure, and includes – but is not limited to – the services and facilities detailed in Table 13 below:

Theme	Infrastructure
Housing	Affordable housing
	Specialist Residential Accommodation
	Self-build and custom build dwellings
Green and Blue Infrastructure	Recreation and leisure facilities
	Environmental mitigation
Physical Infrastructure	Highways, access, and transport
	Flood protection and water management
	Utilities
Community Infrastructure	Early years, childcare and education
	Health and social wellbeing
	Social and community facilities
	Public realm and public art
	Other community infrastructure

Source: Chelmsford Infrastructure Delivery Plan, 2019.

6.11. Contributions are secured either through S106 agreements or through the adopted CIL charging schedule.

Community Infrastructure Levy (CIL)

6.12. In 2014, Chelmsford City Council established a CIL Charging Schedule for different types of development. Each year since, this rate has increased using an index of inflation. Table 14 below details the current rates:

Type of development	Adopted CIL charge	Indexed CIL charge
Residential	£125 per sqm	£200.11
Retail – convenience	£150 per sqm	£240.13
Retail – all other retail	£87 per sqm	£139.27
All other uses	£0 per sqm	£0.00

Source: Chelmsford City Council, 2024.

6.13. In addition, the Council has set out a CIL Instalments Policy applicable to CIL liable phased developments. This policy, summarised in Table 15 below, has been applied to each phase of development on the strategic site typologies within the SHELAA.

Amount of CIL liability	Number of instalments	Payment periods and amounts
Any amount less than £10,000	2	50% of the chargeable amount ¹ within 90 days of the commencement ² date, the remaining 50% of the chargeable amount within 150 days of the commencement date
Amounts equal to or greater than £10,000 and less than £40,000	3	25% of the chargeable amount within 90 days of the commencement date, 25% of the chargeable amount within 270 days of the commencement date, and the remaining 50% of the chargeable amount within 360 days of the commencement date
Amounts equal to or greater than £40,000 and less than £100,000	5	20% of the chargeable amount within 90 days of the commencement date with the balance payable in four equal instalments within 270 days, 360 days, 480 days and 570 days of the commencement date
Amounts equal to or greater than £100,000	5	10% of the chargeable amount within 90 days of the commencement date with the balance payable in four equal instalments within 270 days, 450 days, 570 days, and 720 days of the commencement date

¹ This is the amount as set out in the liability notice

² The commencement date is the commencement notice date as advised by the developer under CIL Regulations 67

Source: Chelmsford City Council, 2014

Specialist Residential Accommodation Requirement

6.14. For residential typologies of over 100 dwellings, a commuted sum is calculated to be £457.40 per dwelling in lieu of on-site provision. This is as set out within the Specialist Residential Accommodation Planning Advice Note and is secured through S106.

Open Space

6.15. The Local Plan sets out the quantum of Open Space required on new developments as per Table 16 below:

Table 16: Quantity standard for Open Space	
Type of Open Space	Quantity standard (ha/1,000 population)
Accessible Open Space	
Allotments and community gardens	0.30
Amenity green space	0.40
Play space (children)	0.05
Play space (youth)	0.05
Strategic Open Space	
Parks and recreation grounds	1.65
Natural and Semi-Natural open Space	
Natural and semi-natural green space	1.0

6.16. Using the average occupancy rate of 2.4 persons per dwelling, the amount of open space per dwelling is calculated as per the below:

- Number of households per 1,000 populations: $1,000/2.4 = 417$ dwellings
- Accessible Local Open Space per dwelling: $8,000\text{sqm}/417 = 19\text{sqm/dwelling}$
- Strategic Open Space: $16,500\text{sqm}/417 = 40\text{sqm/dwelling}$
- Natural / Semi-Natural Open Space: $10,000\text{sqm}/417 = 24\text{sqm/dwelling}$

6.17. Thresholds based upon the number of dwellings to be provided on site determine the type and amount of Open Space that is required, as detailed in Table 17:

Table 17: Thresholds for the provision of Open Space	
Size of Scheme	Provision
Less than 10 dwellings	No provision expected on-site
10-29 dwellings	Accessible Local Open Space required on-site at 19sqm per dwelling
30 or more dwellings	Accessible Local Open Space required on-site at 19sqm per dwelling, plus Strategic Open Space required on-site at 40sqm/dwelling, plus Natural/Semi-Natural Open Space required on-site at 24sqm per dwelling

6.18. Where sites are unable to accommodate the Open Space requirement on-site, a commuted sum to pay in lieu is required to cover the cost of off-site provision. This is set out within the Planning Obligations Supplementary Planning Document (POSPD) and the Open Space Planning Advice Note and is secured through S106. The rates required are as follows:

- For sites of 10 dwellings or more where the Local Open Space is not provided on-site, the commuted sum in lieu of on-site provision will be £1,063/dwelling

- For sites of 30 dwellings or more where the Strategic Open Space is not provided on-site, the commuted sum in lieu of on-site provision will be £1,052/dwelling
- For sites of 30 dwellings or more where the Natural/Semi-Natural Open Space is not provided on-site, the commuted sum in lieu of on-site provision will be £811/dwelling

6.19. In accordance with the POSPD, maintenance contributions are required for all Open Space provided on-site when responsibility for the long-term maintenance resides with Chelmsford City Council or a Parish or Town Council. This is required for 25 years after completion.

6.20. The rates for Open Space maintenance are as follows:

- Local Open Space = £164/dwellings
- Strategic Open Space = £1,017/dwelling
- Natural Open Space = £93/dwelling

Tree Planting

6.21. For all residential typologies, it is expected that three new trees be planted for every dwelling in accordance with Chelmsford's Climate and Ecological Emergency Action Plan. This is secured through S106. More information is provided in the Tree Planting Planning Advice Note.

