

Rebuttal Proof of Evidence



Liss Forest Nursery, Petersfield Road, Greatham

PINS Appeal Reference: APP/Y9507/W/23/3314274

South Downs National Park Authority Reference: SDNP/21/04848/FUL

Rebuttal Proof of Evidence

Mr Matthew Spilsbury, MRICS MRTPI

Subject: Viability

5th May, 2023

1. Rebuttal Proof of Evidence

- 1.1 This document is a Rebuttal Proof of Evidence, prepared by Matthew Spilsbury BA (Hons), MSc, MRICS, MRTPI of CBRE Ltd ('CBRE') as instructed by Cove Construction Ltd, Peter Catt, Vincent Catt and Neil Catt ('the Appellants').
- 1.2 I have read the Proof of Evidence ('PoE') prepared by Mr Fraser Castle ('Mr Castle') of Bruton Knowles LLP, which was dated 20 April 2023 and prepared on behalf of the South Downs National Park Authority ('SDNPA').
- 1.3 The purpose of this document is to address any comments I have on the contents of Mr Castle's PoE. I have done so in the form of a rebuttal.
- 1.4 I have focused my comments solely upon points that I consider warrant further reply, beyond the content of my submitted PoE, and that are material to addressing the assessment of the financial viability of the Appeal Site.
- 1.5 I have also adopted the same section titles and running order as Mr Castle's PoE, for ease of cross-reference.
- 1.6 It should not be assumed that my silence on any matters not referred to within Mr Castle's PoE represents my acceptance of these points. Rather that I consider I have addressed these points prior within my submitted PoE.
- 1.7 In this Rebuttal Proof of Evidence I have placed reliance on evidence prepared in relation to the Existing Use Value ('EUV') in the form a letter from Mr Tom Bishop MRICS FAAV of BCM LLP, dated 04 May 2023. The purpose of this letter is to respond directly to queries in Mr Castle's PoE regarding Mr Bishop's preparation of the Red Book Valuation, dated 31 March 2023, which I relied upon in my submitted PoE (see Appendix Q) as determining the EUV for the Appeal Site.
- 1.8 Mr Bishop's letter dated 04 May 2023 is appended.

Section 6: Explanation of Framework, Methodology and Key Concepts

6.7 Policy SD28 – The South Downs Local Plan 2014-2033

- 1.9. Within paragraph 6.7.2 Mr Castle's PoE quotes an extract from paragraph 7.64 of Policy SD28 of the South Downs Local Plan 2014-2033 ('SDLP') (CD4.1). The extract references that the SDNPA will require submission of a robust viability appraisal in exceptional cases where viability is a genuine barrier to delivery.
- 1.10. The National Planning Policy Framework ('NPPF') and Planning Practice Guidance for Viability ('PPG Viability') (CD6.1) set out the circumstances justifying submission of a financial viability assessment at the decision-taking stage.
- 1.11. Paragraph 58 of the NPPF states:
- "It is for the Applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage (Paragraph 58, NPPF). The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and the viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force."*
- 1.12. PPG Viability¹ (CD6.1) confirms that the circumstances include:
- "where development is proposed on unallocated sites of a wholly different type to those used in viability assessment that informed the plan; where further information on infrastructure or site costs is required; where particular types of development are proposed which may significantly vary from standard models of development for sale; or where a recession or similar significant economic changes have occurred since the plan was brought into force."*
- 1.13. The original Financial Viability Assessment (CD1.17) set out at paragraph 1.7 the circumstances that justified submission of the viability assessment alongside the planning application.

¹ Paragraph: 007 Reference ID: 10-007-20190509

- 1.14. First and foremost, in the context of NPPF paragraph 58, the viability evidence underpinning the SDNP is not up-to-date. This constitutes the BNP Paribas Local Plan Affordable Housing and Viability Assessment ('LPAHVA') (CD5.2), which was published in 2017 and is now circa 6 years old.
- 1.15. The primary reasons why the LPAHVA is now outdated are as follows:
- Changing economic circumstances triggered by the War in Ukraine and latterly the UK Government's Mini-budget in 2022, which respectively drove construction cost inflation, led to the BoE to rapidly increase interest rates (which is ongoing), increased the cost of funding, and drove up the cost of living and mortgage rates.
 - The further information known and technically assessed by the respective parties regarding the high level of infrastructure and abnormal costs that will be incurred in the development of the Appeal Site. These costs were not accounted for in the LPAHVA. This is a matter examined in respect of the Proposed Development of the Appeal Site by cost consultants Rider Levett Bucknall on the behalf of the Appellants, and subsequently agreed with SDNPA's independent cost consultants B&M as at 4th April 2023.
- 1.16. I have further referred to these circumstances in my submitted PoE. These circumstances provide justification for submission of a viability assessment at the decision taking stage for the Appeal Site that are both valid and consistent with both the NPPF and PPG Viability (CD6.1).

6.8 BNP Paribas Local Plan and Affordable Housing Viability Assessment

- 1.17. At 6.8.4 of Mr Castle' PoE he states that the BNP Paribas Local Plan Affordable Housing and Viability Assessment ('LPAHVA') (CD5.2) was *"based upon conservative inputs to ensure the robustness of the appraisals over the plan period and indicates that the proposed development is viable with policy compliant (50%) Affordable Housing provision"*.
- 1.18. Firstly, Mr Castle's suggestion that the LPAHVA was based on conservative inputs represents unsubstantiated opinion. There is no reference I can find within the LPAHVA that states it has adopted conservative inputs.
- 1.19. Secondly, Mr Castle appears to rely on his opinion that the Appeal Site is representative of Typology 13 and Typology 14 sites in the LPAHVA and that the Appeal Site is located in the defined 'Group 2' settlement banding.
- 1.20. I disagree with Mr Castle for the following reasons:
- Typology 13 (25 units, Town based in-fill on a 0.83 ha site) and Typology 14 (30 units, greenfield edge of settlement on a 1.50ha site) do not closely reflect the characteristics of the Appeal Site.
 - Mr Castle states that 'Group 2' typologies are shown as viable in Table 7.10.1 of the LPAHVA. The Appeal Site is in Greatham, a Group 3 settlement.
 - Typology 14 is based on a Benchmark Land Value ('BLV') of £300,000 per hectare, which would equate to £714,000 for the Appeal Site, which is far below the determination of BLV by either myself or Mr Castle.
 - Typology 14 is only reported as viable on the upper range of values adopted under Group 3 settlements (£4,200/m²) and not viable at the lower end of values adopted £4,000/m²).
 - Similarly, Typology 13 is only reported as viable at the upper end of the value range under Group 3 settlements, and not viable at the lower end of values adopted.

- The LPAHVA states at paragraph 5.40, that exceptional costs can be an issue where sites have been previously developed. In the absence of detailed site investigations, the LPAHVA cannot provide a reliable estimate of what exceptional costs might be and these were therefore excluded from the assessment. The results therefore are determined prior to allowance for substantial infrastructure and abnormal cost escalation on previously developed land – as has been agreed to be a material factor in the viability assessment for the Appeal Site by both Mr Castle and I.
- 1.21. I cannot therefore agree with Mr Castle’s assertion that the LPAHVA indicates that the proposed development is viable with policy compliant (50%) Affordable Housing provision.

6.9 Affordable Housing Supplementary Planning Document 2020

- 1.22. Mr Castle’s PoE states at paragraph 6.9.1 that:
- “the SPD confirms the Residual Land Value is to be supported by evidence from comparable land transactions, and in line with PPG requires ‘confirmation of the price paid for the property or the price expected to be paid for the property on the grant of planning permission together with confirmation of the contractual terms relevant to the determination of the purchase price within any contingent sale agreement or option agreement including minimum price and overage provisions’.”*
- 1.23. I also consider it relevant to highlight that PPG Plan Making confirms in paragraph 008 that:
- “Supplementary planning documents (SPD’s) should build upon and provide more detailed advice and guidance on policies in an adopted local plan. As they do not form part of the development plan, they cannot introduce new planning policies into the development plan. They are however a material consideration in decision making”.*
- 1.24. I cannot find a policy requirement within the SDLP (CD4.1) that sets out these requirements. I therefore considered the SPD can carry weight solely as guidance on this matter.
- 1.25. I have addressed the requirements of PPG Viability (CD6.1) on this matter within my PoE, including the provision of appropriate evidence, which forms the authoritative requirement on the approach to viability assessment.

Section 7: Determination of Benchmark Land Value

- 1.26. Paragraph 7.1.3-7.2.11 of Mr Castle’s PoE sets out questions raised by Mr Ferguson of SDNPA in relation to the valuation advice prepared by BCM LLP on behalf of the Appellant.

- 1.27. I believed these matters to have been addressed by the subsequent preparation and issue of BCM LLP's Red Book Valuation, dated 31 March 2023, which I relied upon in my submitted PoE (see Appendix Q) as determining the EUV for the Appeal Site. The Red Book Valuation was issued to SDNPA on 6th April 2023.
- 1.28. To ensure any outstanding queries are fully resolved, BCM LLP has addressed these by way of letter, dated 5th May 2023. This is provided at **Appendix A**.

7.6 The Appellant's Approach to the Determination of the BLV and Premium

- 1.29. Paragraph 7.6.6 of Mr Castle's PoE contends that I have not addressed the judgement of the appropriate premium to the landowner in excess of the EUV for the Appeal Site in accordance with PPG Viability (CD6.1) and contends I have relied upon 'hope value'.
- 1.30. 'Hope value' is, put simply, an element of market value in excess of the EUV, reflecting the prospect of some more valuable as yet unconfirmed future use.
- 1.31. I have not placed any reliance on 'hope value' as referenced in paragraph 7.64 of the SDLP (CD4.1), rather applying a uplift (premium) over EUV that provides what, in my opinion, represents a reasonable incentive for the landowner of the Appeal Site to sell reflecting the specific circumstances of the Appeal Site.
- 1.32. I can confirm my firm professional view that my judgement on premium is wholly consistent with PPG Viability (CD6.1). I have addressed this in full within my submitted PoE.

Section 8: Assessment of the Residual Land Value

- 1.33. Paragraph 8.2.3 of Mr Castle's PoE appears to criticise that I had not previously shared individual affordable housing unit values with Mr Castle. To clarify, Mr Castle did not share his individual values either prior to exchange of Proofs of Evidence. This did not preclude the parties agreeing the methodology to be applied to calculating affordable housing values.
- 1.34. I also included for transparency the individual affordable housing unit values within Table 5.20 and Table 5.21 of my submitted PoE.

