#### Merton Council Borough Plan Advisory Committee 26 November 2020 Supplementary Agenda

- 4 Presentation Merton's housing development viability report 1 26
- 5 Presentation Merton's draft borough character study 27 48

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Anthony Lee 26 November 2020



## Introduction

- Concepts and approach to testing
- Merton delivery in wider London context
- Study results
- Policy approaches
- Discussion / questions





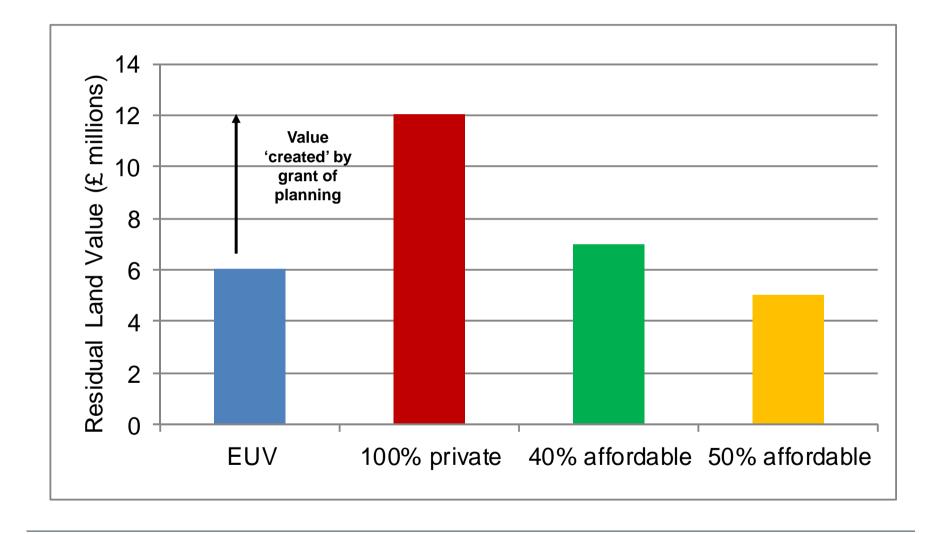


## Why do LPAs need to viability test their policies?

- Local Plan vision relies on private sector bringing sites forward
- Need to ensure development can generate adequate returns
- Housing land supply vs other land use options
- Requirement of national policy and guidance
- Examination of the Plan by PINS

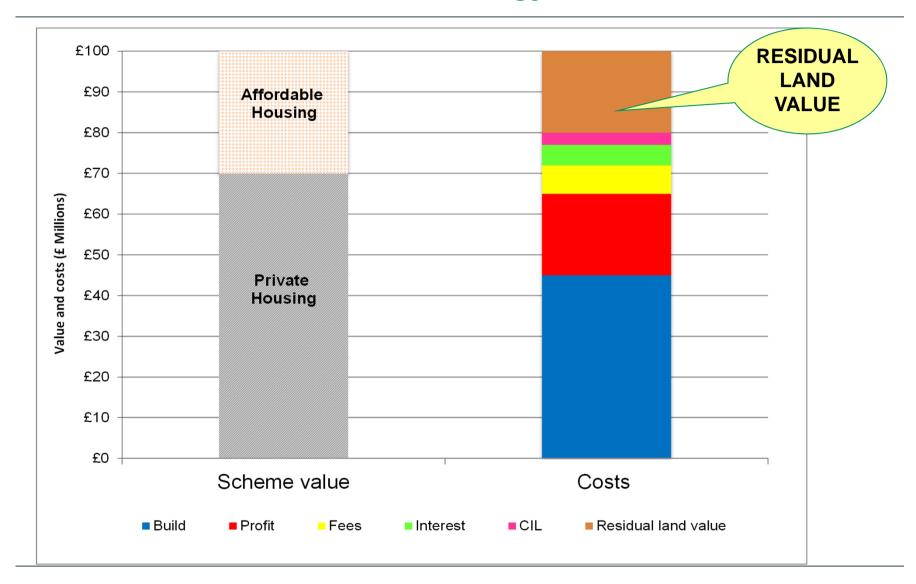


#### Mediating between public and private interests



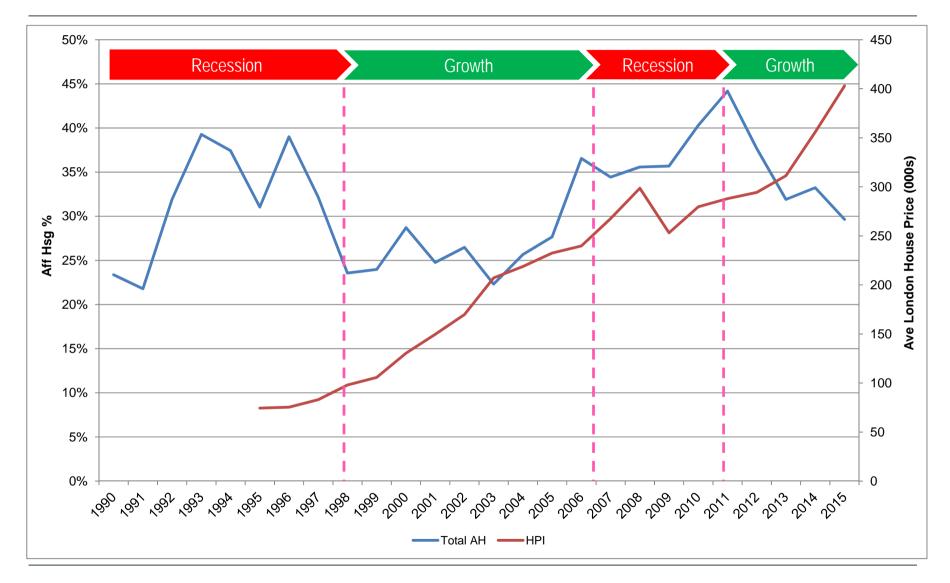


## **Residual Land Value methodology**



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## What has gone wrong in the recent past