Recreational disturbance Avoidance Mitigation Strategy (RAMS)

6.22. For all residential typologies, a contribution for RAMS is required at an indexed rate of £163.86 per dwelling (2023/24). This is as set out within the Essex Coat Recreational disturbance Avoidance & Mitigation Strategy (RAMS) – Habitats Regulations Assessment Strategy Document 2018-2038 and secured through S106.

Chelmsford City Council Monitoring Costs

6.23. A resource cost is involved in the monitoring of infrastructure coming forward and progressing through to delivery. Monitoring costs have been calculated to be as follows:

- Strategic sites: £840/obligation
- Other sites: £350/obligation
- Affordable housing: £100/affordable dwelling

Essex County Council Planning Obligations

6.24. Also secured within S106 are contributions towards infrastructure including education, employment and skills, highways, sustainable travel, libraries and flood and water management. All of which are delivered by the County Council.

6.25. Accounting for all required contributions, we have estimated the total S106 costs to be as detailed in Table 18 below. Note, these are estimates and are separate from the CIL contributions detailed above.

Table 18: S106 contribution per unit		
No	Typology	S106 per unit (£/unit)
1-5	Greenfield sites	£16,500
6-8	Brownfield sites	£14,000
10-15	Flatted schemes	£8,500
9, 16-22	Sites of 20 dwellings and less	£2,000
23	Strategic Greenfield – 3,000	£50,000
24	Strategic Greenfield – 2,000	£40,000
25	Strategic Greenfield – 1,500	£40,000
26	Large Greenfield – 1,000	£40,000
27	Large Greenfield - 500	£25,000
28	Strategic Brownfield – 500	£25,000

Other Development Costs

6.26. All other development costs have been calculated/determine by HDH Planning and Development Ltd. Table 19 below provides a summary of the assumptions to be used for these, with justification of their values to be provided by HDH Planning and Development Ltd within their Local Plan Viability Update.

Table 19: Other Appraisal Assumptions	
Site Costs	5% on smaller sites 15% on larger sites
Abnormals	On Brownfield sites only – 5% of BCIS costs
Professional Fees	8% of build costs
Contingencies	5% on Brownfield sites and Strategic sites 2.5% on all other typologies
VAT	Assumed not to arise or that it is recovered in full
Interest Rate	7.5% per annum
Developers return	17.5% on residential development 15% on non-residential
Voids	Three-month void period
Acquisition costs	1% agents 0.5% legal fees
Disposal costs	3.5%

7. Viability Appraisals

7.1. The viability appraisals alone do not determine whether it is feasible to develop a site. It is acknowledged that high-level assumptions have been made in order to gain an overall indication of viability likelihood. There are a range of factors unique to each site that may impact upon deliverability. However, in having developed and utilised typologies for the SHELAA, these appraisals offer a strong indication as to whether a site, compliant with Local Plan policies, is likely to be viable for development or not.

7.2. The Residual Value has been calculated for each residential and non-residential typology. Where appropriate, residential typologies have been tested twice – once assuming the site lies within South Woodham Ferrers, and once assuming the site lies somewhere else within the Chelmsford administrative area; and non-residential typologies have been tested twice – once assuming the site is greenfield, and once assuming the site is brownfield.

7.3. A traffic light system has been applied to visually distinguish the outcomes of the appraisals.

- **Green** – indicated that the Residual Value per hectare exceeds the Benchmark Land Value per hectare and therefore suggests that the typology is likely viable for development.
- **Amber** – indicates that the Residual Value per hectare falls below the Benchmark Land Value but above the Existing Use Value per hectare and therefore suggests that viability of the typology is marginal.
- **Red** – indicates that the Residual Value per hectare falls below the Existing Use Value per hectare and therefore that the typology is likely unviable for development.

7.4. Table 20 below details a summary of the appraisals for each residential typology located at strategic sites, Chelmsford and elsewhere.

Table 20: Residual Values for residential typologies – Chelmsford and Elsewhere				
No.	Typology	EUV	BLV	Residual Value
		£/ha	£/ha	£/ha
1	Large GF 300 Urban Edge	25,000	525,000	1,337,725
2	Large GF 100 Urban Edge	25,000	525,000	1,271,243
3	Medium GF - 40 urban edge	25,000	525,000	1,851,498
4	Medium GF - 20 urban edge	25,000	525,000	1,570,472
5	Medium GF - 12 urban edge	25,000	525,000	2,100,466
6	Brownfield - 125 Urban Area	1,100,000	1,320,000	2,028,987
7	Brownfield - 50 Urban Area	1,100,000	1,320,000	2,497,141
8	Brownfield - 25 Urban Area	1,100,000	1,320,000	2,167,207
9	Brownfield - 12 Urban Area	1,100,000	1,320,000	3,852,436
10	Flatted BF 250	1,100,000	1,320,000	1,805,030
11	Flatted BF 250 HD	1,100,000	1,320,000	159,563
12	Flatted BF 155	1,100,000	1,320,000	2,632,939
13	Flatted BF 155 HD	1,100,000	1,320,000	114,341
14	Flats BF 75	1,100,000	1,320,000	2,351,768
15	Flats BF 35	1,100,000	1,320,000	1,557,489
16	Flats 12	1,100,000	1,320,000	1,878,988
17	Small GF - 9	25,000	525,000	4,098,235
18	Small GF - 4	25,000	525,000	4,261,183
19	Green Plot	25,000	525,000	4,961,444
20	Small Brown - 9	1,100,000	1,320,000	3,492,530
21	Small Brown - 6	1,100,000	1,320,000	3,404,452
22	Brown Plot	1,100,000	1,320,000	3,716,250
23	Strategic Green 1	25,000	250,000	644,761
24	Strategic Green 2	25,000	250,000	771,492
25	Strategic Green 3	25,000	250,000	741,165