8.3 Evidence from New Build Sales

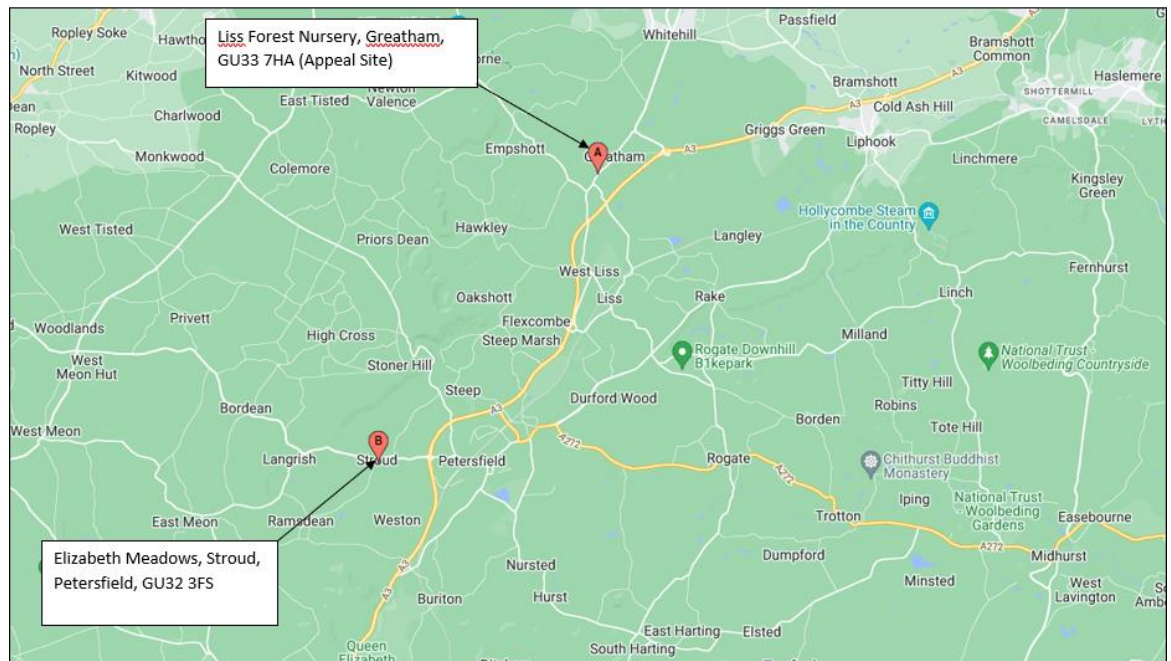
- 1.35. At paragraph 8.3.4 Mr Castle's PoE states the following in relation to the three bed unit at Opie Gardens, Farnham Road, Liss:

"this is, however, a detached house for which a premium would be expected to apply when compared to the semi-detached and terrace three bed houses at the Proposed Development. That said, I would expect any such premium to be largely offset by the availability of a garage and the smaller size of the three bed houses at the appeal site".

- 1.36. I believe Mr Castle has erroneously based his opinion on the Open Market GDV on the basis that 3-bed dwellings have garages, which is an incorrect assertion. There are no garages with the 3-bed units, only car ports/parking spaces. This may have resulted in Mr Castle overstating his opinion of pricing for these units as a result.
- 1.37. Mr Castle has also omitted that it is not simply the detached nature of the three bed house at Opie Gardens, but the substantial plot size the house occupies, which contributes towards the capital values achieved. This is a key point of difference between Opie Gardens and the Proposed Development of the Appeal Site. I provide further analysis on this matter within my submitted PoE.
- 1.38. Mr Castle also incorrectly states at paragraph 8.3.47 of his PoE that the majority of the two bed houses at the Proposed Development have the benefit of a garage and a driveway, which is not the case. There are only 7 no. garages within the Proposed Development scheme (assigned to the 4 & 5-bed units), with the exception of Plot 14 (Hillier) which has an additional car parking space (three total) compared with the equivalent house type Plot 16 (Hillier), and Plot 27 (Alverstoke), which again has an additional car parking space (three total) when compared against Plot 10 (Alverstoke).
- 1.39. I therefore question whether Mr Castle's opinion of Open Market GDV for the houses at the Proposed Development are inflated under the incorrect assertion that the 3-bed (and 2-bed units mentioned again at 8.3.4 in his PoE) include garages.

CALA Elizabeth Meadows, Ramsdean Road, Stroud, Hampshire

- 1.40. At 8.3.42 – 8.3.44 of his PoE, Mr Castle sets out his comparable analysis of Elizabeth Meadows, Ramsdean Road, Stroud (developed by CALA Homes). I do not agree that this site is appropriate for use as a comparable scheme to the Proposed Development for the following reasons:
- Elizabeth Meadows, Stroud is located 6.5 miles south-west of the Appeal Site, and therefore is not in close proximity. This is shown in Figure 1.
 - The completed units within Elizabeth Meadows are of very high specification, and superior to the units within the CALA scheme in Liss (Andlers Wood). For example, all of the 4-bed market houses appear to have detached garages. Marketing details for Elizabeth Meadows are contained within **Appendix B**.
 - The transactions are dated, with the most recent sale being 11th March 2021 – over two years ago, and as stated in my submitted PoE, reliance on indexed transactions to generate estimated present-day values represents a risk.
 - I consider values in the local Stroud market to be closer aligned with Petersfield, which is to the east. I consider Petersfield to represent a superior market location to Greatham and Liss.
- 1.41. The Land and New Homes Director at Homes Estate Agents, who has marketed units at Elizabeth Meadows, draws the following conclusion when asked for his professional opinion:
- “I don't see a sensible comparison (albeit the same side of the A3) and we were marketing their (CALA's) final units during 2019/2020. Stroud (6 miles away) is more akin to Petersfield pricing, a much more desirable location than Greatham again with a different price point. The 'similar' location in terms of lack of immediate amenities and distance from town/village, but as mentioned Greatham is a grade down from these other locations (referencing Liss, Liphook).”*

Figure 1: Map Highlighting Location of Appeal Site and Elizabeth Meadows, Stroud

Temple Road, Liss

- 1.42. The Temple Road, Liss scheme is referenced by Mr Castle in 8.3.45-8.3.50 of his PoE as used by him to guide his opinion of the two-bed/three-bed unit Open Market GDV at the Proposed Development.
- 1.43. I agree with Mr Castle that the two/three bed units at the Proposed Development benefit from a superior location i.e. not adjacent to a public house.
- 1.44. I set out a table below, summarising the sale of the units at Temple Road, Liss Forest. I have confirmed with the selling agent that all units were sold in 2022.

Table 1: Sold Prices at Temple Road, Liss Forest

Temple Road	No. Beds	Property Type	Sold Price	Area (ft ²)	£/ft ²
Unit 1	3	End of Terrace	£440,000	1,100	£400
Unit 2	2	Mid Terrace	£395,000	934	£423
Unit 3	2	End Terrace	£430,000	1,050	£410

Source: Chapplins Estate Agents

- 1.45. In Table 3 I set out the comparison of the unit prices achieved at Temple Road, against my opinion of Open Market GDV for the relevant comparable unit types in the Proposed Development of the Appeal Site.

Table 2: Temple Road & Proposed Development | Pricing Comparison

Temple Road	Sold Price	Area (ft ²)	£/ft ²	Proposed Development Unit Type	Proposed Development Unit Value	Area (ft ²)	£/ft ²
Unit 1	£440,000	1,100	£400	Longstock	£435,000	1,006	£432
Unit 2	£395,000	934	£423	Vyne	£375,000	865	£433
Unit 3	£430,000	1,050	£410	Longstock	£435,000	1,006	£432

Source: CBRE Analysis

- 1.46. Against each of the comparable properties, I have priced the units at a £/ft² in comparison to the Temple Road units, to reflect superior location.
- 1.47. The Open Market GDV I have adopted for the 2 & 3 bed units reflects the superior location of the Appeal Site and also aligns with the pricing advice from agents in the local area, which I have included in my PoE in Table 5.16.

Todmore, Greatham, Hampshire GU33 6AR

- 1.48. Paragraphs 8.4.6-8.4.10 of Mr Castle's PoE also reference a number of sales at Todmore. I make the following observations:
- The sale of 21 Todmore completed on 16th April 2021 and represents a dated transaction for which limited weight should be applied. 21 Todmore also had the benefit of an integrated garage and conservatory room, for which these areas are not included in Mr Castle's assessment of sale price/£/ft² but would have a material impact on sales value. None of the 3-bed units at the Appeal Site benefit from an integrated garage or conservatory room.
 - The sale of 16 Todmore completed on 18th June 2020 and represents a dated transaction for which limited weight should be applied. 16 Todmore benefits from an integrated garage for which the 3-bed units occupying the appeal site do not. Mr Castle's estimated current market value of 16 Todmore is £539,144 (£482/ft²). This is £14,194 above the **asking prices** for the 3-bed new build 'Warwick' units being marketed at the Maple Walk (Redrow) scheme. This highlights the risk of inaccuracies of applying indexation to previous sales completions.
 - In my submitted PoE (Table 5.15) I noted that 11 Todmore (4-bed detached property) was actively being marketed at £600,000 (£457/ft²). It has since been reduced (24/04/2023) to £575,000 (£437/ft²), indicating a slowing of the market and highlighting further that the estimated current market values set out by Mr Castle for the Todmore house comparables are overstated.

The Lockleys, Longmoor Road, Greatham, Liss, Hampshire GU33 6AH

- 1.49. At paragraphs 8.4.15-8.4.18 of his PoE, Mr Castle references the sale of the properties at the Lockleys in Greatham. I provide the following comments:
- 1 The Lockleys is a 3-bed detached property with the benefit on an integral garage, which the 3-bed units on the Proposed Development at the Appeal Site do not benefit from. Mr Castle states that the achieved price of £535,000 (£487/ft²) on 1st April 2022 is now estimated at a market value of £583,167 (£531/ft²). 1 The Lockleys is 1,098ft², which is 255ft² smaller than 3 The Lockleys, a 4-bed detached house which was

under offer as at the review date of with marketing price of £600,000 (£443/ft²). I consider the high £/ft² rate achieved for 1 the Lockleys owed to the unit being smaller, and do not consider that it necessary supports Mr Castle’s assertion that the latter supports his estimated current market value of £583,167 for 1 The Lockleys. Again, this looks to be overstated as a result of indexation.