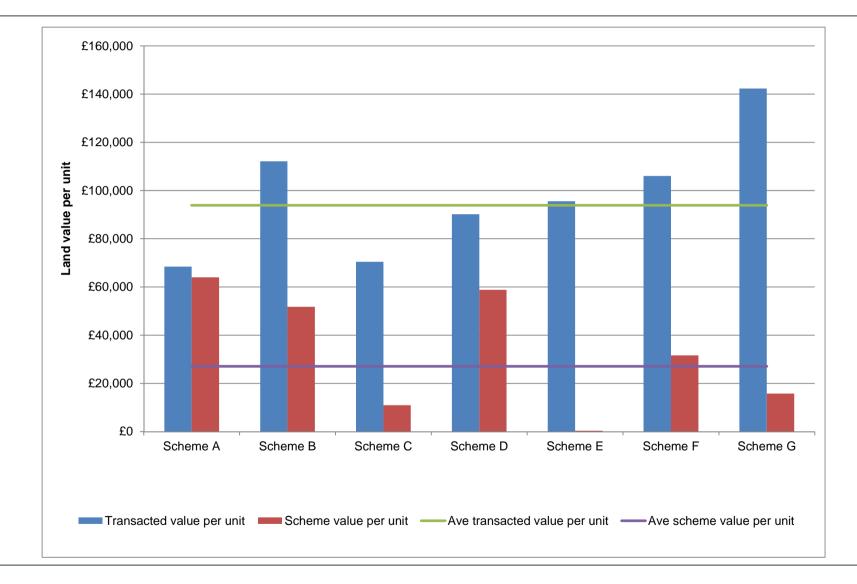


BNP PARIBAS REAL ESTATE

Real Estate for a changing world

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## What has gone wrong in the recent past



#### 2019 Planning Practice Guidance resets the rules

#### PPG Viability Para 014 – revised May 2019

- Benchmark land value to be based upon existing use value
- Alternative use value also acceptable, but policy compliant
- Moves away from market value or prices paid for sites



# 2 AFFORDABLE HOUSING DELIVERY – MERTON IN WIDER LONDON CONTEXT



## Merton delivery in wider London context

|                        | Total Ne | et Conve | entional |        | Afforda | ble as % | of Total | Net |
|------------------------|----------|----------|----------|--------|---------|----------|----------|-----|
| Borough                | 2015     | 2016     | 2017     | Total  | 2015    | 2016     | 2017     | All |
| Waltham Forest         | 670      | 307      | 151      | 1,128  | 69%     | 30%      | 21%      | 42% |
| Barking and Dagenham   | 325      | 199      | 191      | 715    | 41%     | 32%      | 32%      | 36% |
| Tower Hamlets          | 886      | 1,164    | 566      | 2,616  | 36%     | 27%      | 28%      | 30% |
| Havering               | 601      | 52       | 7        | 660    | 35%     | 9%       | 3%       | 26% |
| Hounslow               | 172      | 251      | 244      | 667    | 22%     | 22%      | 27%      | 23% |
| Greenwich              | 827      | -29      | 523      | 1,321  | 33%     | -1%      | 28%      | 20% |
| Hackney                | 246      | 232      | 261      | 739    | 17%     | 20%      | 23%      | 19% |
| Kensington and Chelsea | 67       | 23       | 73       | 163    | 20%     | 12%      | 22%      | 19% |
| Islington              | 222      | 99       | 72       | 393    | 21%     | 14%      | 19%      | 19% |
| Ealing                 | 236      | 339      | 146      | 721    | 22%     | 27%      | 10%      | 19% |
| Camden                 | 184      | 140      | 252      | 576    | 19%     | 11%      | 27%      | 18% |
| Southwark              | 120      | 552      | 183      | 855    | 9%      | 23%      | 22%      | 18% |
| Haringey               | 62       | 148      | 253      | 463    |         | 20%      | 21%      | 18% |
| Enfield                | 52       | 302      | -11      | 343    | 8%      | 34%      | -3%      | 18% |
| London                 | 7,018    | 6,894    | 4,703    | 18,615 | 20%     | 17%      | 15%      | 17% |
| Redbridge              | 98       | 52       | 122      | 272    | 19%     | 7%       | 26%      | 16% |
| Lambeth                | 138      | 192      | 294      | 624    | 10%     | 17%      | 19%      | 16% |
| Barnet                 | 205      | 470      | 341      | 1,016  | 12%     | 21%      | 14%      | 16% |
| Lewisham               | 237      | 303      | 47       | 587    |         | 19%      | 9%       | 16% |
| Wandsworth             | 519      | 378      | 202      | 1,099  |         | 17%      | 10%      | 15% |
| Newham                 | 423      | 365      | 76       | 864    | 29%     | 15%      | 4%       | 15% |
| Hammersmith and Fulham | 35       | 148      | 237      | 420    | 9%      | 14%      | 15%      | 14% |
| Merton                 | 91       | 86       | 83       | 260    | 13%     | 19%      | 13%      | 14% |
| Croydon                | 383      | 331      | 248      | 962    | 19%     | 12%      | 12%      | 14% |
| Richmond upon Thames   | 99       | 41       | 41       | 181    | 18%     | 9%       | 11%      | 13% |
| Westminster            | 180      | 156      | 82       | 418    | 20%     | 12%      | 7%       | 12% |
| Hillingdon             | 118      | 59       | 66       | 243    |         | 7%       | 8%       | 9%  |
| Brent                  | 52       | 281      | -147     | 186    |         | 21%      | -21%     | 6%  |
| Kingston upon Thames   | -7       | 15       | 29       | 37     |         | 5%       | 13%      | 5%  |
| Sutton                 | 9        | 10       | 37       | 56     |         | 2%       | 5%       | 3%  |
| Bromley                | 10       | 45       | 7        | 62     |         | 5%       | 1%       | 3%  |
| Bexley                 | -148     | 180      | 0        |        | -136%   | 22%      | 0%       | 3%  |
| City of London         | 0        | 0        | 0        | 0      |         | 0%       | 0%       | 0%  |
| Harrow                 | -94      | 3        | 27       | -64    | -10%    | 0%       | 4%       | -3% |





