



Department for
Communities and
Local Government

Land value estimates for policy appraisal



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This document provides land value estimates for the purpose of policy appraisal. All land valuations were provided to Department for Communities and Local Government by the Valuation Office Agency using a methodology consistent across all local authorities; all figures are as of 1st March 2015.

Guidelines for value use

The land values presented here have been provided specifically for the purpose of policy appraisal and are based on the assumptions set out in this document. It is strongly recommended that they are not used for any other purpose and it is important to emphasise that they have been produced adopting different assumptions from the Property Market Report previously published by the Valuation Office Agency.

Whilst the model adopted by the Valuation Office Agency is designed to provide a consistent approach to valuations across England's local authorities, it should be noted that residual valuations are highly sensitive to small changes in the inputs. As a result the values of a particular site may vary significantly from the 'typical residential site' value for the local authority that is provided in this document; where land values for a specific site under appraisal are known these should therefore be used over the 'typical values' presented in this document.

Residential land value estimates

The valuations have been undertaken using a truncated residual valuation model. This involves valuing the proposed development and deducting the development costs, including allowances for base build cost, developer's profit, marketing costs, fees, and finance to leave a "residual" for the site value.

The purpose of these values is to use in appraising land projects from a social perspective, in line with Green Book principles.¹ The values here assume nil Affordable Housing provision, because the additional benefits to society of policy compliance are assumed to offset the associated reduction in market value. This means that they should not be seen as estimates of market values.

Values provided for England and the regions are weighted averages. They are weighted by net additions to the housing stock by local authority.²

Further detailed assumptions associated with these values are provided in Annex A.

¹ HMT, 2015, The Green Book: appraisal and evaluation in central government, see: https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/220541/green_book_complete.pdf

² DCLG, 2014, Net supply of housing, see: <https://www.gov.uk/government/statistical-data-sets/live-tables-on-net-supply-of-housing>.

Table 1: Post permission residential land value estimates, per hectare

Estimated value of a typical residential site	
Local Authority	
Adur	£4,355,000
Allerdale	£740,000
Amber Valley	£370,000
Arun	£2,930,000
Ashfield	£650,000
Ashford	£1,940,000
Aylesbury Vale	£3,865,000
Babergh	£1,395,000
Barking and Dagenham	£8,377,000
Barnet	£17,783,000
Barnsley	£840,000
Barrow-in-Furness	£1,175,000
Basildon	£4,230,000
Basingstoke & Deane	£2,340,000
Bassetlaw	£370,000
Bath & North East Somerset	£2,445,000
Bedford	£2,255,000
Bexley	£8,100,000
Birmingham	£1,265,000
Blaby	£1,855,000
Blackburn with Darwen	£665,000
Blackpool	£1,300,000
Bolsover	£370,000
Bolton	£1,775,000
Boston	£895,000
Bournemouth	£3,410,000
Bracknell Forest	£4,040,000
Bradford	£900,000
Braintree	£2,800,000
Breckland	£1,500,000
Brent	£9,798,000
Brentwood	£5,075,000
Brighton & Hove	£6,670,000
Bristol	£2,590,000
Broadland	£1,735,000
Bromley	£13,436,000
Bromsgrove	£1,880,000
Broxbourne	£3,725,000
Broxstowe	£1,580,000
Burnley	£660,000
Bury	£1,265,000

Calderdale	£895,000
Cambridge	£5,655,000
Camden	£41,600,000
Cannock Chase	£575,000
Canterbury	£5,505,000
Carlisle	£525,000
Castle Point	£3,045,000
Central Bedfordshire	£2,575,000
Charnwood	£1,150,000
Chelmsford	£3,930,000
Cheltenham	£3,070,000
Cherwell	£3,260,000
Cheshire East	£1,990,000
Cheshire West and Chester	£2,600,000
Chesterfield	£715,000
Chichester	£4,150,000
Chiltern	£6,425,000
Chorley	£1,390,000
Christchurch	£3,980,000
City of London	£118,700,000
Colchester	£1,600,000
Copeland	£370,000
Corby	£580,000
Cornwall	£2,400,000
Cotswold	£2,905,000
Coventry	£1,560,000
Craven	£1,710,000
Crawley	£4,385,000
Croydon	£17,249,000
Dacorum	£4,100,000
Darlington	£535,000
Dartford	£4,065,000
Daventry	£1,520,000
Derby	£1,350,000
Derbyshire Dales	£1,835,000
Doncaster	£1,280,000
Dover	£1,275,000
Dudley	£1,170,000
Durham	£915,000
Ealing	£19,591,000
East Cambridgeshire	£1,365,000
East Devon	£2,685,000
East Dorset	£3,100,000
East Hampshire	£5,900,000