Agent Engagement

- 1.50. Paragraph 8.6.15 of Mr Castle’s PoE states:

“I have discussed the values I have adopted for the individual units at the Proposed Development and Policy Compliant Development with Kelway Law, based in Liphook. Kelway Law advised that the following values should be achievable.”

- 1.51. I believe Mr Castle has erroneously based his opinion on the Open Market GDV on the basis that 2-bed and 3-bed dwellings have garages, which is an incorrect assertion. Given Mr Castle shared his information and opinion with Kelway Law on a flawed basis, and assuming they have relied upon this in discussion with Mr Castle, this could reasonably be expected to have resulted in Kelway Law’s opinion being unintentionally flawed too. I therefore question the reliability of Kelway Law’s advice in light of this.

Section 9: Failure of the Appellant to Apply a ‘Stand Back’ Approach to the RLV

- 1.52. Firstly, I have dealt with any criticism in Mr Castle’s PoE regarding the undertaking of a ‘stand back’ approach within my submitted PoE.
- 1.53. In respect of Mr Castle’s approach to the ‘stand back’ methodology adopted in his PoE, I have set out my comments as follows.
- 1.54. I note Mr Castle has confirmed at paragraph 9.1.3 of his PoE that he has been unable to identify any further comparable land transactions beyond the single example he places significant reliance upon in his PoE. I have clearly addressed the reasons why I do not consider this site (Elizabeth Meadows) as a valid comparable with the Appeal Site in my submitted PoE.
- 1.55. Notwithstanding this, Mr Castle’s subsequent use of a methodology to arrive at a gross land value for the Elizabeth Meadows site is partial, basic, and speculative. Mr Castle has cited a range of figures he uses in his estimation for which he references he ‘understands’ were incurred, but without an reference to factual evidential underwrite upon which weight could be placed. This is a severe limitation.
- 1.56. Paragraph 9.2.3 of Mr Castle’s PoE represents speculation when he determines that the conclusion he arrives at as a gross land value for Elizabeth Meadows could be “considered a minimum” due to changing land market conditions thereafter. He has not evidenced this, reweighted his analysis in accordance with PPG Viability, nor has he sensitivity tested his calculation.

- 1.57. Moreover, Mr Castle subsequently contradicts this conclusion in para. 9.2.5 whereby he confirms that applying his methodology to the Policy Compliant development scheme for the subject site (contained at Appendix 4 of his PoE) results in a significantly lower sum than at Elizabeth Meadows, which he cites relates to increases in both construction and finance costs. Such costs would directly impact on the residual land value of a site, and therefore would compress the price that could be paid.
- 1.58. Given the absence of other comparable evidence to validate his assessment, Mr Castle is effectively left speculating as to the reasons why his methodology as applied to the Appeal Site would result in a far lower figure, which is not substantially above the BLV identified by either party.
- 1.59. At para 9.2.5 Mr Castle suggests that the inputs he has applied in his residual appraisals are *“if anything, pessimistic and therefore unrepresentative of the market”*.
- 1.60. It is my opinion that this raises three points:
- Firstly, that Mr Castle fails to acknowledge the clear limitations of his analysis, based on unsubstantiated information on a historic land transaction, and temper the weight placed on his conclusions accordingly.
 - Secondly, that Mr Castle ignores the risk that the acquisition of Elizabeth Meadows may have been made based on alternate commercial figures adopted by CALA specific to their business model and aspirations for acquiring the site that, themselves, would be misrepresentative of a developer’s viability appraisal inputs for an alternative site in the current market. The RICS GN (CD6.13) acknowledges this by referencing that valuation variation is a well understood phenomenon caused by the individuality of development sites and the residual nature of development land value.
 - Thirdly, in paragraph 9.2.5 Mr Castle appears to question the credibility of his own residual land value appraisals – and the inputs therein – in the current market. In doing so, he appears to place greater confidence in the basic ‘gross land value’ analysis within section 9.2 of his PoE.
 - Finally, having reviewed Mr Castle’s ‘gross land value’ appraisal for the Appeal Site, at Appendix 4 of his PoE, I noted he has made an error in omitting Stamp Duty Land Tax (‘SDLT’) from his calculation of the residual land value (‘RLV’). This is a necessary deduction and will have been subtracted by CALA in determining the payable price for the land. As a result, the RLV is overstated by circa £51,000 in Mr Castle’s calculation. It is minor in impact, but reduces my confidence in the rigour applied.
- 1.61. In conclusion, it is my professional opinion that this analysis of gross land value is wholly unreliable.
- 1.62. Given the limitations, I would be extremely cautious in giving this any weight whatsoever in conducting a ‘stand back’ review against the RLV methodology and a balanced process of sensitivity testing.

Section 10 – Sensitivity Analysis

- 1.63. It is my professional opinion that Mr Castle’s sensitivity analysis contained within section 10 of his PoE is imbalanced and misleading as a result.

- 1.64. The RICS Professional Statement (CD6.12) confirms that sensitivity analysis is mandatory and forms part of the exercise to ‘stand back’ in order to apply a balanced viability judgement to the outcome of a report.
- 1.65. In doing so, it is my opinion that it is appropriate to present a two-way analysis, which demonstrates the implications of upward or downward movements in key inputs – such as development costs and revenues.
- 1.66. Mr Castle’s sensitivity analysis is solely one way, which is not representative of best and accepted practice in the valuation of development property or viability assessment.
- 1.67. Mr Castle presents an ‘upside’ only viability scenario, and restricts his stand back analysis to focusing on this, whereby cumulatively:
- Professional fees are **decreased** to 8% of construction costs, despite the rate of 10% being common ground between the parties, and without any justification for selecting this lower rate;
 - and*
 - Construction costs themselves are **decreased** by 3%, with the justification of this being “within normal valuation error”, rather than with any regarding to market conditions or referencing that both parties employed independent RICS chartered quantity surveyors to assess construction costs and both parties reached common ground on this matter;
 - and*
 - Developer’s profit on Market Housing is **decreased** to 16.5% of GDV, which falls below the minimum return rates advocated by either party;
 - and*
 - The GDV of Market Housing is **increased** by a further 3% beyond Mr Castle’s professional opinion of GDV, which itself is both optimistic and excessive in my professional opinion. Rather than relating this to market evidence, Mr Castle again points to “valuation error” as being the rationale for opting for a 3% rate.
- 1.68. Mr Castle subsequently states in para 10.3 that this selective combination of adjustments to inputs would allow for the Policy Compliant development to shift from an unviable to a viable position – exceeding Mr Castle’s BLV marginally by £11,041. Crucially, these are not minor adjustments.
- 1.69. They result in a cumulative reduction in cost and uplift in GDV that means Mr Castle’s Policy Compliant appraisal shifts from generating a negative residual land value of -£131,333 to instead generating £1,089,041, which is a substantial swing of £1.22m.
- 1.70. Mr Castle also directs to Appendix 6 of his PoE containing his sensitivity modelling, which again is an error, as this one-way sensitivity modelling is actually in Appendix 5. It clearly shows he has solely focused his stand back analysis on figures depicting five steps down on construction cost and five steps up on Market Housing GDV.
- 1.71. Mr Castle makes no reference to the risk that his valuation error range could also extend in the opposite direction, which would result in viability decreasing rather than increasing.
- 1.72. In conclusion, it is my professional opinion that Mr Castle has failed to comply with accepted and best practice in the preparation and presentation of sensitivity testing, which consequently undermines the validity of Mr Castle’s stand back analysis and cannot represent a balanced viability judgement.

Section 11 – Conclusions

- 1.73. In paragraph 11.3.5 Mr Castle's PoE determines that because the results of his residual development appraisal generates a different outcome to his headline 'gross land value' analysis of the historic Elizabeth Meadows transaction, that his residual development appraisal (and my own) are "pessimistic and unrepresentative of the market". Mr Castle draws from this that the viability of the Proposed Development may be "significantly greater" than his appraisals (and my own) indicate.
- 1.74. However, Mr Castle does not conduct any sensitivity testing to determine whether it is realistic or credible that either the Proposed Development or Policy Compliant Development could achieve the equivalent transaction price to Elizabeth Meadows.
- 1.75. By extrapolating Mr Castle's sensitivity analysis at Appendix 5 of his PoE, I estimate it would necessitate a substantially greater increase in Open Market GDV and decrease in construction costs (plus the other adjustments Mr Castle makes in his sensitivity analysis) to match the Elizabeth Meadows transaction price, which would fall far outside Mr Castle's range of 'valuation error'. Given the agreement of other matters affecting viability between the parties, I cannot determine how this delta would be bridged.
- 1.76. Rather than reaching Mr Castle's view that his residual development appraisal (and my own) are "pessimistic and unrepresentative of the market", it is my opinion that this strongly indicates that the Appeal Site and Elizabeth Meadows are not closely comparable, with the former generating a lower residual land value than the transaction price on the latter, and/or that Mr Castle's high-level 'gross land value' methodology is flawed.
- 1.77. I find Mr Castle's subsequent comment in paragraph 11.4.1 that he would place limited weight to a residual appraisal, which I take to also mean his own, as highly unusual practice in viability assessment for planning. Particularly, if conducting sensitivity testing as part of a stand back approach to reach a balanced judgement.
- 1.78. I would highlight that the NPPF and PPG are the 'authoritative requirement', as defined in the current edition of RICS Valuation – Global Standards (commonly known as the Red Book). This means that any valuation-based requirements in the PPG take precedence over any other valuation basis or approach set out in the standards.
- 1.79. Paragraph 010 of PPG Viability confirms the principles for carrying out a viability assessment for planning purposes as follows:

"Viability assessment is a process of assessing whether a site is financially viable, by looking at whether the value generated by a development is more than the cost of developing it. This includes looking at the key elements of gross development value, costs, land value, landowner premium, and developer return."
- 1.80. This places clear weight on the residual appraisal of the subject site in determining viability. It does not make reference to the placing of substantial weight (or any weight) on comparison to historic land transactions. I have provided further comment on this within my submitted PoE.
- 1.81. Despite this, I note that Mr Castle concludes in paragraph 11.4.5 that his opinion is that the Proposed Development cannot viably provide 50% affordable housing and that instead it would be viable with 13 x shared ownership Affordable Housing units (35.14%).

2. Statement of Truth and Declarations

- 2.9. I can confirm that this Rebuttal Proof of Evidence is in compliance with the statement of truth and declarations provided within section 8 of my submitted PoE, dated 21 April 2023.