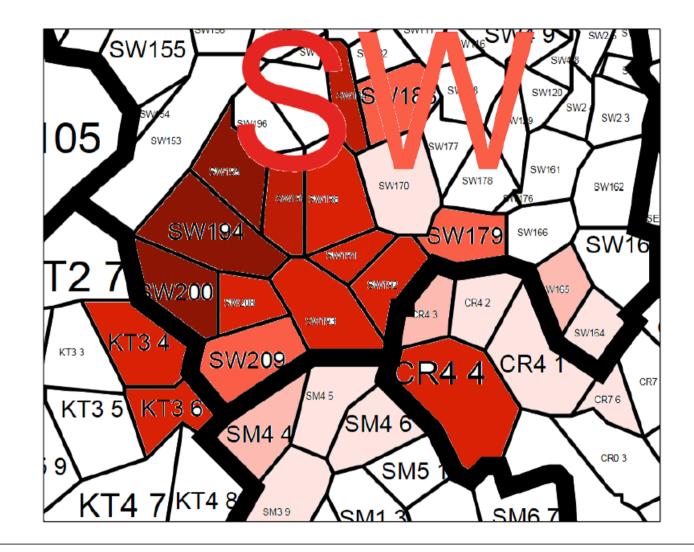


## What we did

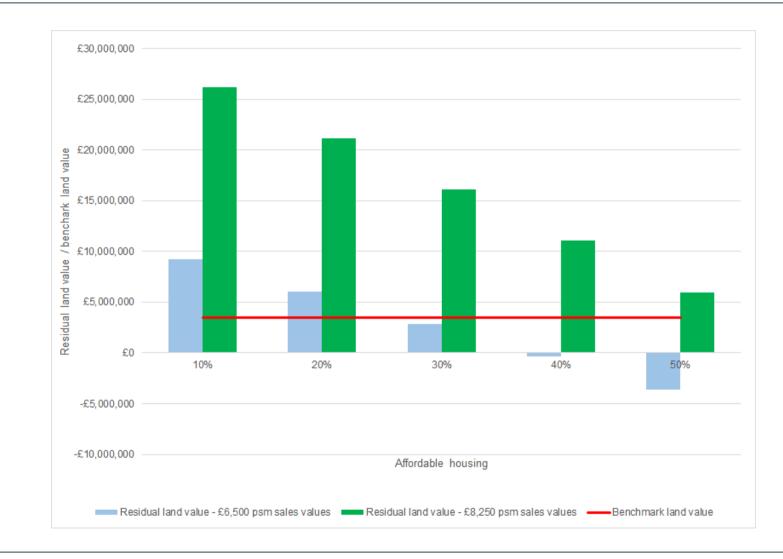
- Testing of 30 development typologies:
  - 10 small schemes (9 or fewer units: houses, flats)
  - 12 medium schemes (10 to 75 units: houses, flats, mixed)
  - 8 large schemes (100 to 1,000 units: flats
  - Some schemes with retail on ground floor to reflect location
- Reflecting variation in sales values (£4,850 £10,300 per sqm)
- Five different benchmark land values (including 20% premium):
  - Existing residential: variable £21.6 million to £49.4 million per ha
  - Secondary offices: £29.25 million per ha
  - Secondary industrial: £9.4 million per ha
  - Community uses: £3.45 million per ha
  - Garden and other undeveloped land: £0.5 million per ha

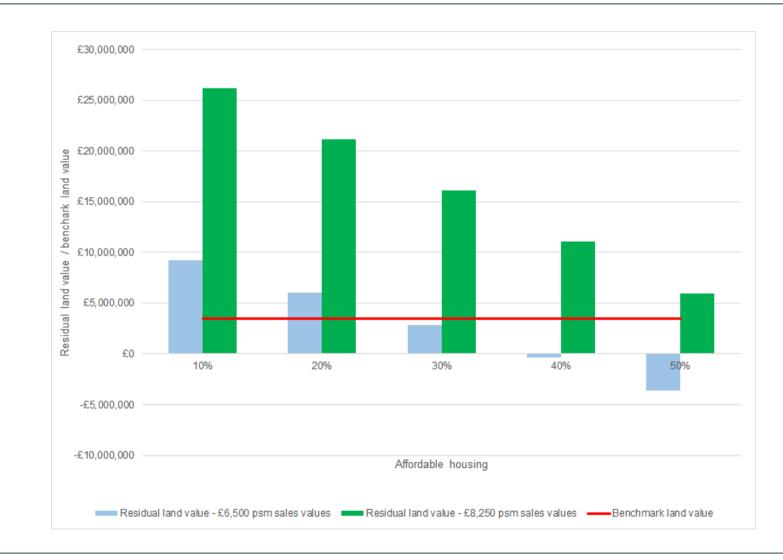


#### Sales values across Merton









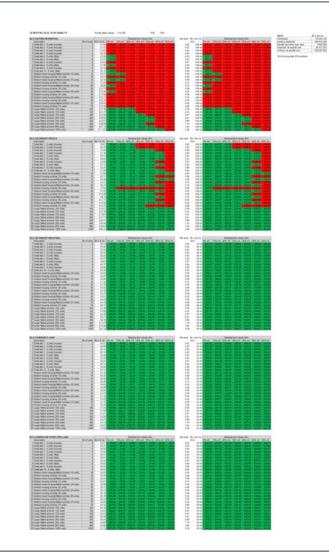






#### Range of results - lowest to highest sales values







#### Small sites (low sales values)

| BL۱ | : EXISTING RESIDENTIAL                         |             |           | Residual land values (£m) |        |        |        |        |        |        |  |
|-----|--|-------------|-----------|---------------------------|--------|--------|--------|--------|--------|--------|--|
|     | Description                                    | No of units | BLV (£ m) | 0% AH                     | 10% AH | 20% AH | 30% AH | 35% AH | 40% AH | 50% AH |  |
| 1   | Small site 1 - 2 units (houses)                | 2           | £0.45     | £0.07                     | £0.06  | £0.04  | £0.03  | £0.02  | £0.01  | -£0.0  |  |
| 2   | Small site 2 - 3 units (houses)                | 3           | £0.57     | £0.09                     | £0.07  | £0.05  | £0.03  | £0.02  | £0.01  | -£0.0  |  |
| 3   | Small site 2 - 4 units (houses)                | 4           | £0.80     | £0.30                     | £0.27  | £0.24  | £0.21  | £0.19  | £0.18  | £0.1   |  |
| 4   | Small site 3 - 5 units (houses)                | 5           | £1.03     | £0.38                     | £0.34  | £0.31  | £0.27  | £0.25  | £0.23  | £0.1   |  |
| 5   | Small site 4 - 5 units (flats)                 | 5           | £0.54     |                           | -£0.03 | -£0.06 | e0.03- | -£0.10 | -£0.11 | -£0.14 |  |
|     | Small site 5 - 6 units (flats)                 | 6           | £0.62     | -£0.01                    | -£0.04 | -£0.07 | -£0.10 | -£0.12 | -£0.13 | -£0.1( |  |
| 7   | Small site 6 - 8 units (houses)                | 8           | £1.54     |                           | £0.51  | £0.46  | £0.40  | £0.37  | £0.35  | £0.29  |  |
| 8   | Small site 8 - 8 units (flats)                 | 8           | £0.85     | -£0.01                    | -£0.06 | -£0.10 | -£0.14 | -£0.16 | -£0.18 | -£0.2  |  |
| 9   | Small site 9 - 9 units (houses)                | 9           | £1.83     | £0.66                     | £0.60  | £0.53  | £0.47  | £0.43  | £0.40  | £0.3   |  |
| 10  | Small site 10 - 9 units (flats)                | 9           | £0.93     | -£0.03                    | -£0.07 | -£0.11 | -£0.16 | -£0.18 | -£0.20 | -£0.2  |  |
| 11  | Medium mixed housing/flatted scheme (10 units) | 10          | £1.18     | £0.45                     | £0.39  | £0.34  | £0.28  | £0.26  | £0.23  | £0.1   |  |
| 12  | Medium housing scheme (10 units)               | 10          | £2.00     | £0.72                     | £0.65  | £0.58  | £0.51  | £0.48  | £0.44  | £0.3   |  |
| 13  | Medium mixed housing/flatted scheme (15 units) | 15          | £1.83     | £0.58                     | £0.49  | £0.41  | £0.33  | £0.28  | £0.24  | £0.16  |  |