East Hertfordshire	£3,590,000
East Lindsey	£765,000
East Northamptonshire	£710,000
East Riding of Yorkshire	£1,580,000
East Staffordshire	£840,000
Eastbourne	£2,910,000
Eastleigh	£2,790,000
Eden	£1,575,000
Elmbridge	£8,975,000
Enfield	£19,264,000
Epping Forest	£5,735,000
Epsom and Ewell	£6,215,000
Erewash	£655,000
Exeter	£3,020,000
Fareham	£3,090,000
Fenland	£370,000
Forest Heath	£1,100,000
Forest of Dean	£645,000
Fylde	£2,600,000
Gateshead	£725,000
Gedling	£1,060,000
Gloucester	£1,890,000
Gosport	£1,200,000
Gravesham	£2,360,000
Great Yarmouth	£760,000
Greenwich	£28,700,000
Guildford	£7,145,000
Hackney	£24,942,000
Halton	£1,735,000
Hambleton	£2,020,000
Hammersmith & Fulham	£65,000,000
Harborough	£1,960,000
Haringey	£12,024,000
Harlow	£2,870,000
Harrogate	£2,525,000
Harrow	£15,027,000
Hart	£5,140,000
Hartlepool	£800,000
Hastings	£1,650,000
Havant	£2,710,000
Havering	£8,826,000
Herefordshire	£1,500,000
Hertsmere	£4,760,000
High Peak	£970,000

Hillingdon	£11,600,000
Hinckley and Bosworth	£1,315,000
Horsham	£4,440,000
Hounslow	£9,576,000
Huntingdonshire	£1,730,000
Hyndburn	£1,600,000
Ipswich	£1,755,000
Isle of Wight	£1,400,000
Isles of Scilly	£2,986,000
Islington	£53,186,000
Kensington & Chelsea	£134,030,000
Kettering	£1,340,000
Kings Lynn and West Norfolk	£485,000
Kingston upon Hull	£420,000
Kingston upon Thames	£25,500,000
Kirklees	£1,460,000
Knowsley	£380,000
Lambeth	£26,364,000
Lancaster	£1,875,000
Leeds	£2,110,000
Leicester	£1,645,000
Lewes	£3,140,000
Lewisham	£17,550,000
Lichfield	£2,555,000
Lincoln	£870,000
Liverpool	£815,000
Luton	£1,585,000
Maidstone	£1,915,000
Maldon	£2,390,000
Malvern Hills	£1,385,000
Manchester	£1,635,000
Mansfield	£685,000
Medway	£2,365,000
Melton	£975,000
Mendip	£990,000
Merton	£19,200,000
Mid Devon	£1,495,000
Mid Suffolk	£1,140,000
Mid Sussex	£4,005,000
Middlesbrough	£845,000
Milton Keynes	£2,830,000
Mole Valley	£5,680,000
New Forest	£5,495,000
Newark and Sherwood	£1,060,000

Newcastle-under-Lyme	£660,000
Newcastle-upon-Tyne	£1,170,000
Newham	£12,300,000
North Devon	£2,225,000
North Dorset	£1,560,000
North East Derbyshire	£545,000
North East Lincolnshire	£1,000,000
North Hertfordshire	£3,945,000
North Kesteven	£520,000
North Lincolnshire	£370,000
North Norfolk	£1,795,000
North Somerset	£1,610,000
North Tyneside	£1,225,000
North Warwickshire	£1,140,000
North West Leicestershire	£990,000
Northampton	£1,550,000
Northumberland	£1,310,000
Norwich	£1,515,000
Nottingham	£905,000
Nuneaton and Bedworth	£940,000
Oadby and Wigston	£1,190,000
Oldham	£1,140,000
Oxford	£5,020,000
Pendle	£370,000
Peterborough	£1,190,000
Plymouth	£1,645,000
Poole	£2,885,000
Portsmouth	£2,250,000
Preston	£1,665,000
Purbeck	£2,980,000
Reading	£3,400,000
Redbridge	£9,200,000
Redcar & Cleveland	£370,000
Redditch	£1,325,000
Reigate & Banstead	£5,420,000
Ribble Valley	£1,560,000
Richmond upon Thames	£40,522,000
Richmondshire	£1,660,000
Rochdale	£1,055,000
Rochford	£3,560,000
Rossendale	£1,275,000
Rother	£2,165,000
Rotherham	£970,000
Rugby	£1,505,000