Signed:



Matthew Spilsbury BA (Hons) MSc MRICS MRTPI

Dated:

5th May 2023

Appendix A: BCM LLP Letter dated 4th May 2023

04 May 2023

Our ref: 230504 elt ff
Your ref:

Cove Construction Ltd
c/o Frank Fogarty Esq.
by email (frank@covehomes.co.uk)

Dear Sirs

RED BOOK VALUATION AS AT 31 MARCH 2023 FOR LISS FOREST NURSERY, GREATHAM – PROOF OF EVIDENCE RESPONSE

Further to your instructions, I can provide response and further clarification as follows to the comments outlined within the 'Proof of Evidence' report.

1. Section 7.1.3 - 7.1.5 of the document titled 'Proof of Evidence'.

Item 2

I was originally requested to do an Addendum Letter to update the Market Value of the site from the original RICS Redbook Valuation dated 11 October 2020. Due to the updated valuation being in the format of an Addendum letter, and not visiting the site, I therefore relied on the information provided from the client and occupant that there was no material change since the original date of valuation. This assumption was confirmed, and I therefore valued the site on this basis.

However, subsequently I was then instructed to provide a full RICS Redbook compliant valuation and inspected the site under Redbook requirements. I can therefore confirm that the site had no material change and therefore the value stated within the Addendum Letter and the new RICS Redbook Valuation dated 31 March 2023 did not alter.

Item 3

Item 3 a) – The comparable evidence that was used to help derive the updated values within the Addendum Letter were subsequently used and stated within the RICS Redbook Report dated 31 March 2023. See section 4.5 within the RICS Redbook Valuation for the comparable evidence sited, together with the application of the comparable evidence.

Item 3 b) – The property indexes used in both the Addendum Letter and RICS Redbook Valuation dated 31 March 2023 were derived from the Land Registry Property Index. See section 4.5 within the report for clarification. The RICS UK Economy and Property Update February 2023 was also taken into consideration which is outlined within section 4.6.

Item 3 c) – The DRC Method was not solely used to value the Property as outlined within the RICS Redbook Valuation dated 31 March 2023. This method was not used on the whole site but specific component parts only, such as the poly tunnels and glass houses and was used as part of a combination

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t 01865 817 105
www.bcm.co.uk

4 May 2023

of methods to derive the values of the site. Section 4.5 of the report clearly explains how a combination of valuation methods were applied to derive a final value of the site.

Item 3 d) – As outlined above, Section 4.5 of the RICS Redbook Valuation dated 31 March 2023 clearly outlines my application of methods, comparable evidence and valuers' calculation of how the value was derived. You will note that the methods and weighting used within the RICS Redbook Valuation dated 31 March 2023 provides the same value as within the Addendum Letter.

Item 4

To confirm, the original values stated within the RICS Redbook Valuation dated November 2020, have not altered. The updated values, with a new RICS Redbook valuation with a date 31 March 2023 were initially outlined within the Addendum Letter and then formally in the RICS Redbook Valuation Report dated 31 March 2023.

2. Section 7.2.1 - 7.2.11 of the document titled 'Proof of Evidence'.

Section 7.2.5 – As stated within section 3.2 within the RICS Redbook Valuation dated 31 March 2023, I stated the occupants were operating a wholesale plant nursery, which I understand complied with the current planning consent, see section 3.12 planning information assumptions. I therefore based the valuation on the fact that it is a wholesale plant nursery. I apologise if this should have been more clearly stated within the updated RICS Redbook Valuation dated.

Sections 7.2.6 – 7.2.11 – As stated in my comment in **Item 3 c)**, my methodology is clearly outlined within the RICS Redbook Valuation dated 31 March 2023 and stated that a combination of methods were used to derive at the correct value for the site.

I should state that having reviewed Quintons report, I have the following concerns;

- a. The report has included a plan (Appendix 4) which I am confident has been taken from my original BCM report. I would need advice, but this may perhaps infringe OS data copyright law and also I would expect any valuer to provide their own plans for verification purpose.
- b. There is no comparable evidence referenced within the Quintons valuation report, just that they are relying on '*considerable experience*' and '*evidence available to us*'. Within our report, we have provided a much more detailed analysis of comparable evidence and methodology.
- c. Valuers will all adopt various methods, have different comparable evidence available and apply a range of discounts but what is important is that the overall figures are within an acceptable range. I would advise that a difference of £15,000 (1.5%), between two external RICS Registered Valuers should provide comfort to the Local Authority.

4 May 2023

I do hope this provides a useful summary of comments but please do contact me should you require anything further.

Yours faithfully

A handwritten signature in dark ink, appearing to read 'T. Bishop', with a stylized flourish extending to the right.

Tom Bishop MRICS FAAV

dl 01865 817 102

m 07876 356408

e tbishop@bcm.co.uk

Please note: Letter sent by email only; original filed at BCM

Appendix B: Elizabeth Meadows – Marketing Particulars



ELIZABETH MEADOWS
STROUD

CALA HOMES
BUILT FOR YOUR NEXT CHAPTER



ELIZABETH MEADOWS

YOUR GATEWAY TO AN ASPIRATIONAL LIFESTYLE

It's the village lifestyle you've been longing for. Leave the built-up urban sprawl behind for the open, yet well-connected rural surroundings of Stroud. That's the peaceful South Downs setting for our selection of spacious 3, 4 and 5 bedroom family homes at Elizabeth Meadows.

Light and airy, these beautiful terraced, semi-detached and detached homes feature flexible spaces and a high specification throughout. Combined with the plentiful amenities of neighbouring Petersfield and good local schools situated nearby, as well as Portsmouth, Southampton and London in easy commuting distance, Elizabeth Meadows offers the height of accessible exclusivity.



Local area photography



Stock photography



Photography from a previous CALA development







BUYING NEW IS BETTER WITH CALA



CALA PEACE OF MIND

A 10-year NHBC Buildmark Warranty, 24-hour response service for emergency calls and after-sales service for two years following all purchases.



MOVE CHAIN-FREE

Our 100% Part Exchange* service frees you from being in a chain. For more information and to use our part exchange calculator to see what you could save, visit cala.co.uk/part-exchange



MORE CHOICE

With a selection of kitchens and bathrooms, you can choose the cabinets, tiles and floorings to suit you. Choices are subject to build stage.



A VIBRANT NEW COMMUNITY

Many residents of new developments find that they quickly become part of an inclusive community of like-minded people.



LESS MAINTENANCE

A new build home requires lower maintenance compared to an old house, saving you time and money.



THE BEST OF BOTH

CALA homes balance modern contemporary design with traditional architecture to enhance their characterful surroundings.



ENERGY EFFICIENT

Enjoy reduced gas and electricity bills and a better insulated, more energy efficient home, compared to a Victorian home with some modern updates.”



SAFE AS HOUSES

Built with safety in mind, our homes comply with the latest Health and Safety standards, including modern consumer units and ample, well positioned sockets, multi-point locks and mains powered smoke alarms.



ALL THE MOD CONS

New built-in kitchen appliances covered by manufacturers’ warranties and the latest water-efficient bathroom fittings. Also a boiler and heating system complete with at least a two year warranty.



FREEDOM TO PERSONALISE

A brand new home is the golden opportunity to make it your own. Its blank canvas can bring out the interior designer in you and give you the freedom to stamp your personality on everything.



MORE LIGHT AND SPACE

Our Light and Space Collection is thoughtfully designed to promote sustainability and wellbeing. Maximising natural light, some homes also feature three-zone kitchens to create open plan living and breakaway rooms for relaxation, such as formal lounges and private studies.



CONSUMER CODE FOR HOMEBUILDERS

We comply with the Consumer Code for Homebuilders, giving you peace of mind during the purchase process.

**CONSUMER
CODE FOR
HOMEBUILDERS**

www.consumercode.co.uk

*CALA will obtain 2 independent valuations based on achieving a sale in a 4-6 week period, part exchange considered subject to CALA's purchasing criteria, terms and conditions. Up to 100% part exchange available on selected plots, subject to terms and conditions and not in conjunction with any other offer. Incentives are available at selected developments on selected homes. For terms and conditions on all CALA incentives, please visit cala.co.uk/terms. **Source: The NHBC Foundation 2016.



Photography from a previous CALA development



Stock photography



SERVICE WITH A WIDE RANGE OF SMILES

Premier quality homes deserve a customer service to match. CALA is committed to making your journey to a whole new lifestyle as enjoyable as the destination itself. Supporting you every step of the way, we work hard to ensure a straightforward and smooth-running move. From initial enquiry through to handing over the keys and beyond, we'll help your dream home come true.

Here are just some of the many happy comments we've received from CALA homeowners:



"It was two days before our wedding and I was in the salon having my nails done and David called me and said – you'd better come down to Brookwood and see this house. We looked at The Cotterdale property on Friday, bought it on Saturday morning and then got married on Sunday! Now we're expecting our first baby! The house is great – good quality, as you would expect from CALA, and the aftercare team are fantastic. We're really happy here."

LUCY & DAVID HARPER, PURCHASERS AT BROOKWOOD FARM

"We were impressed by the variety of properties on offer and decided to purchase a stunning five-bedroom townhouse, which boasts plenty of space for all our needs. I wouldn't hesitate to recommend a CALA home to my friends and family, the design of our property has been really well thought-out and the quality of the finish is the best I have seen on a new build house, having lived in two previous new builds by different developers."

JENNIFER & TOM BOSSON, PURCHASERS AT VIRGINIA GATE



FIRST HOME, FIRST RESIDENTS

First time buyers Darren and Rhiannon were the first to reserve their new two bedroom home at Kings Barton in Winchester. CALA invited the couple to have a commemorative date plaque added to mark the occasion.

Darren said: "This is our first home together and it's been very exciting to be able to watch the whole building process right from the beginning. Adding the date brick was a fabulous touch, it feels like we're making our own little mark on the history of Winchester.

I was already aware of CALA Homes because of a development I'd seen in Scotland. I was really impressed with the design and quality of the homes there, so when we saw that they were building in Winchester it seemed too good an opportunity to miss.

We went along to the launch weekend and reserved our new home pretty much straight away. The sales team have been brilliant. As first time buyers we didn't really know what to expect but they have been extremely helpful and the whole process has gone very smoothly so far."