26	Strategic Green 4	25,000	250,000	1,028,311
27	Strategic Green 5	25,000	250,000	905,510
28	Strategic Brown	1,100,000	1,320,000	3,742,558

7.5. Table 21 below details a summary of the appraisals for each residential typology located at South Woodham Ferrers.

No.	Typology	EUV	BLV	Residual Value
		£/ha	£/ha	£/ha
1	Large GF 300 Urban Edge	25,000	525,000	947,143
2	Large GF 100 Urban Edge	25,000	525,000	847,979
3	Medium GF - 40 urban edge	25,000	525,000	1,031,656
4	Medium GF - 20 urban edge	25,000	525,000	897,172
5	Medium GF - 12 urban edge	25,000	525,000	1,260,913
6	Brownfield - 125 Urban Area	1,100,000	1,320,000	1,289,114
7	Brownfield - 50 Urban Area	1,100,000	1,320,000	1,593,722
8	Brownfield - 25 Urban Area	1,100,000	1,320,000	1,440,633
9	Brownfield - 12 Urban Area	1,100,000	1,320,000	2,602,366
10	Flatted BF 250	1,100,000	1,320,000	252,534
11	Flatted BF 250 HD	1,100,000	1,320,000	-3,739,750
12	Flatted BF 155	1,100,000	1,320,000	346,837
13	Flatted BF 155 HD	1,100,000	1,320,000	-3,872,637
14	Flats BF 75	1,100,000	1,320,000	317,892
15	Flats BF 35	1,100,000	1,320,000	342,056
16	Flats 12	1,100,000	1,320,000	671,789
17	Small GF -9	25,000	525,000	4,098,235
18	Small GF - 4	25,000	525,000	4,261,183
19	Green Plot	25,000	525,000	4,961,444
20	Small Brown - 9	1,100,000	1,320,000	2,623,570
21	Small Brown - 6	1,100,000	1,320,000	2,635,252
22	Brown Plot	1,100,000	1,320,000	2,630,124

7.6. Table 22 below provided a summary of the appraisals for each non-residential typology in both a greenfield and a brownfield location.

Typology	Residual Land Worth (Site)	Existing Use Value (£/ha)	Viability Threshold (£/ha)	Residual Value (£/ha)
31 Offices (Central)				
Greenfield	1,901,208	25,000	530,000	26,616,915
Brownfield	1,458,108	1,100,000	1,100,000	5,103,377
32 Offices (Business Park)				
Greenfield	909,882	25,000	530,000	3,412,056
Brownfield	459,639	1,100,000	1,100,000	574,549
33 Industrial				
Greenfield	3,116,519	25,000	530,000	3,116,519
Brownfield	2,675,514	1,100,000	1,100,000	2,675,514
34 Logistics				

Greenfield	11,539,802	25,000	530,000	11,136,762
Brownfield	10,097,327	1,100,000	1,320,000	9,744,667
35 Retail (Prime)				
Greenfield	206,072	25,000	530,000	10,990,529
Brownfield	182,703	1,100,000	1,320,000	9,744,160
36 Retail (Elsewhere)				
Greenfield	39,677	25,000	530,000	2,116,118
Brownfield	16,308	1,100,000	1,320,000	869,748
37 Supermarket				
Greenfield	7,754,132	25,000	530,000	6,969,758
Brownfield	5,815,599	1,100,000	1,320,000	5,227,318
38 Retail Warehouse				
Greenfield	6,995,117	25,000	530,000	8,743,896
Brownfield	6,580,964	1,100,000	1,320,000	8,226,205

8. Reflecting the Appraisal Outcomes within the SHELAA

8.1. The green, amber and red results detailed above are fed directly into the SHELAA assessment database. Each site that is assessed is assigned one or more typologies based upon the site's characteristics, and the associated viability likelihood is applied to determine a viability score. More detail on scoring can be found in the Criteria Note.

9. Appendices

Appendix 1: Land Registry price paid & EPC on newbuilds sold in Chelmsford

Appendix 2: Employment unit asking prices

Appendix 1: Land Registry price paid & EPC on newbuilds sold in Chelmsford

Data collected on sales of new-build dwellings in Chelmsford sold between 01/01/2021 – 01/07/2022.