| Site area | BLV per ha | Residual land values (£m) |        |        |        |        |        |        |  |  |  |
|-----------|------------|---------------------------|--------|--------|--------|--------|--------|--------|--|--|--|
|           | (£m)       | 0% AH                     | 10% AH | 20% AH | 30% AH | 35% AH | 40% AH | 50% AH |  |  |  |
| 0.02      | £21.60     | £3.55                     | £2.76  | £1.98  | £1.20  | £0.81  | £0.42  | -£0.37 |  |  |  |
| 0.03      | £21.60     | £3.48                     | £2.70  | £1.91  | £1.13  | £0.73  | £0.34  | -£0.45 |  |  |  |
| 0.04      | £21.60     | £7.98                     | £7.20  | £6.41  | £5.63  | £5.24  | £4.85  | £4.06  |  |  |  |
| 0.05      | £21.60     | £7.99                     | £7.21  | £6.42  | £5.64  | £5.25  | £4.86  | £4.07  |  |  |  |
| 0.03      | £21.60     | -£0.34                    | -£1.39 | -£2.44 | -£3.50 | -£4.02 | -£4.55 | -£5.60 |  |  |  |
| 0.03      | £21.60     | -£0.38                    | -£1.43 | -£2.49 | -£3.54 | -£4.07 | -£4.59 | -£5.65 |  |  |  |
| 0.07      | £21.60     |                           | £7.19  | £6.40  | £5.62  | £5.22  | £4.83  | £4.04  |  |  |  |
| 0.04      | £21.60     | -£0.35                    | -£1.40 | -£2.46 | -£3.51 | -£4.04 | -£4.57 | -£5.62 |  |  |  |
| 0.08      | £21.60     | £7.82                     | £7.05  | £6.29  | £5.52  | £5.14  | £4.76  | £3.99  |  |  |  |
| 0.04      | £21.60     |                           | -£1.65 | -£2.67 | -£3.70 | -£4.21 | -£4.73 | -£5.75 |  |  |  |
| 0.05      | £21.60     | £8.21                     | £7.20  | £6.18  | £5.17  | £4.66  | £4.15  | £3.14  |  |  |  |
| 0.09      | £21.60     |                           | £7.05  | £6.28  | £5.52  | £5.13  | £4.75  | £3.98  |  |  |  |
| 0.08      | £21.60     | £6.80                     | €5.81  | £4.83  | £3.84  | €3.35  | £2.86  | £1.87  |  |  |  |

| BL\ | : GARDEN AND OTHER OPEN LAND                   |             | [         | Residual land values (£m) |        |        |        |        |        |        |  |  |
|-----|--|-------------|-----------|---------------------------|--------|--------|--------|--------|--------|--------|--|--|
|     | Description                                    | No of units | BLV (£ m) | 0% AH                     | 10% AH | 20% AH | 30% AH | 35% AH | 40% AH | 50% AH |  |  |
| 1   | Small site 1 - 2 units (houses)                | 2           | £0.01     | £0.07                     | £0.06  | £0.04  | £0.03  | £0.02  | £0.01  | -£0.01 |  |  |
| 2   | Small site 2 - 3 units (houses)                | 3           | £0.01     | £0.09                     | £0.07  | £0.05  | £0.03  | £0.02  | £0.01  | -£0.01 |  |  |
| 3   | Small site 2 - 4 units (houses)                | 4           | £0.02     | £0.30                     | £0.27  | £0.24  | £0.21  | £0.19  | £0.18  | £0.15  |  |  |
| 4   | Small site 3 - 5 units (houses)                | 5           | £0.02     | £0.38                     | £0.34  | £0.31  | £0.27  | £0.25  | £0.23  | £0.19  |  |  |
| 5   | Small site 4 - 5 units (flats)                 | 5           | £0.01     | -£0.01                    | -£0.03 | -£0.06 | -£0.09 | -£0.10 | -£0.11 | -£0.14 |  |  |
| 6   | Small site 5 - 6 units (flats)                 | 6           | £0.01     | -£0.01                    | -£0.04 | -£0.07 | -£0.10 | -£0.12 | -£0.13 | -£0.16 |  |  |
| 7   | Small site 6 - 8 units (houses)                | 8           | £0.04     | £0.57                     | £0.51  | £0.46  | £0.40  | £0.37  | £0.35  | £0.29  |  |  |
| 8   | Small site 8 - 8 units (flats)                 | 8           | £0.02     | -£0.01                    | -£0.06 | -£0.10 | -£0.14 | -£0.16 | -£0.18 | -£0.22 |  |  |
| 9   | Small site 9 - 9 units (houses)                | 9           | £0.04     | £0.66                     | £0.60  | £0.53  | £0.47  | £0.43  | £0.40  | £0.34  |  |  |
| 10  | Small site 10 - 9 units (flats)                | 9           | £0.02     | -£0.03                    | -£0.07 | -£0.11 | -£0.16 | -£0.18 | -£0.20 | -£0.25 |  |  |
| 11  | Medium mixed housing/flatted scheme (10 units) | 10          | £0.03     | £0.45                     | £0.39  | £0.34  | £0.28  | £0.26  | £0.23  | £0.17  |  |  |
| 12  | Medium housing scheme (10 units)               | 10          | £0.05     | £0.72                     | £0.65  | £0.58  | £0.51  | £0.48  | £0,44  | £0.37  |  |  |