DARREN WRIGHT & RHIANNON KERRIDGE-JOHNS, PURCHASERS AT KINGS BARTON



"We were keen to find our new family home before our daughter was born. We had looked at other new build developments in the area but the homes at Imber Riverside were head and shoulders above the rest. The property is ideal for our needs as a family and gives us plenty of space to grow. We have already become good friends with another couple at Imber Riverside who have also recently had a child. It's been really nice to feel like part of a new community.

The sales team have been brilliant. They were really knowledgeable and after talking through the available options, we knew the ease and convenience of Part Exchange was perfect for us."

FRANCIS & LOUISE SCHUBERT, PURCHASERS AT IMBER RIVERSIDE



STROUD

ENJOY THE BEST OF BOTH WORLDS

This desirable Hampshire village has the advantage of being away from it all, while enjoying everything the thriving upmarket town of Petersfield has to offer right on its doorstep.

Stroud is home to the Seven Stars pub and Langrish Primary School, with plans for a new village hall to be built by CALA for the local community.

Petersfield's popular amenities include high street shops, boutiques, cafés, bars, restaurants and a couple of museums. An annual fair and free festivals throughout the year are held in the town, together with a variety of performances at Petersfield Festival Hall.

With a picturesque pond, Petersfield Heath is recognised as a Site of Nature Conservation Interest, and the town is also well-known for its ancient burial mounds. A short drive away, Queen Elizabeth Country Park features Butser Hill, where you can escape for family picnics, scenic walks and exciting bike trails in the great outdoors of the South Downs National Park.

To stay active you can visit the extensive facilities at Taro Leisure Centre and Petersfield Pay & Play Golf, as well as join Petersfield Golf Club or a variety of other local sports clubs.

In addition to the village primary, schooling for all ages is highly regarded throughout Petersfield and in the neighbouring village of Steep, which also includes the independent Bedales School.



Local area photography





EASY COME, EASY GO

Whether you're commuting to the capital or heading down to the south coast, Stroud offers an inviting gateway by road and rail.

For car journeys into central London, the A3 bypasses the village and connects to the capital. It also leads directly towards Portsmouth, while routes to the east and west are provided by the A272.

If you're catching the train, Petersfield station runs frequent services to London Waterloo and Southampton in just over an hour, or to Portsmouth Harbour in around half-an-hour. The Seven Stars bus stop is just 0.2 miles away, from where you can reach the station and town centre in several minutes, or head towards Winchester.

Flights too are within easy reach, either from Southampton for short haul destinations or London Heathrow for international departures.

Distances and journey times are approximate and are taken from Google Maps, www.thetrainline.com and stagecoachbus.com



Local area photography







Stock photography



Photography from a previous CALA development



ELIZABETH MEADOWS THE DEVELOPMENT



THE SOLVILLE
5 BEDROOM DETACHED HOME
PLOTS 27 & 28



THE LENHAM
4 BEDROOM DETACHED HOME
PLOTS 22, 23 & 29



THE NESSVALE
4 BEDROOM DETACHED HOME
PLOTS 9 & 12



THE OSMORE
4 BEDROOM DETACHED HOME
PLOTS 26 & 30



THE HIMSCOT
3 BEDROOM SEMI-DETACHED & TERRACED HOME
PLOTS 10, 11, 13, 14, 15, 20, 21, 24 & 25



HOUSING ASSOCIATION

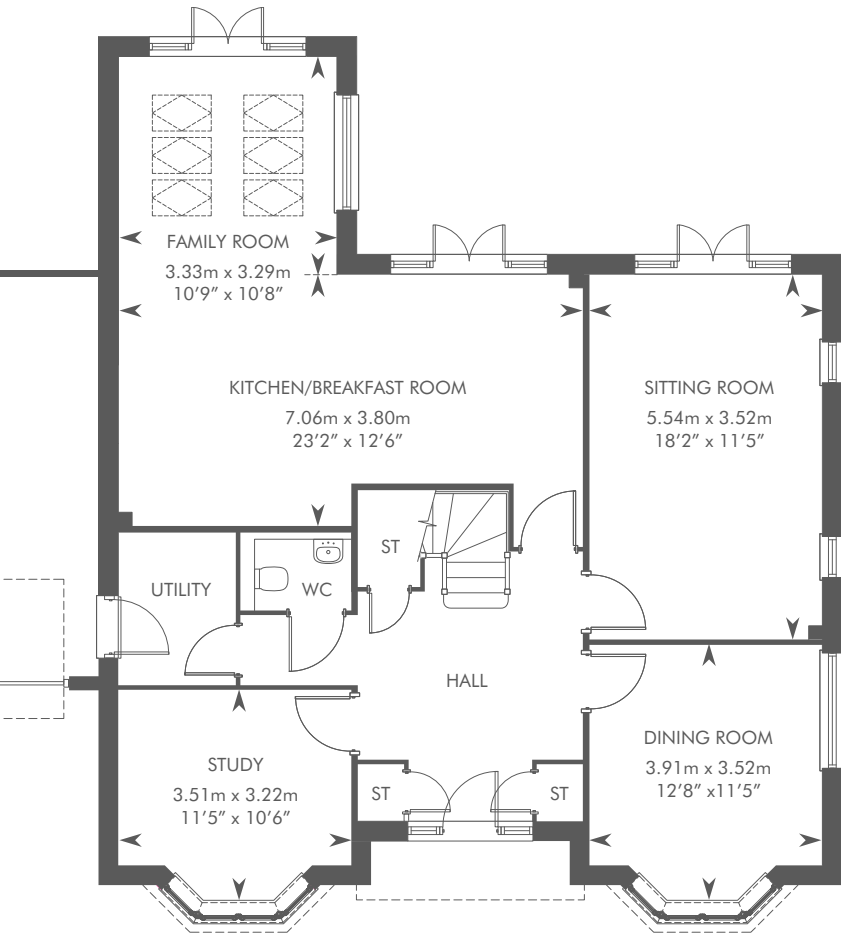


The above development layout is not drawn to scale and is for general guidance only.
Road layouts, pathways and external treatments may differ.
Please confirm the most up-to-date details with our Sales Consultant prior to reservation.