Price Paid	Date	Property Type	SAON	PAON	Street	Locality	Town	Postcode	sqm	£/sqm
£216,000	05/01/2021	S			24 WENTWORTH ROAD	LITTLE WALTHAM	CHELMSFORD	CM3 3GP	77	£2,805
£210,000	14/01/2021	F	FLAT 17	ROSEBERY HOUSE, 41	SPRINGFIELD ROAD		CHELMSFORD	CM2 6ZP	30	£7,000
£286,000	15/01/2021	F			40 WALTHAM GLEN		CHELMSFORD	CM2 9EL	72	£3,972
£339,896	15/01/2021	F	13	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	78	£4,358
£342,995	15/01/2021	F	20	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	73	£4,699
£339,995	15/01/2021	F	11	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	72	£4,722
£261,995	15/01/2021	F	14	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	53	£4,943
£261,995	15/01/2021	F	12	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	52	£5,038
£205,000	15/01/2021	F	FLAT 2	ROSEBERY HOUSE, 41	SPRINGFIELD ROAD		CHELMSFORD	CM2 6ZP	31	£6,613
£344,995	18/01/2021	F	18	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	78	£4,423
£260,995	18/01/2021	F	23	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	53	£4,924
£280,000	19/01/2021	F			35 WALTHAM GLEN		CHELMSFORD	CM2 9EL	71	£3,944
£285,000	19/01/2021	F	FLAT 17	HODGSON HOUSE, 50	RAINSFORD ROAD		CHELMSFORD	CM1 2XB	50	£5,700
£460,000	20/01/2021	S			39 BELFRY CRESCENT	LITTLE WALTHAM	CHELMSFORD	CM3 3GN	96	£4,792
£540,000	21/01/2021	D			21 ALBATROSS WAY	LITTLE WALTHAM	CHELMSFORD	CM3 3GD	138	£3,913
£339,995	21/01/2021	F	31	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	75	£4,533
£275,280	21/01/2021	F	FLAT 9	ROSEBERY HOUSE, 41	SPRINGFIELD ROAD		CHELMSFORD	CM2 6ZP	41	£6,714
£415,000	22/01/2021	D			8 LITTLE RYE FIELDS	GREAT LEIGHS	CHELMSFORD	CM3 1FR	87	£4,770
£416,995	22/01/2021	D			1 LITTLE RYE FIELDS	GREAT LEIGHS	CHELMSFORD	CM3 1FR	87	£4,793
£445,000	22/01/2021	D			41 BELFRY CRESCENT	LITTLE WALTHAM	CHELMSFORD	CM3 3GN	96	£4,635
£346,995	22/01/2021	F	21	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	74	£4,689
£255,000	22/01/2021	F	22	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	54	£4,722
£338,995	22/01/2021	F	24	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	69	£4,913
£342,995	22/01/2021	F	39	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	66	£5,197
£480,000	25/01/2021	D			43 BELFRY CRESCENT	LITTLE WALTHAM	CHELMSFORD	CM3 3GN	110	£4,364
£284,000	25/01/2021	F			27 WALTHAM GLEN		CHELMSFORD	CM2 9EL	71	£4,000
£344,995	25/01/2021	F	37	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	72	£4,792
£465,000	26/01/2021	S			37 BELFRY CRESCENT	LITTLE WALTHAM	CHELMSFORD	CM3 3GN	101	£4,604
£465,000	27/01/2021	S			14 PETTY CROFT	BROOMFIELD	CHELMSFORD	CM1 7FS	110	£4,227
£339,995	27/01/2021	F	33	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	72	£4,722
£210,000	27/01/2021	F	FLAT 2	PAVILION HOUSE, 45	NEW WRITTLE STREET		CHELMSFORD	CM2 0SB	37	£5,676
£338,995	28/01/2021	F	28	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	72	£4,708
£342,000	28/01/2021	F	16	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	72	£4,750
£547,000	29/01/2021	D			136 ORCHARD WAY	BOREHAM	CHELMSFORD	CM3 3GR	119	£4,597
£512,000	29/01/2021	D			135 ORCHARD WAY	BOREHAM	CHELMSFORD	CM3 3GQ	105	£4,876
£625,000	29/01/2021	D			2 HEDGE COCK LINK	BROOMFIELD	CHELMSFORD	CM1 7FL	143	£4,371
£430,000	29/01/2021	S			18 ST ANDREWS DRIVE	LITTLE WALTHAM	CHELMSFORD	CM3 3GH	96	£4,479
£435,000	29/01/2021	D			9 FOXGLOVE AVENUE		CHELMSFORD	CM1 4FX	100	£4,350
£342,995	29/01/2021	F	41	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	75	£4,573
£341,995	29/01/2021	F	32	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	72	£4,750
£341,995	29/01/2021	F	35	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	71	£4,817
£580,000	05/02/2021	D			134 ORCHARD WAY	BOREHAM	CHELMSFORD	CM3 3GR	131	£4,427
£405,000	05/02/2021	D			47 BELFRY CRESCENT	LITTLE WALTHAM	CHELMSFORD	CM3 3GN	86	£4,709
£465,000	05/02/2021	D			57 BELFRY CRESCENT	LITTLE WALTHAM	CHELMSFORD	CM3 3GN	96	£4,844