| Site area | BLV per ha | Residual land values (£m) |        |        |        |        |        |        |  |  |  |  |
|-----------|------------|---------------------------|--------|--------|--------|--------|--------|--------|--|--|--|--|
|           | (£m)       | 0% AH                     | 10% AH | 20% AH | 30% AH | 35% AH | 40% AH | 50% AH |  |  |  |  |
| 0.02      | £0.50      | £3.55                     | £2.76  | £1.98  | £1.20  | £0.81  | £0.42  | -£0.37 |  |  |  |  |
| 0.03      | £0.50      |                           | £2.70  | £1.91  | £1.13  | £0.73  | £0.34  | -£0.45 |  |  |  |  |
| 0.04      | £0.50      | £7.98                     | £7.20  | £6.41  | £5.63  | £5.24  | £4.85  | £4.06  |  |  |  |  |
| 0.05      | £0.50      | £7.99                     | £7.21  | £6.42  | £5.64  | £5.25  | £4.86  | £4.07  |  |  |  |  |
| 0.03      | £0.50      | -£0.34                    | -£1.39 | -£2.44 | -£3.50 | -£4.02 | -£4.55 | -£5.60 |  |  |  |  |
| 0.03      | £0.50      | -£0.38                    | -£1.43 | -£2.49 | -£3.54 | -£4.07 | -£4.59 | -£5.65 |  |  |  |  |
| 0.07      | £0.50      | £7.97                     | £7.19  | £6.40  | £5.62  | £5.22  | £4.83  | £4.04  |  |  |  |  |
| 0.04      | £0.50      | -£0.35                    | -£1.40 | -£2.46 | -£3.51 | -£4.04 | -£4.57 | -£5.62 |  |  |  |  |
| 0.08      | £0.50      | £7.82                     | £7.05  | £6.29  | £5.52  | £5.14  | £4.76  | £3.99  |  |  |  |  |
| 0.04      | £0.50      | -£0.62                    | -£1.65 | -£2.67 | -£3.70 | -£4.21 | -£4.73 | -£5.75 |  |  |  |  |
| 0.05      | £0.50      | £8.21                     | £7.20  | £6.18  | £5.17  | £4.66  | £4.15  | £3.14  |  |  |  |  |
| 0.09      | £0.50      | £7.82                     | £7.05  | £6.28  | £5.52  | £5.13  | £4.75  | £3.98  |  |  |  |  |



## Small sites (high sales values)

| V: EXISTING RESIDENTIAL                          |             | Residual land values (£m) |       |        |        |        |        |        |        |
|--|-------------|---------------------------|-------|--------|--------|--------|--------|--------|--------|
| Description                                      | No of units | BLV (€ m)                 | 0% AH | 10% AH | 20% AH | 30% AH | 35% AH | 40% AH | 50% AH |
| Small site 1 - 2 units (houses)                  | 2           | £1.04                     | £0.86 | £0.78  | £0.69  | £0.61  | £0.56  | €0.52  | £0.4   |
| Small site 2 - 3 units (houses)                  | 3           | £1.31                     | £1.09 | £0.98  | £0.87  | £0.76  | £0.71  | £0.66  | £0.5   |
| Small site 2 - 4 units (houses)                  | 4           | £1.83                     | £1.69 | £1.54  | £1.38  | £1.23  | £1.16  | £1.08  | £0.9   |
| Small site 3 - 5 units (houses)                  | 5           | £2.35                     | £2.17 | £1.97  | £1.78  | £1.58  | £1.49  | £1.39  | £1.2   |
| Small site 4 - 5 units (flats)                   | 5           | £1.24                     | £1.39 | £1.24  | £1.09  | £0.94  | £0.87  | £0.79  | £0.6   |
| 5 Small site 5 - 6 units (flats)                 | 6           | £1.41                     | £1.58 | £1.41  | £1.24  | £1.07  | £0.99  | 0e.0£  | £0.7   |
| / Small site 6 - 8 units (houses)                | 8           | £3.54                     | £3.26 | £2.97  | £2.67  | £2.38  | £2.24  | £2.09  | £1.8   |
| 8 Small site 8 - 8 units (flats)                 | 8           | £1.95                     | £2.17 | £1.94  | £1.71  | £1.48  | £1.36  | £1.24  | £1.0   |
| Small site 9 - 9 units (houses)                  | 9           | €4.18                     | £3.80 | £3.46  | £3.12  | £2.78  | £2.61  | \$2.44 | \$2.1  |
| Small site 10 - 9 units (flats)                  | 9           | £2.12                     | £2.33 | £2.08  | £1.83  | £1.58  | £1.46  | £1.33  | £1.0   |
| Medium mixed housing/flatted scheme (10 units)   | 10          | £2.71                     | £3.31 | £3.00  | £2.70  | £2.39  | £2.24  | £2.08  | £1.7   |
| 2 Medium housing scheme (10 units)               | 10          | £4.57                     | £4.16 | £3.78  | £3.41  | £3.04  | £2.85  | £2.67  | £2.2   |
| 3 Medium mixed housing/flatted scheme (15 units) | 15          | £4.19                     | £4.90 | £4.44  | £3.97  | £3.51  | £3.28  | £3.05  | £2.5   |

| Site area | BLV per ha | Residual land values (£m) |        |        |        |        |         |        |  |  |  |
|-----------|------------|---------------------------|--------|--------|--------|--------|---------|--------|--|--|--|
|           | (£m)       | 0% AH                     | 10% AH | 20% AH | 30% AH | 35% AH | 40% AH  | 50% AH |  |  |  |
| 0.02      | £49.44     | £41.15                    | £37.07 | £32.99 | £28.91 | £26.87 | £24.83  | £20.74 |  |  |  |
| 0.03      | £49.44     | £41.09                    | £37.00 | £32.92 | €28.83 | £26.79 | \$24.75 | £20.66 |  |  |  |
| 0.04      | £49.44     | £45.58                    | £41.50 | £37.42 | £33.33 | £31.29 | £29.25  | £25.17 |  |  |  |
| 0.05      | £49.44     | £45.59                    | £41.50 | £37.42 | €33.34 | £31.30 | £29.26  | £25.18 |  |  |  |
| 0.03      | £49.44     | £55.11                    | £49.22 | £43.33 | £37.45 | £34.50 | £31.56  | £25.67 |  |  |  |
| 0.03      | £49.44     | £55.07                    | £49.18 | £43.29 | £37.40 | £34.46 | £31.52  | £25.63 |  |  |  |
| 0.07      | £49.44     | £45.57                    | £41.49 | £37.41 | £33.32 | £31.28 | £29.24  | £25.15 |  |  |  |
| 0.04      | £49.44     | £55.09                    | £49.21 | £43.32 | £37.43 | £34.49 | £31.54  | £25.66 |  |  |  |
| 0.08      | £49.44     | £44.91                    | £40.89 | £36.87 | €32.84 | £30.83 | £28.82  | £24.80 |  |  |  |
| 0.04      | £49.44     | £54.24                    | £48.44 | £42.64 | £36.85 | £33.95 | £31.05  | £25.25 |  |  |  |
| 0.05      | £49.44     | £60.31                    | £54.73 | £49.16 | £43.58 | £40.80 | £38.01  | £32.43 |  |  |  |
| 0.09      | £49.44     | £44.91                    | £40.88 | £36.86 | £32.84 | £30.83 | £28.82  | £24.79 |  |  |  |
| 0.08      | £49.44     | £57.85                    | £52.40 | £46.95 | £41.49 | £38.77 | £36.04  | £30.59 |  |  |  |