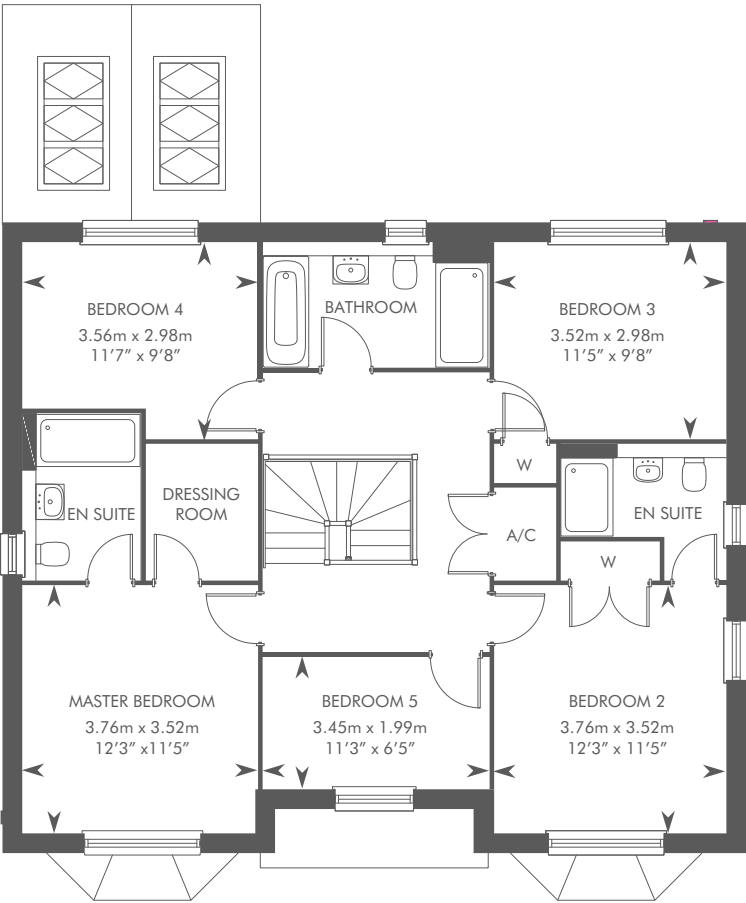
THE SOLVILLE
5 BEDROOM DETACHED HOME



THE SOLVILLE
PLOT 27 – AS SHOWN
PLOT 28 – HANDED



GROUND FLOOR

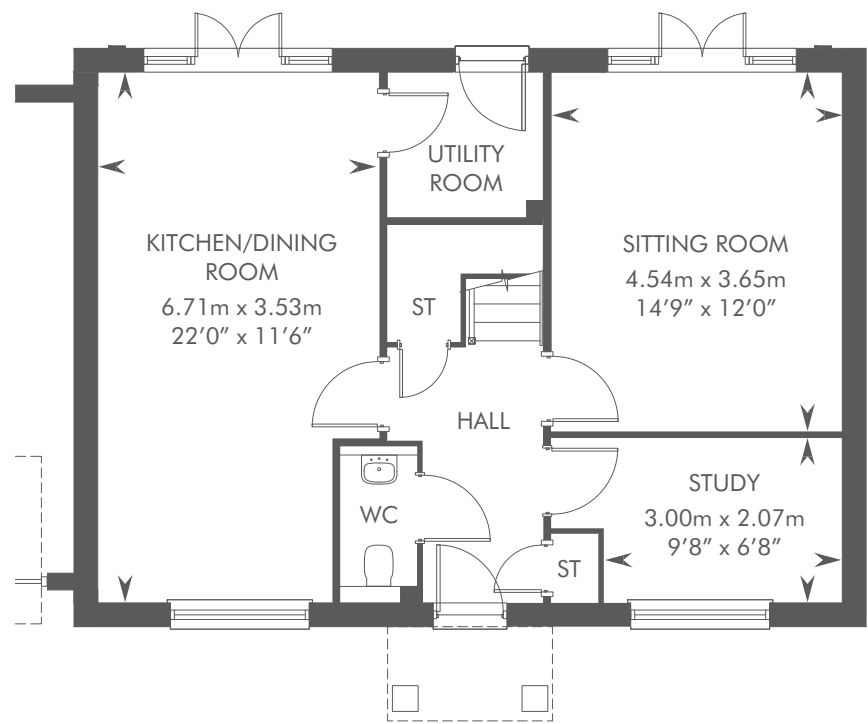


FIRST FLOOR

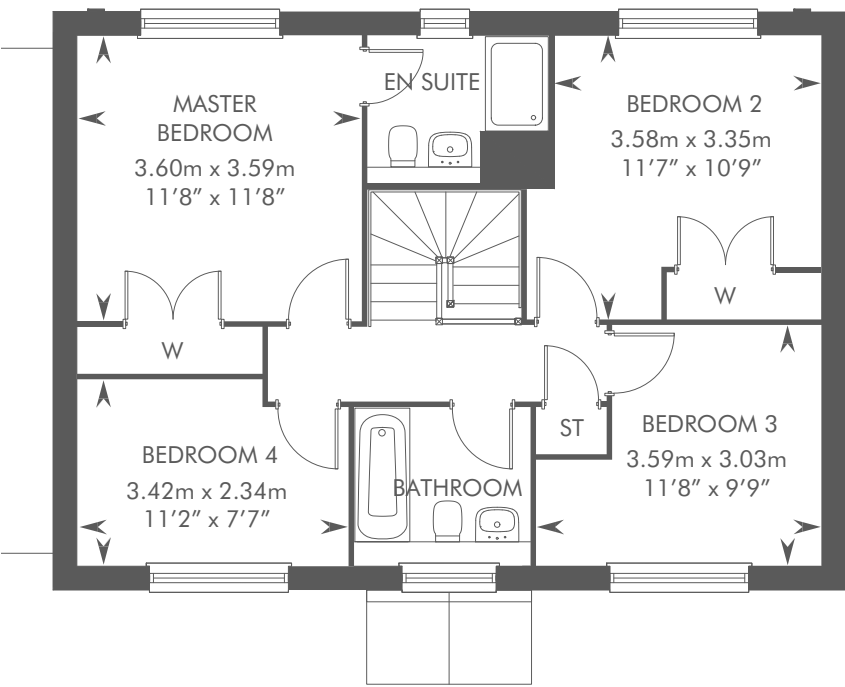
THE LENHAM
4 BEDROOM DETACHED HOME



THE LENHAM
PLOT 22 – AS SHOWN
PLOT 23 & 29 – HANDED



GROUND FLOOR

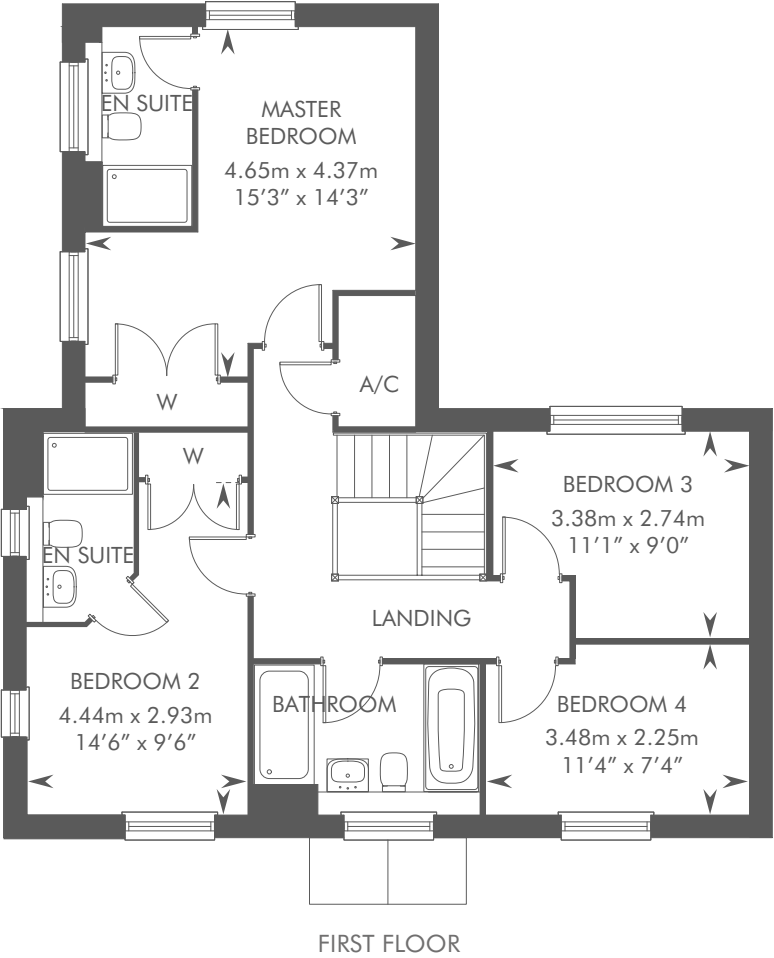
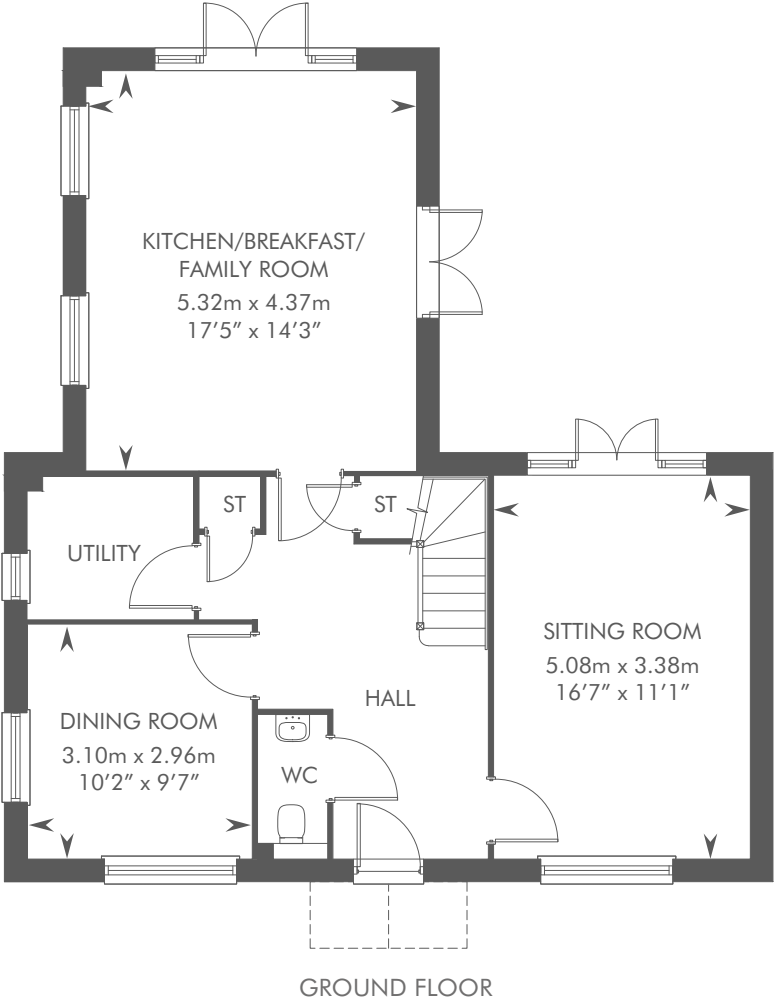


FIRST FLOOR

THE NESSVALE
4 BEDROOM DETACHED HOME



THE NESSVALE
PLOT 9 – AS SHOWN
PLOT 12 – HANDED

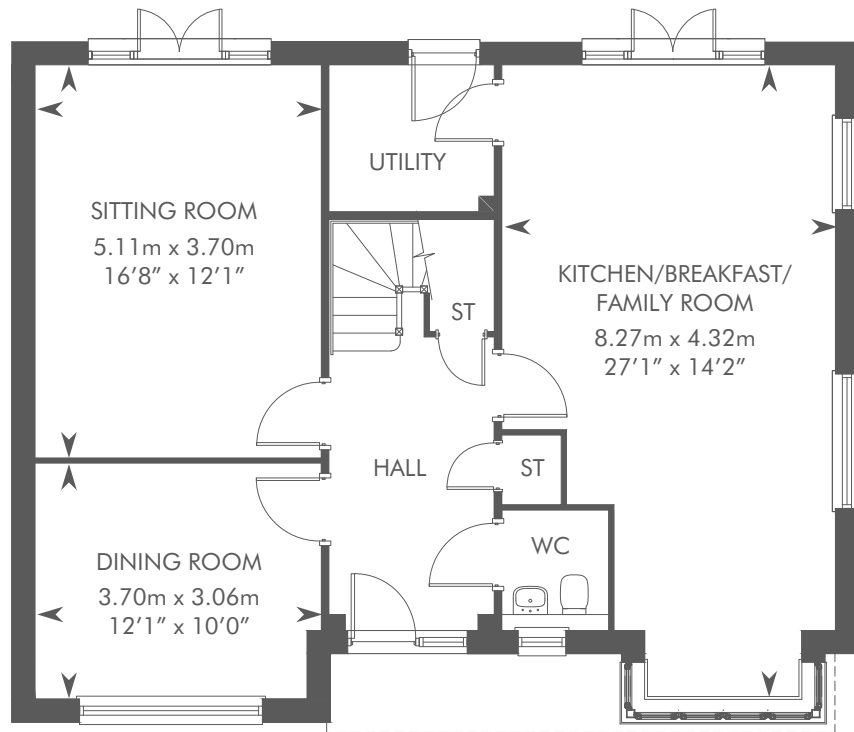


Please ask your Sales Consultant for further details. ST: Store cupboard. A/C: Airing cupboard. W: Wardrobe.