Runnymede	£6,230,000
Rushcliffe	£1,190,000
Rushmoor	£2,950,000
Rutland	£1,865,000
Ryedale	£1,340,000
Salford	£975,000
Sandwell	£1,480,000
Scarborough	£1,330,000
Sedgemoor	£865,000
Sefton	£1,280,000
Selby	£670,000
Sevenoaks	£6,865,000
Sheffield	£1,515,000
Shepway	£1,770,000
Shropshire	£1,755,000
Slough	£3,610,000
Solihull	£3,400,000
South Buckinghamshire	£4,660,000
South Cambridgeshire	£4,285,000
South Derbyshire	£370,000
South Gloucestershire	£1,890,000
South Hams	£1,655,000
South Holland	£555,000
South Kesteven	£640,000
South Lakeland	£2,115,000
South Norfolk	£1,760,000
South Northamptonshire	£2,145,000
South Oxfordshire	£4,205,000
South Ribble	£975,000
South Somerset	£1,240,000
South Staffordshire	£2,280,000
South Tyneside	£765,000
Southampton	£1,590,000
Southend-on-Sea	£2,565,000
Southwark	£49,000,000
Spelthorne	£4,970,000
St Albans	£7,310,000
St Edmundsbury	£2,300,000
St Helens	£1,245,000
Stafford	£995,000
Staffordshire Moorlands	£405,000
Stevenage	£2,820,000
Stockport	£2,085,000
Stockton-on-Tees	£960,000

Stoke-on-Trent	£980,000
Stratford-on-Avon	£3,505,000
Stroud	£1,660,000
Suffolk Coastal	£1,790,000
Sunderland	£1,320,000
Surrey Heath	£4,930,000
Sutton	£16,900,000
Swale	£2,000,000
Swindon	£2,120,000
Tameside	£1,450,000
Tamworth	£1,020,000
Tandridge	£5,190,000
Taunton Deane	£1,445,000
Teignbridge	£1,830,000
Telford & Wrekin	£1,075,000
Tendring	£1,190,000
Test Valley	£2,115,000
Tewkesbury	£2,040,000
Thanet	£1,440,000
Three Rivers	£4,025,000
Thurrock	£2,245,000
Tonbridge and Malling	£3,175,000
Torbay	£970,000
Torridge	£1,400,000
Tower Hamlets	£23,954,000
Trafford	£1,900,000
Tunbridge Wells	£3,690,000
Uttlesford	£3,315,000
Vale of White Horse	£3,100,000
Wakefield	£1,125,000
Walsall	£875,000
Waltham Forest	£10,940,000
Wandsworth	£29,335,000
Warrington	£1,340,000
Warwick	£3,100,000
Watford	£3,835,000
Waveney	£980,000
Waverley	£4,905,000
Wealden	£3,440,000
Wellingborough	£805,000
Welwyn Hatfield	£4,350,000
West Berkshire	£3,355,000
West Devon	£1,400,000
West Dorset	£2,020,000

West Lancashire	£1,100,000
West Lindsey	£575,000
West Oxfordshire	£3,360,000
West Somerset	£1,865,000
Westminster	£110,000,000
Weymouth and Portland	£2,735,000
Wigan	£1,295,000
Wiltshire	£1,220,000
Winchester	£5,600,000
Windsor & Maidenhead	£5,695,000
Wirral	£730,000
Woking	£6,500,000
Wokingham	£4,010,000
Wolverhampton	£1,190,000
Worcester	£2,290,000
Worthing	£3,380,000
Wychavon	£1,600,000
Wycombe	£4,055,000
Wyre	£1,720,000
Wyre Forest	£1,325,000
York	£2,710,000
Regional and England weighted averages³	
East	£2,600,000
East Midlands	£1,100,000
London	£29,100,000
North East	£1,000,000
North West	£1,400,000
South East	£3,600,000
South West	£2,000,000
West Midlands	£1,500,000
Yorkshire and the Humber	£1,400,000
England including London	£6,900,000
England excluding London	£2,100,000

*Reserve values, explained in Annex A, point 8.

³ Weighted using net additional dwelling statistics; please see explanation on page 4. Figures are rounded to the nearest hundred thousand pounds.

Agricultural land value estimates

We also provide an estimate for the average agricultural land value in England, based on further work by the Valuation Office Agency. This can be used to estimate the existing use value of developments on greenfield sites. Figures exclude any uplift from 'pony paddock' market or hope value, in order to reflect a commercial agricultural user.