| BLV | : GARDEN AND OTHER OPEN LAND                   |             |           | 1     | Residual land values (£m) |        |        |         |        |        |  |  |  |
|-----|--|-------------|-----------|-------|---------------------------|--------|--------|---------|--------|--------|--|--|--|
|     | Description                                    | No of units | BLV (€ m) | 0% AH | 10% AH                    | 20% AH | 30% AH | 35% AH  | 40% AH | 50% AH |  |  |  |
| 1   | Small site 1 - 2 units (houses)                | 2           | £0.01     | £0.86 | £0.78                     | £0.69  | £0.61  | £0.56   | £0.52  | £0.44  |  |  |  |
| 2   | Small site 2 - 3 units (houses)                | 3           | £0.01     | £1.05 | 98.03                     | £0.87  | £0.76  | £0.71   | £0.66  | £0.55  |  |  |  |
| 3   | Small site 2 - 4 units (houses)                | 4           | £0.02     | £1.85 | £1.54                     | £1.38  | £1.23  | E 61.16 | £1.08  | £0.93  |  |  |  |
| 4   | Small site 3 - 5 units (houses)                | 5           | £0.02     | £2.17 | £1.97                     | £1.78  | £1,58  | £1.49   | £1.39  | £1.20  |  |  |  |
| 5   | Small site 4 - 5 units (flats)                 | 5           | £0.01     | £1.35 | £1.24                     | £1.09  | £0.94  | £0.87   | £0.79  | £0.65  |  |  |  |
| 6   | Small site 5 - 6 units (flats)                 | 6           | £0.01     | £1.58 | E1.41                     | £1.24  | £1.07  | £0.99   | £0.90  | £0.73  |  |  |  |
| 7   | Small site 6 - 8 units (houses)                | 8           | £0.04     | £3.26 | £2.97                     | €2.67  | £2.38  | €2.24   | £2.09  | £1.80  |  |  |  |
| 8   | Small site 8 - 8 units (flats)                 | 8           | £0.02     | £2.17 | £1.94                     | £1.71  | £1.48  | £1.36   | £1.24  | £1.01  |  |  |  |
| 9   | Small site 9 - 9 units (houses)                | 9           | £0.04     | £3.80 | E3.46                     | £3,12  | £2.78  | £2.61   | £2.44  | E2.10  |  |  |  |
| 10  | Small site 10 - 9 units (flats)                | 9           | £0.02     | 62.33 | 62.08                     | £1.83  | £1.58  | £1.46   | £1.33  | £1.08  |  |  |  |
| 11  | Medium mixed housing/flatted scheme (10 units) | 10          | £0.03     | £3.31 | £3.00                     | E2 70  | £2.39  | £2.24   | £2.08  | £1.78  |  |  |  |
| 12  | Medium housing scheme (10 units)               | 10          | £0.05     | £4.16 | €3.78                     | £3.41  | £3.04  | £2.85   | \$2.67 | £2.29  |  |  |  |
| 13  | Medium mixed housing/flatted scheme (15 units) | 15          | £0.04     | £4.90 | E4.44                     | £3 97  | £3.51  | £3.28   | £3.05  | £2.59  |  |  |  |

| Site area | BLV per ha |        |        | Residua | I land valu | ies (£m) | *****   |         |
|-----------|------------|--------|--------|---------|-------------|----------|---------|---------|
|           | (£m)       | 0% AH  | 10% AH | 20% AH  | 30% AH      | 35% AH   | 40% AH  | 50% AH  |
| 0.02      | £0.50      | £41.15 | £37.07 | £32.99  | £28.91      | €26.87   | €24.83  | £20.74  |
| 0.03      | £0.50      | £41.09 | £37.00 | €32.92  | £28.83      | £26.79   | £24.75  | £20.66  |
| 0.04      | £0.50      | £45.58 | £41.50 | £37.42  | £33.33      | €31.29   | £29.25  | £25.17  |
| 0.05      | £0.50      | £45.59 | £41.50 | £37.42  | £33,34      | £31.30   | £29.26  | £25.18  |
| 0.03      | £0.50      | €55.11 | £49.22 | €43.33  | £37.45      | €34.50   | €31.56  | \$25.67 |
| 0.03      | £0.50      | £55.07 | £49.18 | £43.29  | £37.40      | £34.46   | €31.52  | £25.63  |
| 0.07      | £0.50      | £45.57 | £41.49 | £37.41  | £33.32      | £31.28   | €29.24  | £25.15  |
| 0.04      | £0.50      | £55.09 | £49.21 | €43.32  | £37.43      | €34.49   | €31.54  | £25.66  |
| 0.08      | £0.50      | £44.91 | £40.89 | €36.87  | £32.84      | £30.83   | €28.82  | £24.80  |
| 0.04      | £0.50      | £54.24 | £48.44 | €42.64  | £36.85      | £33.95   | £31.05  | £25.25  |
| 0.05      | £0.50      | €60.31 | €54.73 | £49.16  | £43.58      | £40.80   | £38.01  | £32.43  |
| 0.09      | £0.50      | £44.91 | £40.88 | €36.86  | £32.84      | €30.83   | €.28.82 | £24.79  |
| 0.08      | £0.50      | £57.85 | £52.40 | £46.95  | £41.49      | £38.77   | £36.04  | £30.59  |



## Policy trade offs

- Tenure and overall Aff Hsg percentage 70/30 vs 50/50
- Climate change mitigation increases costs by 1.5% to 6.5%:
  - High value areas: circa 2% reduction in affordable housing
  - Low value areas: circa 10% reduction in affordable housing
  - Precise impact will vary, depending on existing use values







## Policy approaches

- Fine grain policy approaches with different targets
  - Benchmark land value
  - Sales value
  - Type of scheme
- PPG approach a target that is achievable in almost all cases
- 'Maximum reasonable' approach high target, not always met
- 15 year policy longevity of approaches
- Heterogeneity of study outcomes points to 'max reasonable'
- Policy target of up to 40% is supported by the evidence base



## Payments in lieu for small sites

- Significant proportion of new housing supply from small sites
- Emerging policy payment equivalent to 20% on-site AH
- Ability to contribute varies largely driven by existing use on site
- 'Maximum reasonable' approach high target, not always met