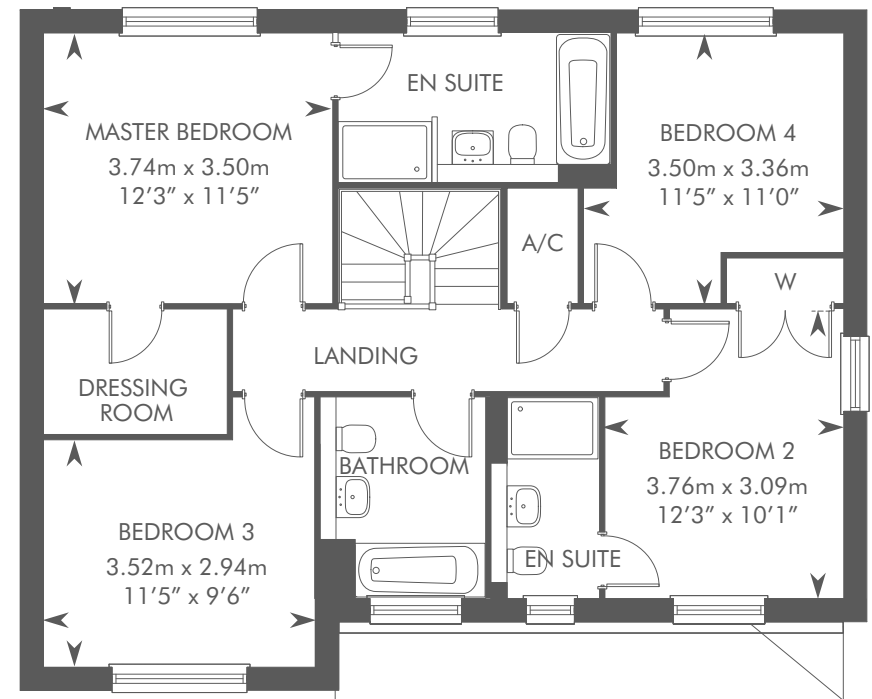
THE OSMORE
4 BEDROOM DETACHED HOME



THE OSMORE
 PLOT 30 – AS SHOWN
 PLOT 26 – HANDED



GROUND FLOOR



FIRST FLOOR

THE HIMSCOT

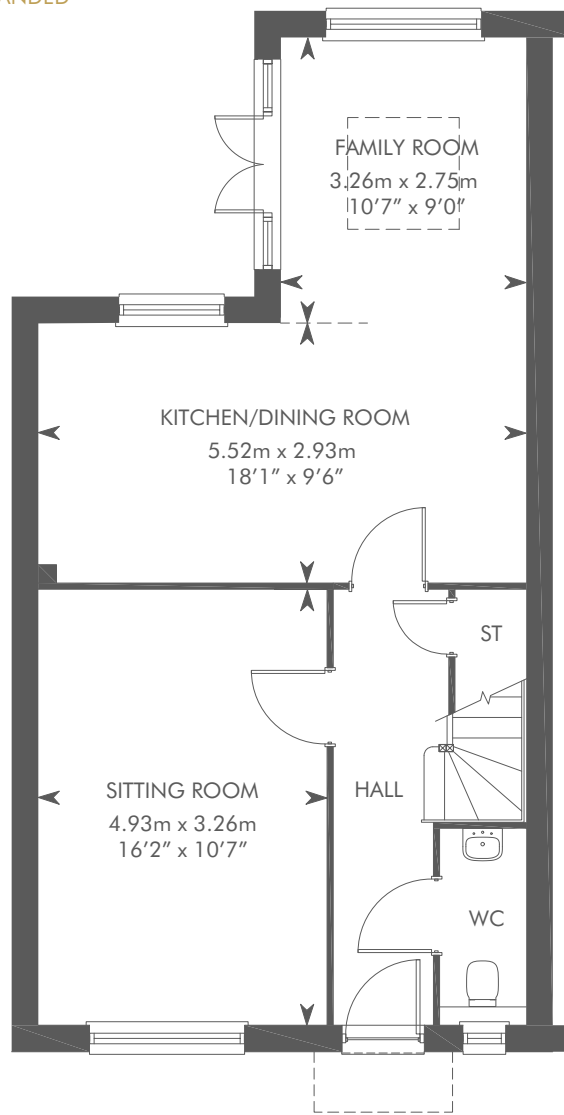
3 BEDROOM SEMI-DETACHED & TERRACED HOME



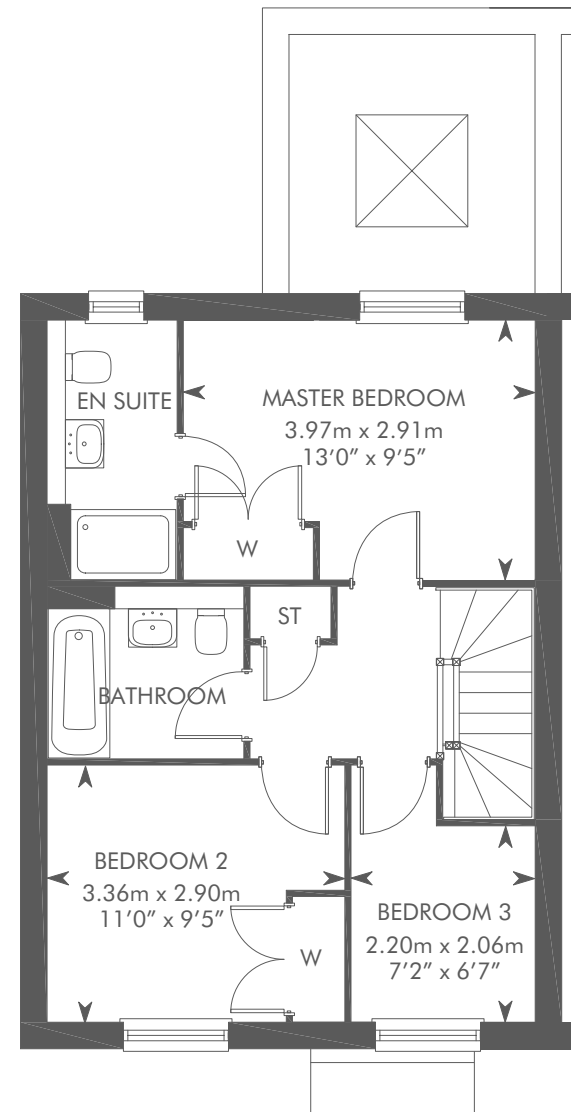
THE HIMSCOT

PLOTS 10, 13, 14, 20 & 24 – AS SHOWN

PLOTS 11, 15, 21 & 25 - HANDED



GROUND FLOOR



FIRST FLOOR



ELIZABETH MEADOWS
SPECIFICATION



Photography from a previous CALA development



DESIRABLE IN EVERY DETAIL

The finishing touches, unexpected flourishes and innovative features. Designer kitchens with desirable technology built-in, for showing off your culinary flair. Sleek family bathrooms and en suites with high specification sanitaryware, for indulging in some well-deserved pampering.

With every home comfort considered for energy efficient and low maintenance living, each aspect of your family home is beautifully designed and built to an exacting standard; because when you look for premium quality, it's the little things that make all the difference.



SPECIFICATION

KITCHENS

- Individually designed kitchen
- Laminate work surfaces with matching upstand ¹
- Stone work surfaces with matching upstand ²
- 1 ½ bowl stainless steel sink with drainer and mixer tap
- Stainless steel splash back to the hob ¹
- Stone splash back to the hob ²
- Under cupboard lighting
- Bosch single oven ³
- Bosch double oven ⁴
- Bosch 4 burner gas hob with wok burner ³
- Bosch 5 burner gas hob with wok burner ⁴
- Bosch stainless steel extractor hood
- Bosch integrated dishwasher
- Bosch integrated fridge freezer
- Bosch integrated washer dryer ³
- Amtico flooring in the open plan kitchen area

UTILITY ROOM

- Individually designed utility room
- Laminate work surfaces with matching upstand
- Stainless steel sink with mixer tap
- Space for free standing washing machine
- Space for free standing tumble dryer
- Amtico flooring

CLOAKROOMS, BATHROOMS & EN SUITES

- White Roca sanitaryware
- White wall hung vanity unit to the basin in the bathroom and the master en suite
- VADO mixer taps
- VADO showers
- Glass shower doors
- Porcelanosa tiling to walls*
- Amtico flooring
- Shaving point in the bathroom and the en suites

PLUMBING, HEATING & ELECTRICAL

- LPG Gas fired boiler heating system with radiators
- Chrome ladder style radiators in the cloakroom, bathroom and en suites

ELECTRICAL

- White LED downlights in the open plan kitchen area, utility, cloakroom, bathroom and en suites
- Pendant lighting in all of the other rooms
- External lights to the front & rear of the house
- External light outside of the utility door
- White electrical fittings in all rooms
- External power point to the rear of the house
- TV points (high & low level position) in the living room
- TV point (high level position) in the open plan kitchen area, study, separate dining room and all of the bedrooms
- Phone point in the kitchen & master bedroom

- Phone and data point in the study or the smallest bedroom
- USB charging points above the kitchen worktop ¹
- S-Box power box pop up with USB charger to the kitchen island ²
- USB charging points either side of the master bed position
- Alarm system in the house only ²
- Power and lighting in the garage or car barn (excluding plots 14 & 21)
- Fused spur in the garage (not car barn) for the future installation of an electric garage door opener

INTERNAL FINISHES

- Smooth ceilings finished in white paint
- All walls finished in white paint
- All woodwork finished in white paint (satinwood)
- Timber stairs finished in white paint (satinwood) with a stained handrail
- Fitted furniture in the master bedroom dressing area ⁵
- Wardrobe in the master bedroom (all other home types)
- Wardrobe in bedroom ²
- Wardrobe in bedroom ^{3 6}
- Amtico flooring in the entrance hall
- Carpet in the living room, dining room, study, stairs, landing and all of the bedrooms

¹ The Himscot & Lenham only. ² The Nessvale, Osmore & Solville only. ³ The Himscot only. ⁴ The Lenham, Nessvale, Osmore & Solville only. ⁵ The Osmore & Solville only. ⁶ The Solville only.

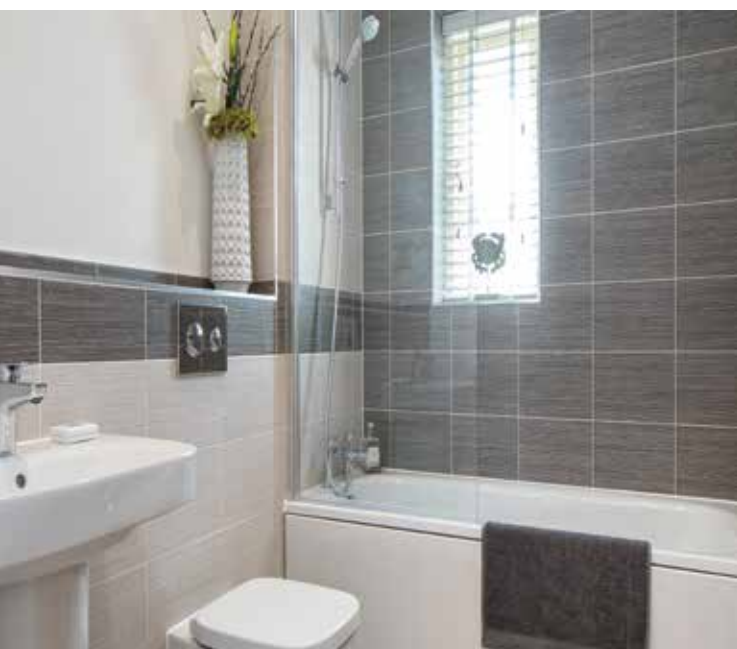
* Please speak to a Sales Consultant for wall tiling specification detail.