Price Paid	Date	Property Type	SAON	PAON	Street	Locality	Town	Postcode	sqm	£/sqm
£290,000	05/02/2021	F			42 WALTHAM GLEN		CHELMSFORD	CM2 9EL	72	£4,028
£435,000	05/02/2021	D			4 ELDER CLOSE		CHELMSFORD	CM1 4FU	100	£4,350
£330,000	05/02/2021	F	FLAT 14		56 RAILWAY STREET		CHELMSFORD	CM1 1QS	69	£4,783
£344,995	05/02/2021	F	38	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	72	£4,792
£480,000	10/02/2021	D			51 BELFRY CRESCENT	LITTLE WALTHAM	CHELMSFORD	CM3 3GN	110	£4,364
£399,000	12/02/2021	D			36 MOORTOWN PLACE	LITTLE WALTHAM	CHELMSFORD	CM3 3FZ	86	£4,640
£400,000	12/02/2021	D			49 BELFRY CRESCENT	LITTLE WALTHAM	CHELMSFORD	CM3 3GN	86	£4,651
£331,000	19/02/2021	F	30	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	71	£4,662
£330,000	19/02/2021	F	FLAT 10		56 RAILWAY STREET		CHELMSFORD	CM1 1QS	69	£4,783
£235,000	22/02/2021	F	FLAT 44	ROSEBERY HOUSE, 41	SPRINGFIELD ROAD		CHELMSFORD	CM2 6ZP	33	£7,121
£225,000	22/02/2021	F	FLAT 48	ROSEBERY HOUSE, 41	SPRINGFIELD ROAD		CHELMSFORD	CM2 6ZP	30	£7,500
£340,995	25/02/2021	F	40	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	71	£4,803
£530,000	26/02/2021	D			19 RADCLIFFE WAY	GREAT LEIGHS	CHELMSFORD	CM3 1FN	118	£4,492
£580,000	26/02/2021	D			40 ST ANDREWS DRIVE	LITTLE WALTHAM	CHELMSFORD	CM3 3GH	128	£4,531
£450,000	26/02/2021	S			16 ST ANDREWS DRIVE	LITTLE WALTHAM	CHELMSFORD	CM3 3GH	96	£4,688
£405,000	26/02/2021	D			14 WENTWORTH ROAD	LITTLE WALTHAM	CHELMSFORD	CM3 3GP	86	£4,709
£690,000	26/02/2021	D			22 FOXGLOVE AVENUE		CHELMSFORD	CM1 4FW	204	£3,382
£569,500	26/02/2021	T			228 WHARF ROAD		CHELMSFORD	CM2 6NR	156	£3,651
£570,000	26/02/2021	T			232 WHARF ROAD		CHELMSFORD	CM2 6NR	156	£3,654
£590,000	26/02/2021	T			224 WHARF ROAD		CHELMSFORD	CM2 6NR	156	£3,782
£230,000	26/02/2021	F			29 WALTHAM GLEN		CHELMSFORD	CM2 9EL	59	£3,898
£321,155	26/02/2021	F	26	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	72	£4,460
£260,495	26/02/2021	F	19	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	53	£4,915
£439,995	01/03/2021	S			13 RADCLIFFE WAY	GREAT LEIGHS	CHELMSFORD	CM3 1FN	92	£4,783
£560,000	02/03/2021	D			61 BELFRY CRESCENT	LITTLE WALTHAM	CHELMSFORD	CM3 3GN	128	£4,375
£436,995	04/03/2021	D			9 RADCLIFFE WAY	GREAT LEIGHS	CHELMSFORD	CM3 1FN	92	£4,750
£380,000	05/03/2021	F	FLAT 11		56 RAILWAY STREET		CHELMSFORD	CM1 1QS	84	£4,524
£455,000	12/03/2021	D			1 WILLIS MEAD ROAD	GREAT LEIGHS	CHELMSFORD	CM3 1FL	93	£4,892
£470,000	15/03/2021	D			3 BELFRY CRESCENT	LITTLE WALTHAM	CHELMSFORD	CM3 3GN	101	£4,653
£545,000	19/03/2021	D			2 WILLIS MEAD ROAD	GREAT LEIGHS	CHELMSFORD	CM3 1FL	118	£4,619
£525,995	24/03/2021	D			21 RADCLIFFE WAY	GREAT LEIGHS	CHELMSFORD	CM3 1FN	118	£4,458
£451,995	25/03/2021	D			36 RADCLIFFE WAY	GREAT LEIGHS	CHELMSFORD	CM3 1FN	93	£4,860
£430,000	26/03/2021	D			94 ORCHARD WAY	BOREHAM	CHELMSFORD	CM3 3GR	90	£4,778
£399,995	26/03/2021	D			4 RYE FIELD CLOSE	GREAT LEIGHS	CHELMSFORD	CM3 1FQ	87	£4,598
£430,000	26/03/2021	D			2 FINNING CLOSE	GREAT LEIGHS	CHELMSFORD	CM3 1FS	91	£4,725
£453,995	26/03/2021	D			1 FINNING CLOSE	GREAT LEIGHS	CHELMSFORD	CM3 1FS	93	£4,882
£159,750	26/03/2021	T			35 ST ANDREWS DRIVE	LITTLE WALTHAM	CHELMSFORD	CM3 3GJ	77	£2,075
£460,000	26/03/2021	F	FLAT 1		236 WHARF ROAD		CHELMSFORD	CM2 6LP	136	£3,382
£530,000	29/03/2021	D			38 RADCLIFFE WAY	GREAT LEIGHS	CHELMSFORD	CM3 1FN	118	£4,492
£258,995	30/03/2021	F	17	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	52	£4,981
£750,000	31/03/2021	D			16 WENTWORTH ROAD	LITTLE WALTHAM	CHELMSFORD	CM3 3GP	190	£3,947
£440,000	31/03/2021	D			7 FOXGLOVE AVENUE		CHELMSFORD	CM1 4FX	100	£4,400
£325,000	01/04/2021	F	FLAT 7		56 RAILWAY STREET		CHELMSFORD	CM1 1QS	70	£4,643
£750,000	09/04/2021	D			59 BELFRY CRESCENT	LITTLE WALTHAM	CHELMSFORD	CM3 3GN	190	£3,947
£330,000	09/04/2021	F	FLAT 8		56 RAILWAY STREET		CHELMSFORD	CM1 1QS	68	£4,853
£325,000	15/04/2021	F	FLAT 5		56 RAILWAY STREET		CHELMSFORD	CM1 1QS	69	£4,710
£625,000	19/04/2021	D			55 BELFRY CRESCENT	LITTLE WALTHAM	CHELMSFORD	CM3 3GN	147	£4,252
£295,000	21/04/2021	F	FLAT 8	346A	BADDOW ROAD		CHELMSFORD	CM2 9RA	89	£3,315