# 5 QUESTIONS AND DISCUSSION



# MERTON Character Study

Member summary - November 2020

Agenda Item 5

Allies and Morrison Urban Practitioners Solidspace

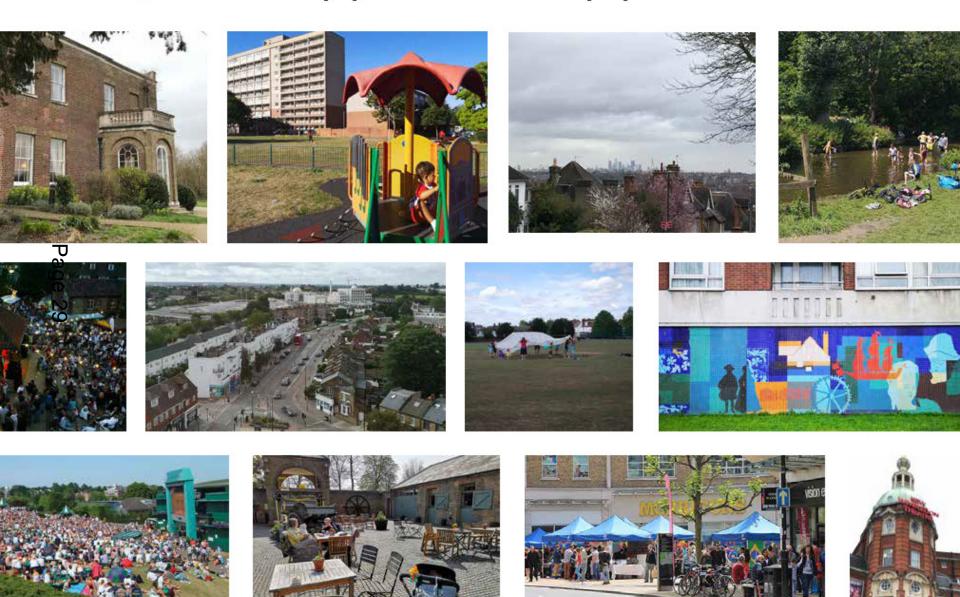
- This work is funded by the GLA's Homebuilding Capacity Fund, which aims to increase housing delivery to meet identified housing need.
- We need 918 new homes every year to meet Merton's housing need.

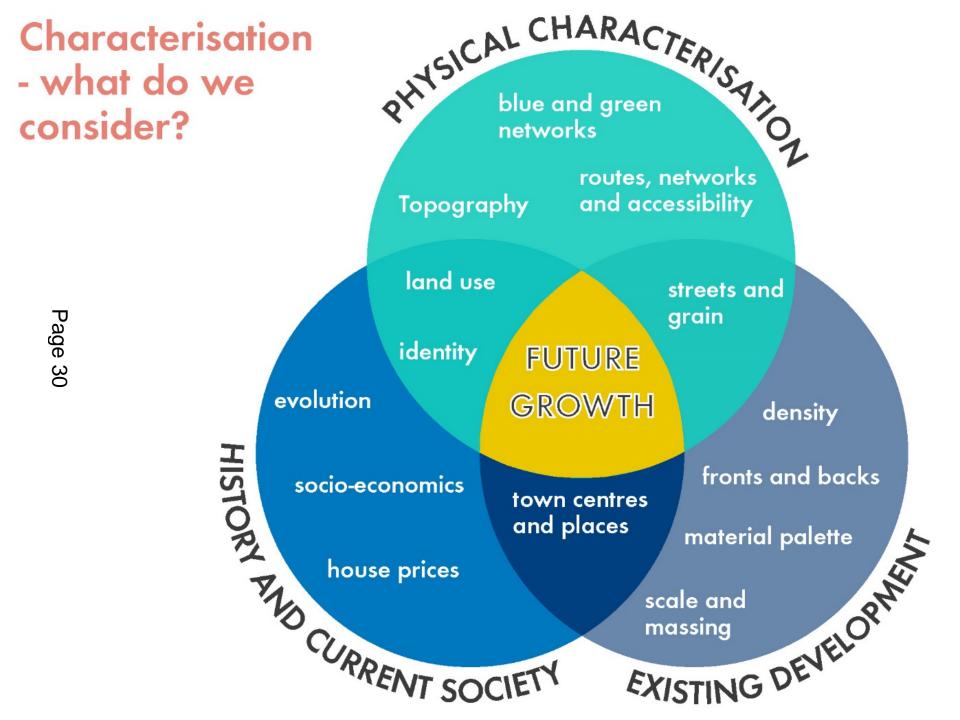
#### To date we have:

- Page 28 Undertaken extensive analysis of Merton's history, development, typology and character
- Community group engagement
- Residents' survey
- Residents' workshop



#### Character is more than buildings and spaces It is social, historical and physical - and the interplay between these factors

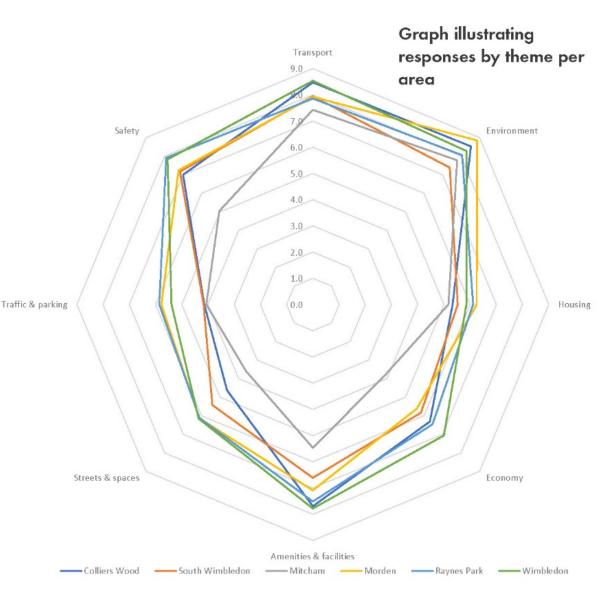




## **Public consultation - digital survey**

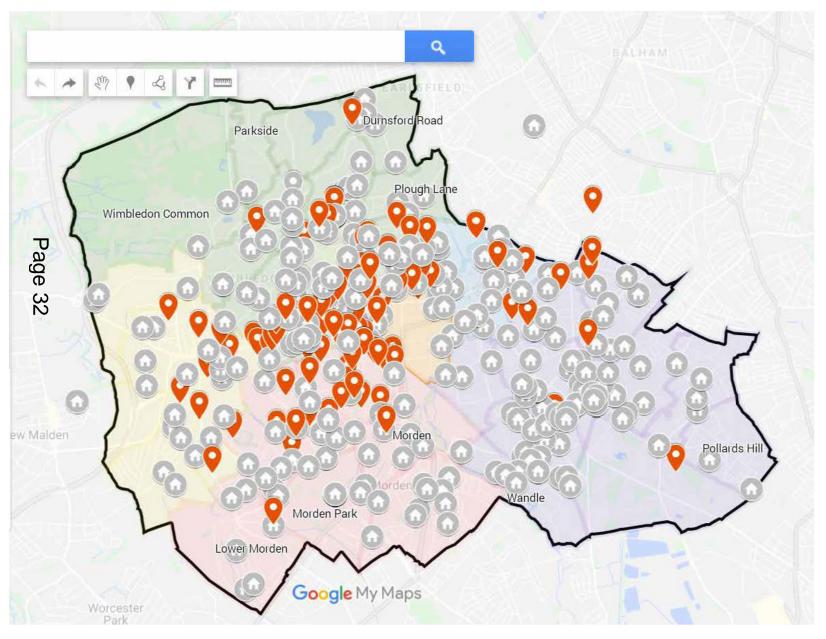
A digital survey (7 Sept - 5 Oct 2020) which 416 people responded to

- test proposed Theighbourhoods • geview boundaries
- understand what people value about each area
- understand what could change and improve



# **Public consultation**

3/4 respondants were happy with the way the boundaries had been drawn...