Table 2: Average agricultural land value estimates by region, per hectare

	Estimated value ⁴ of a typical agricultural site
East	£24,000
East Midlands	£23,000
North East	£16,000
North West	£22,000
South East	£22,000
South West	£21,000
West Midlands	£24,000
Yorkshire and the Humber	£21,000
England (mean)	£21,000

Industrial land value estimates

The value estimates for industrial land can be used to proxy alternative use value for developments on brownfield land. These are provided for hypothetical sites in England assuming:

- A typical urban, brownfield location, with nearby uses likely to include later, modern residential developments;
- All services are assumed available to the edge of the site;
- Use is restricted to industrial/warehouse and full planning consent is in place;
- There are no abnormal site constraints or contamination and/or remediation issues;

⁴ To nearest thousand pounds.

- Any liability for the Community Infrastructure Levy, even where it was Planning Policy as at 1 January 2014, has been excluded.

Table 3: Average industrial land value estimates by region, per hectare

	Estimated value⁵ of a typical industrial site
East	£675,000
East Midlands	£450,000
London ⁶	£2,733,000
North East	£180,000
North West	£400,000
South East	£1,100,000
South West	£430,000
West Midlands	£500,000
Yorkshire and the Humber	£375,000
England excluding London (mean)	£514,000
England including London (mean)	£760,000

Estimating land value uplift associated with land use change

Guidance on the methodology for valuing land use change in the context of residential development is provided within the Transport Appraisal Guidance unit A2-3 (transport appraisal in the context of dependent development); available at the following link: <https://www.gov.uk/government/publications/webtag-tag-unit-a2-3-transport-appraisal-in-the-context-of-dependent-development>.

⁵ To nearest thousand pounds.

⁶ The value for London is a mean average of six industrial land value estimates delivered by the VOA.

Annex A

Assumptions applying to all valuations

1. The valuations are desk based without inspections of the locality.
2. All sites are assumed to be freehold with vacant possession.
3. It is assumed that the land and its value are unaffected by any statutory notice or proposal or by any matters that would be revealed by a local search and replies to the usual enquiries, and that neither the proposed construction of the new property will be unlawful or in breach of any covenant.

Assumptions applying to residential land values only

1. Residential land values have been produced assuming nil affordable housing provision assuming 100% private housing. These are analysed per hectare.
2. The figures provided assuming nil Affordable Housing provision are hypothetical and in the majority of local authorities, it is likely that such a scheme would not obtain planning consent. The figures on this basis, therefore, may be significantly higher than could reasonably be obtained for land in the actual market.
3. Any liability for the Community Infrastructure Levy, even where it was chargeable as at 1 March 2015, has been excluded.
4. It has been assumed that full planning consent is already in place; that no grants are available and that no major allowances need to be made for other s106/s278 costs.
5. Valuation Office Agency's local valuers have identified sites considered to be 'typical' for the local authority area based on their own knowledge and experience of that area.
6. The figures provided are appropriate to a single, hypothetical site and should not be taken as appropriate for all sites in the locality.
7. In a number of cases schemes that do not produce a positive land value in the model. Based on VOA market knowledge a 'reserve value' (£2,470,000 for London and £370,000 elsewhere) has been adopted to represent a figure at less than which it is unlikely (although possible in some cases) that one hectare of land would be released for residential development. This has been taken on a national basis and clearly there will be instances where the figure in a particular locality will differ based on supply and demand, values in the area, potential alternative uses etc. and other factors in that area.
8. The Valuation Office Agency assumed that each site is 1 hectare in area, of regular shape, with services provided up to the boundary, without contamination or abnormal development costs, not in an underground mining area, with road frontage, without risk of flooding, with planning permission granted and that no grant

- funding is available; the site will have a net developable area equal to 80% of the gross area.
9. For those local authorities outside London, the hypothetical scheme is for a development of 35 two storey, 2/3/4 bed dwellings with a total floor area of 3,150 square metres.
 10. For those local authorities in London, the hypothetical scheme is for a multi storey development of 269 units comprising 1, 2, 3 & 4 bed flats with a gross building area of 23,202 square metres and a net sales area of 19,722 square metres.
 11. These densities are taken as reasonable in the context of this exercise and with a view to a consistent national assumption. However, individual schemes in many localities are likely to differ from this and different densities will impact on values produced.
 12. Where recent, local data is available, lower quartile build costs are taken from the RICS Building Cost Information Service. Where this is absent, recent cost figures from neighbouring locations are applied.
 13. Basic build costs are increased by 15% to cover any external works, service connections, gardens, fencing and roads.
 14. Profit is taken at 17% of GDV for market housing (17.5% in London)
 15. Fees are taken at 8% of build costs.
 16. Marketing costs are assumed at 3% of the sale price.
 17. Finance cost is calculated using a cashflow with a 6% debit rate and a 2% credit rate.