Price Paid	Date	Property Type	SAON	PAON	Street	Locality	Town	Postcode	sqm	£/sqm
£585,000	23/04/2021	D			106 ORCHARD WAY	BOREHAM	CHELMSFORD	CM3 3GR	131	£4,466
£900,000	23/04/2021	D			9 ALBATROSS WAY	LITTLE WALTHAM	CHELMSFORD	CM3 3GD	244	£3,689
£330,000	28/04/2021	F	FLAT 9		56 RAILWAY STREET		CHELMSFORD	CM1 1QS	67	£4,925
£340,000	28/04/2021	F	FLAT 13		56 RAILWAY STREET		CHELMSFORD	CM1 1QS	67	£5,075
£525,000	29/04/2021	D			17 RADCLIFFE WAY	GREAT LEIGHS	CHELMSFORD	CM3 1FN	118	£4,449
£250,000	29/04/2021	F	1	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	52	£4,808
£775,000	30/04/2021	D			4 TAYLOR VIEW	SPRINGFIELD	CHELMSFORD	CM1 6DG	185	£4,189
£315,000	30/04/2021	F	FLAT 2		56 RAILWAY STREET		CHELMSFORD	CM1 1QS	70	£4,500
£595,000	30/04/2021	D			1 CLOVER DRIVE		CHELMSFORD	CM1 4FT	59	£10,085
£240,000	04/05/2021	F	FLAT 39	ROSEBERY HOUSE, 41	SPRINGFIELD ROAD		CHELMSFORD	CM2 6ZP	41	£5,854
£625,000	17/05/2021	D			31 ST ANDREWS DRIVE	LITTLE WALTHAM	CHELMSFORD	CM3 3GJ	147	£4,252
£422,500	19/05/2021	D			34 RADCLIFFE WAY	GREAT LEIGHS	CHELMSFORD	CM3 1FN	91	£4,643
£350,000	21/05/2021	F	FLAT 4		56 RAILWAY STREET		CHELMSFORD	CM1 1QS	67	£5,224
£670,000	28/05/2021	D			3 FINNING CLOSE	GREAT LEIGHS	CHELMSFORD	CM3 1FS	160	£4,188
£331,995	28/05/2021	F	29	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	66	£5,030
£750,000	10/06/2021	D			29 ST ANDREWS DRIVE	LITTLE WALTHAM	CHELMSFORD	CM3 3GJ	190	£3,947
£495,000	10/06/2021	D			67 BELFRY CRESCENT	LITTLE WALTHAM	CHELMSFORD	CM3 3GN	110	£4,500
£185,000	11/06/2021	F	FLAT 47	ROSEBERY HOUSE, 41	SPRINGFIELD ROAD		CHELMSFORD	CM2 6ZP	30	£6,167
£465,000	17/06/2021	D			63 BELFRY CRESCENT	LITTLE WALTHAM	CHELMSFORD	CM3 3GN	96	£4,844
£580,000	18/06/2021	D			46 ST ANDREWS DRIVE	LITTLE WALTHAM	CHELMSFORD	CM3 3GH	138	£4,203
£265,995	18/06/2021	F			89 REGINA ROAD		CHELMSFORD	CM1 1JF	63	£4,222
£342,995	21/06/2021	F			97 REGINA ROAD		CHELMSFORD	CM1 1JF	74	£4,635
£331,995	24/06/2021	F			83 REGINA ROAD		CHELMSFORD	CM1 1JF	74	£4,486
£334,995	24/06/2021	F			85 REGINA ROAD		CHELMSFORD	CM1 1JF	71	£4,718
£590,000	25/06/2021	D			128 ORCHARD WAY	BOREHAM	CHELMSFORD	CM3 3GR	130	£4,538
£659,995	25/06/2021	D			9 LITTLE RYE FIELDS	GREAT LEIGHS	CHELMSFORD	CM3 1FR	170	£3,882
£343,995	25/06/2021	F			106 REGINA ROAD		CHELMSFORD	CM1 1JF	73	£4,712
£349,995	25/06/2021	F			104 REGINA ROAD		CHELMSFORD	CM1 1JF	74	£4,730
£343,995	25/06/2021	F			111 REGINA ROAD		CHELMSFORD	CM1 1JF	72	£4,778
£679,995	29/06/2021	D			10 LITTLE RYE FIELDS	GREAT LEIGHS	CHELMSFORD	CM3 1FR	160	£4,250
£580,000	29/06/2021	D			50 ST ANDREWS DRIVE	LITTLE WALTHAM	CHELMSFORD	CM3 3GH	138	£4,203
£475,000	29/06/2021	D			1 BELFRY CRESCENT	LITTLE WALTHAM	CHELMSFORD	CM3 3GN	101	£4,703
£322,500	29/06/2021	F	FLAT 12		56 RAILWAY STREET		CHELMSFORD	CM1 1QS	68	£4,743
£649,995	30/06/2021	D			7 LITTLE RYE FIELDS	GREAT LEIGHS	CHELMSFORD	CM3 1FR	170	£3,824
£670,000	30/06/2021	D			3 CLOVER DRIVE		CHELMSFORD	CM1 4FT	173	£3,873
£580,000	30/06/2021	D			52 FOXGLOVE AVENUE		CHELMSFORD	CM1 4FW	148	£3,919
£460,000	30/06/2021	D			32 HORNBEAM GARDENS		CHELMSFORD	CM1 4GH	108	£4,259
£340,995	23/07/2021	F			105 REGINA ROAD		CHELMSFORD	CM1 1JF	72	£4,736
£225,000	30/07/2021	F	FLAT 45	ROSEBERY HOUSE, 41	SPRINGFIELD ROAD		CHELMSFORD	CM2 6ZP	30	£7,500
£250,000	02/08/2021	D			3 TANGLEWOOD PLACE		CHELMSFORD	CM3 4FP	178	£1,404
£337,995	02/08/2021	F			98 REGINA ROAD		CHELMSFORD	CM1 1JF	72	£4,694
£260,000	19/08/2021	F			87 REGINA ROAD		CHELMSFORD	CM1 1JF	52	£5,000
£265,995	20/08/2021	F			101 REGINA ROAD		CHELMSFORD	CM1 1JF	52	£5,115
£654,995	31/08/2021	D			6 FINNING CLOSE	GREAT LEIGHS	CHELMSFORD	CM3 1FS	170	£3,853
£529,995	09/09/2021	D			43 RADCLIFFE WAY	GREAT LEIGHS	CHELMSFORD	CM3 1FN	114	£4,649
£265,995	09/09/2021	F			102 REGINA ROAD		CHELMSFORD	CM1 1JF	51	£5,216
£659,995	17/09/2021	D			47 RADCLIFFE WAY	GREAT LEIGHS	CHELMSFORD	CM3 1FN	170	£3,882
£679,995	17/09/2021	D			11 RADCLIFFE WAY	GREAT LEIGHS	CHELMSFORD	CM3 1FN	160	£4,250