** Please speak to a Sales Consultant for garage types and locations.

*** Please speak to a Sales Consultant for photovoltaic panel locations.



Photography from a previous CALA development



SPECIFICATION

DOORS & WINDOWS

- Agate Grey PVCu windows
- Agate Grey PVCu French doors leading out to the garden
- Internal doors with 4 horizontal grooves finished in white paint (satinwood)
- Vaulted ceiling with Keylite window systems to the family room ⁶
- Glazed sky lantern roof window in the open plan kitchen area ³

EXTERNAL DETAILS

- Driveway or parking spaces
- Single or double garage or car barn to each home**
- Canopy style garage doors (not applicable to the car barns)
- Indian sandstone paths and patio areas
- Landscaping to the front garden
- Turf to the front and rear garden
- External garden tap
- External lighting to the private roads

ENVIRONMENTAL DETAILS

- Liquefied Petroleum Gas (LPG) thermostatically controlled gas central heating and A-rated boiler to minimise usage
- Double glazed PVCu windows providing a high level of thermal insulation and reduced heat loss
- Dual flush mechanisms to toilets to reduce water use
- Photovoltaic panels to some of the houses***
- Insulation within roof spaces and external wall cavities to limit heat loss in the winter and reduce heat gain in the summer
- Low energy lighting throughout
- Significant amounts of recycling of waste materials and packaging during the construction of each home to reduce the environmental impact of the development

MANAGEMENT SERVICES

CALA Homes will appoint a professional managing agent who will provide ongoing management services. Please refer to your Sales Consultant for further details.

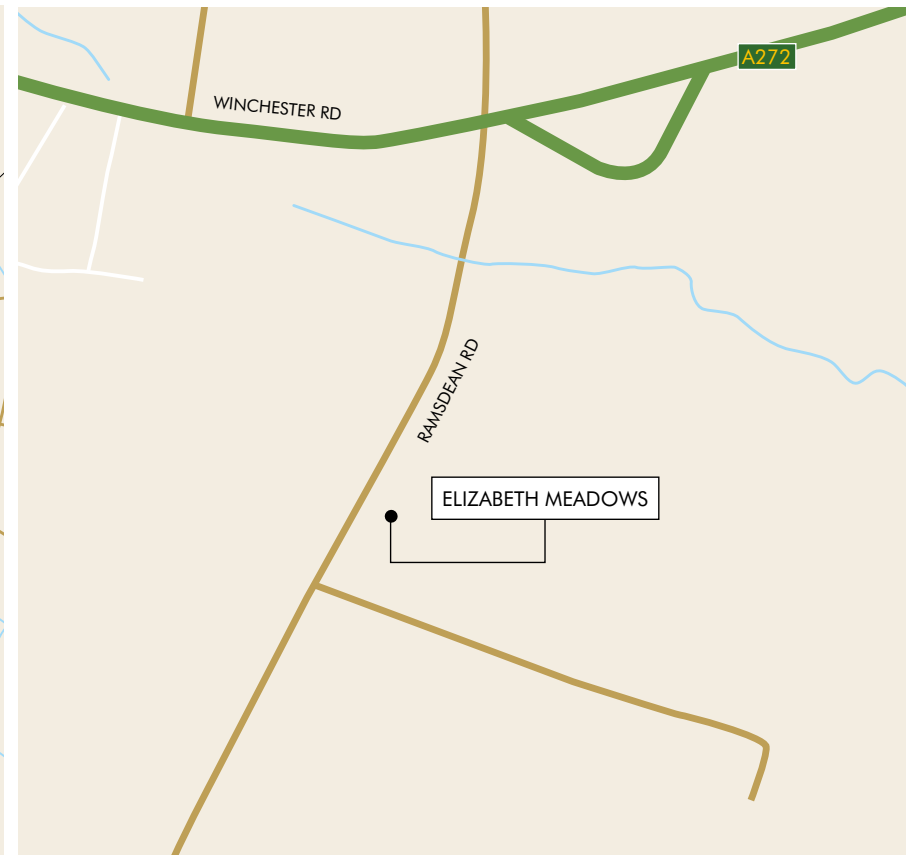


PERFECTLY LOCATED

ELIZABETH MEADOWS, RAMSDEAN ROAD, STROUD, HAMPSHIRE, GU32 3PJ



REGIONAL MAP



LOCAL AREA MAP

SUPERBLY CONNECTED



ON FOOT

- Langrish Primary School – 0.1 miles
- Seven Stars Bus Stop – 0.2 miles
- Seven Stars Pub – 0.2 miles



BY CAR

- Petersfield Train Station – 1.6 miles
- Petersfield Infant School – 2.1 miles
- Petersfield Tesco – 2.2 miles
- Petersfield Pay & Play Golf – 2.7 miles
- Petersfield Rugby Football Club – 3.6 miles
- Queen Elizabeth Country Park – 5.6 miles
- Winchester – 18 miles
- Southampton Airport – 27 miles
- London Heathrow Airport – 47 miles



BY RAIL FROM PETERSFIELD STATION

- Haslemere – 12 minutes
- Guildford – 27 minutes
- Portsmouth Harbour – 30 minutes
- Woking – 37 minutes
- Southampton – 1 hour 2 minutes
- London Waterloo – 1 hour 3 minutes



CALA HOMES

CALA Homes' primary goals are to deliver design excellence in everything we do and ensure a first class customer experience for everyone who buys one of our homes.

To achieve this, we focus on investing in our most important asset - our people - and running an effective and sustainable business that makes a positive contribution in the areas where we operate.

CALA is built on the foundation values of passion, quality, delivery and respect.



ASPIRATIONAL
HOMES



FIRST CLASS
CUSTOMER
SERVICE



QUALITY
DESIGN AND
BUILD



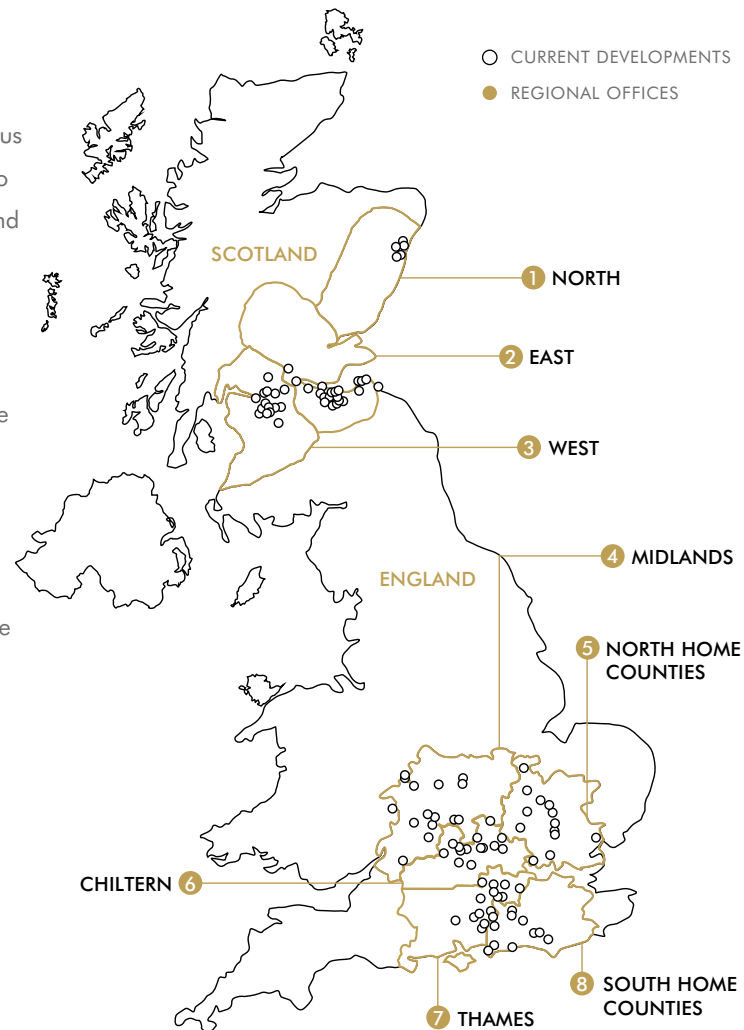
INVESTMENT IN
OUR PEOPLE



POSITIVE
LEGACY

CALA builds aspirational homes in desirable areas across the South East of England, the Midlands and Scotland. Properties range from starter homes to spacious family properties and we also work with local authorities and registered social landlords to provide much-needed affordable housing.

Building a strong, sustainable business that provides opportunities for our people and a positive legacy for future generations will remain at the heart of the CALA way.



SUSTAINABILITY THE CALA WAY

CALA has a rich heritage originally dating back to 1875. We started building homes in the 1970s and, for over 40 years, have been creating high quality, sustainable new homes and communities. However it is not just what we do, but the way we do it that matters to CALA.

Thinking sustainably is at the heart of everything we do; from identifying the right sites, through creating a safe, healthy and fulfilling working environment, to taking a sensitive approach to development and delivering communities that meet local requirements.



LAND

Buying the right sites in sustainable locations that meet the needs of homeowners and are part of local communities.



COMMUNITY CONSULTATION

A collaborative approach to ensure the right design solution for the local area and valuable investment in affordable housing, local facilities and infrastructure.



ENVIRONMENT

A respectful approach to development, minimising the impact on natural resources and biodiversity and creating energy efficient homes.



DESIGN

Homes that meet the needs of customers and future generations and take inspiration from the local vernacular to enhance the areas in which we build.



PEOPLE

Creating an empowering and inclusive culture that puts the wellbeing of our people, partners, customers and local communities at the heart of our business.



CUSTOMERS

Delivering a first class customer experience from the first enquiry through to after-sales support.



Prince's Trust

PRINCE'S TRUST

CALA is proud to have been a Gold Patron of The Prince's Trust since 2015. The charity gives vulnerable and disadvantaged young people across the UK the chance to build themselves a brighter future.

DISCOVER MORE AT [CALA.CO.UK/SUSTAINABILITY](https://www.cala.co.uk/sustainability)



CALA.CO.UK