Price Paid	Date	Property Type	SAON	PAON	Street	Locality	Town	Postcode	sqm	£/sqm
£490,000	23/09/2021	D			1 GRANTHAM DRIVE	SPRINGFIELD	CHELMSFORD	CM1 6DY	110	£4,455
£261,995	24/09/2021	F			88 REGINA ROAD		CHELMSFORD	CM1 1JF	51	£5,137
£315,000	06/10/2021	F			23 WALTHAM GLEN		CHELMSFORD	CM2 9EL	83	£3,795
£525,500	14/10/2021	S			33 ASHFORD PLACE	BROOMFIELD	CHELMSFORD	CM1 7FW	146	£3,599
£335,995	15/10/2021	F			84 REGINA ROAD		CHELMSFORD	CM1 1JF	71	£4,732
£295,000	27/10/2021	F		FLAT 3	56 RAILWAY STREET		CHELMSFORD	CM1 1QS	68	£4,338
£516,995	29/10/2021	D			40 RADCLIFFE WAY	GREAT LEIGHS	CHELMSFORD	CM3 1FN	114	£4,535
£232,000	29/11/2021	F	4	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	52	£4,462
£669,995	30/11/2021	D			4 FINNING CLOSE	GREAT LEIGHS	CHELMSFORD	CM3 1FS	160	£4,187
£679,995	03/12/2021	D			14 LITTLE RYE FIELDS	GREAT LEIGHS	CHELMSFORD	CM3 1FR	160	£4,250
£669,995	17/12/2021	D			12 LITTLE RYE FIELDS	GREAT LEIGHS	CHELMSFORD	CM3 1FR	170	£3,941
£699,950	17/12/2021	D			2 STAINES DRIVE	SPRINGFIELD	CHELMSFORD	CM1 6FR	181	£3,867
£230,000	27/01/2022	F			93 REGINA ROAD		CHELMSFORD	CM1 1JF	50	£4,600
£679,995	31/01/2022	D			44 RADCLIFFE WAY	GREAT LEIGHS	CHELMSFORD	CM3 1FN	116	£5,862
£250,000	31/01/2022	F			86 REGINA ROAD		CHELMSFORD	CM1 1JF	50	£5,000
£240,000	01/02/2022	F	3	HILL COURT	VICTORIA ROAD		CHELMSFORD	CM1 1SP	52	£4,615
£342,995	25/04/2022	F			8 REGINA ROAD		CHELMSFORD	CM1 1QY	78	£4,397
£258,995	25/04/2022	F			5 REGINA ROAD		CHELMSFORD	CM1 1QY	52	£4,981
£264,995	28/04/2022	F			19 REGINA ROAD		CHELMSFORD	CM1 1QY	52	£5,096
£344,995	29/04/2022	F			30 REGINA ROAD		CHELMSFORD	CM1 1QY	71	£4,859
£575,995	03/05/2022	D			45 RADCLIFFE WAY	GREAT LEIGHS	CHELMSFORD	CM3 1FN	136	£4,235

Appendix 2: Employment unit asking prices

Sourced from Rightmove March 2023

Office - Prime			Office - Other			Distribution			Retail - City Centre		
Listing	£/pcm	£/sqm/yr	Listing	£/pcm	£/sqm/yr	Listing	£/pcm	£/sqm/yr	Listing	£/pcm	£/sqm/yr
£25yr/sqft	£11,250	£269.10	£10,000pcm 5,750sqft	£10,000	£224.64	Warehouse £13,249pcm 12,719 sqft	£13,249	£134.55	£7,875pcm 2,873sqft	£7,875	£354.05
£5,779pcm 4,140sqft	£5,779	£180.30	£9,086pcm 3,965sqft	£9,086	£295.99	Warehouse £6,104pcm 5,632sqft	£6,104	£139.99	£4,583pcm 2,703sqft	£4,583	£219.01
£4,583pcm 2,703sqft	£4,583	£219.01	£2,599pcm 1,890sqft	£2,599	£177.62	Warehouse £5,380pcm 4,628sqft	£5,380	£150.16	£3,750pcm 2,259sqft	£3,750	£214.42
£3,750pcm 3,455sqft	£3,750	£140.20	£1,750pcm 1,048sqft	£1,850	£228.01	Warehouse £5,000pcm 5,289sqft	£5,000	£122.11	£2,917pcm 1,439sqft	£2,917	£261.83
£2,834pcm 1,790sqft	£2,834	£204.50	£1,625pcm 916sqft	£1,625	£229.14	Industrial £3,625pcm 2,866sqft	£3,625	£163.37	£2,750pcm 2,195sqft	£2,750	£161.83
£2,229pcm/sqft	£16,209,288	£287,913.08	£1,625pcm 273sqft	£1,625	£768.85	Warehouse £3,000pcm 2,584sqft	£3,000	£149.96	£2,750pcm 2,325sqft	£2,750	£152.78
£2,030pcm 1,362sqft	£2,030	£192.52	£1,500pcm	£1,500	U/K	Industrial £2,500pcm 1,517sqft	£2,500	£212.87	£2,750pcm 2,195sqft	£2,750	£161.83
£1,533pcm 1,840sqft	£1,533	£107.62	£1,500pcm 993sqft	£1,500	£195.12	Warehouse £2,450 4,800sqft	£2,450	£65.93	£2,208pcm 889sqft	£2,208	£320.81
£1,363pcm 1,090sqft	£1,363	£161.52	£1,500pcm 654sqft	£1,500	£296.25	Storage £2,250pcm 4,500sqft	£2,250	£64.58	£1,958pcm 1,313sqft	£1,958	£192.62
£1,250pcm 644sqft	£1,250	£250.71	£1,350pcm 772sqft	£1,350	£225.87	Industrial £2,042pcm 2,218sqft	£2,042	£118.92	£1,958pcm 1,313sqft	£1,958	£192.62
£1,159pcm 323sqft	£1,159	£463.48	£1,250pcm 970sqft	£1,250	£166.45	Storage £1,300pcm 900sqft	£1,300	£186.57	£1,917pcm 776sqft	£1,917	£319.09
£650pcm 217sqft	£650	£386.91	£1,155pcm 431sqft	£1,155	£346.14	Industrial £1,208pcm 1,063sqft	£1,208	£146.79	£1,917pcm 741sqft	£1,917	£334.16
£639pcm 162sqft	£639	£509.49	£1,063pcm 1,060sqft	£1,063	£129.53	Industrial £1,208pcm 1,511sqft	£1,208	£103.27	£1,833pcm 700sqft	£1,833	£338.23
£400pcm 135sqft	£400	£382.72	£1,042pcm 541sqft	£1,042	£248.78	Industrial £1,192pcm 1,100sqft	£1,192	£139.97	£1,833pcm 935sqft	£1,833	£253.22
£529pcm/sqft	£3,846,888	£68,329.30	£917pcm 541sqft	£917	£218.94	Warehouse and yard £1,000pcm 7,372sqft	£1,000	£17.52	£1,583pcm 910sqft	£1,583	£224.69
£189pcm/sqft	£1,374,408	£24,412.55	£890pcm 930sqft	£890	£123.61	Storage £800pcm 850sqft	£800	£121.57	£1,500pcm	£1,500	U/K
Lower Quartile		£180.30	£833pcm 445sqft	£833	£241.79	Industrial £750pcm 350sqft	£750	£276.79	£1,500pcm 792sqft	£1,500	£244.63
Mean		£266.77	£667pcm 305sqft	£667	£282.47	Storage £700pcm 900sqft	£700	£100.46	£850pcm 270sqft	£850	£406.64
Median		£219.01	£600pcm 734sqft	£600	£105.59	Industrial £650pcm 933sqft	£650	£89.99	Lower Quartile		£192.62
Upper Quartile		£382.72	£525pcm 188sqft	£525	£360.71	Industrial £525pcm 625sqft	£525	£108.50	Mean		£256.03
Anomalies excluded			£500pcm 218sqft	£500	£296.25	Industrial £400pcm 334sqft	£400	£154.69	Median		£244.63
			£433pcm 276sqft	£433	£202.64	Storage £347pcm 100sqft	£347	£448.21	Upper Quartile		£320.81
			£429pcm 115sqft	£429	£481.85	Yard £300pcm 800sqft	£300	£48.44	Anomalies excluded		
			£400pcm 180sqft	£400	£287.04	Storage £250pcm 320sqft	£250	£100.91			
			£400pcm 151sqft	£400	£342.16	Warehouse £200pcm 288sqft	£200	£89.70			
			£375pcm 183sqft	£375	£264.69	Storage £150pcm 160sqft	£150	£121.09			
			£360pcm 200sqft	£360	£232.50	Storage £140pcm 320sqft	£140	£56.51			
			£300pcm 250sqft	£300	£155.00	Storage £140pcm 160sqft	£140	£113.02			
			£166pcm 127sqft	£166	£168.83	Storage £140pcm 320sqft	£140	£56.51			
			£141pcm 86sqft	£141	£211.77	Storage £130pcm 160sqft	£130	£104.95			
			£93pcm 54sqft	£93	£222.45	Storage £125pcm 320sqft	£125	£50.46			
			Lower Quartile		£197.00	Lower Quartile		£89.84			
			Mean		£257.69	Mean		£127.69			
			Median		£228.58	Median		£118.92			
			Upper Quartile		£293.75	Upper Quartile		£148.37			
			Anomalies excluded								

Retail - Other		
Listing	£/pcm	£/sqm/yr
£2,083pcm 1,174sqft	£2,083	£229.18
£2,083pcm 620sqft	£2,083	£433.96
£2,083pcm 1,173sqft	£2,083	£229.37
£1,875pcm 1,168sqft	£1,875	£207.35
£1,666pcm 1,750sqft	£1,666	£122.97
£1,666pcm 1,000sqft	£1,666	£215.19
£1,500pcm 969sqft	£1,500	£199.95
£1,500pcm 750sqft	£1,500	£258.33
£1,250pcm 711sqft	£1,250	£227.09
£917pcm 613sqft	£917	£193.22
£688pcm 345sqft	£688	£257.59
£333pcm 85sqft	£333	£506.03
Lower Quartile		£205.50
Mean		£256.69
Median		£228.13
Upper Quartile		£257.77