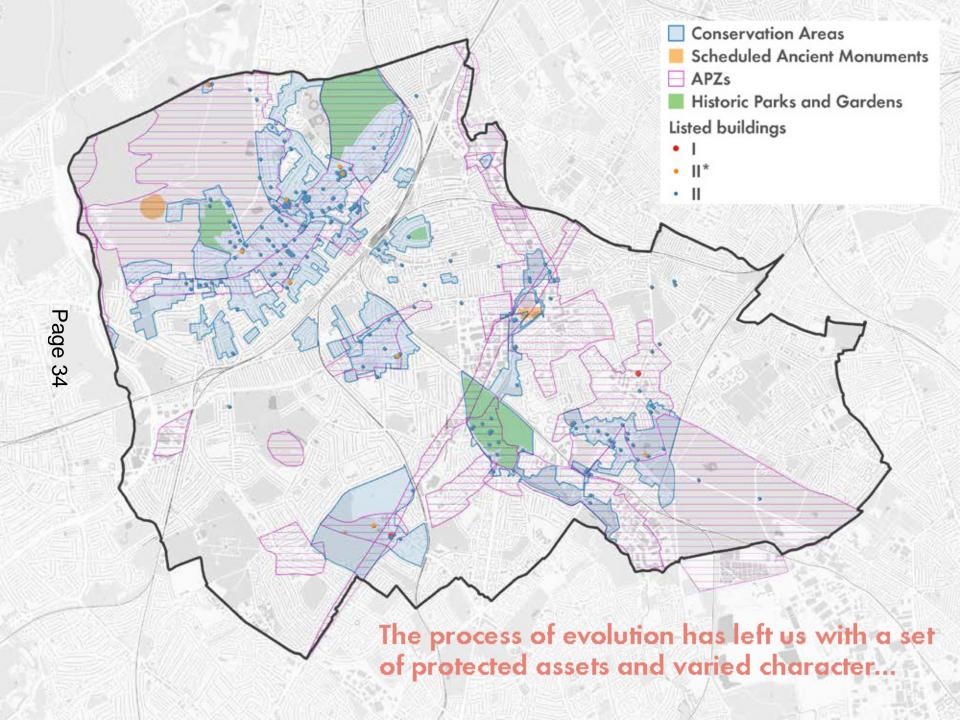
## **Historic analysis**

Understanding how the borough has evolved gives us a better understanding of the current day

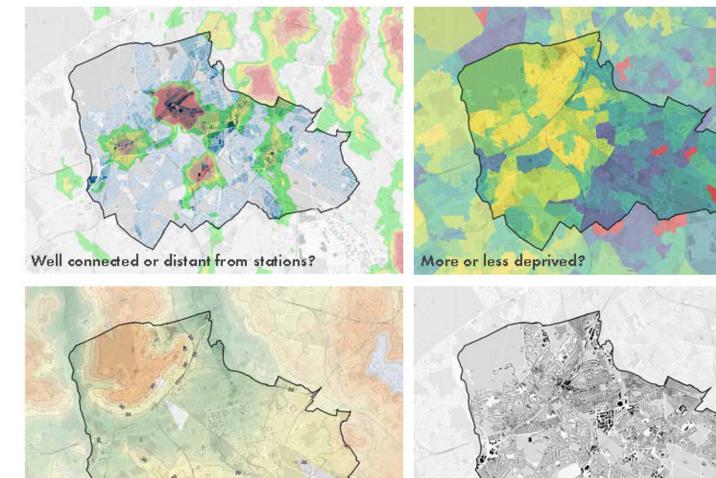
- the borough's street pattern
- building types
- how evolution has continued to change its character • uses and town centres
- •<sup>w</sup>interesting social history
- identity and psyche

....so that the past helps to shape the future

....acknowledging that character is a shifting thing....



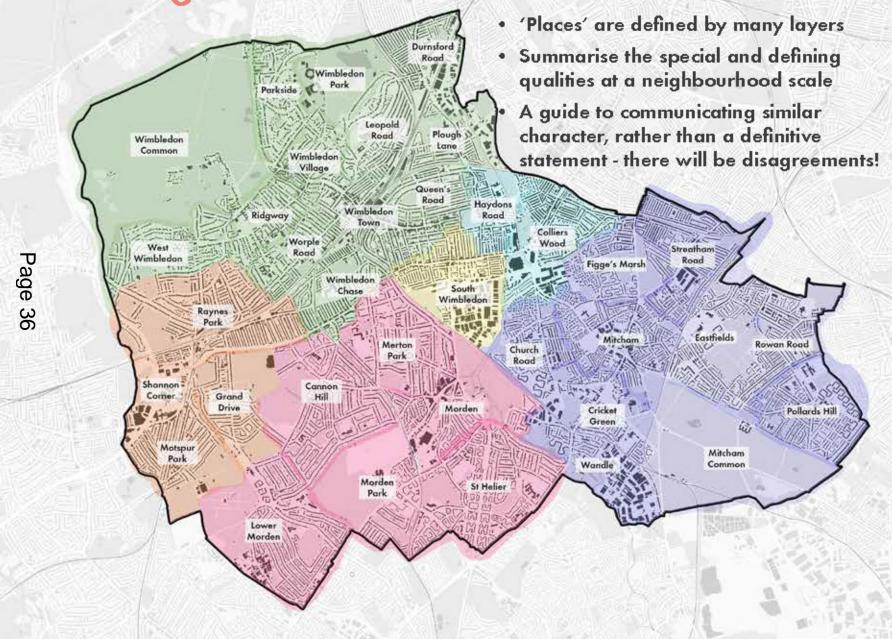
How do we best communicate this variety in character? And provide guidance for areas of the borough outside of conservation areas? What are the common characteristics?



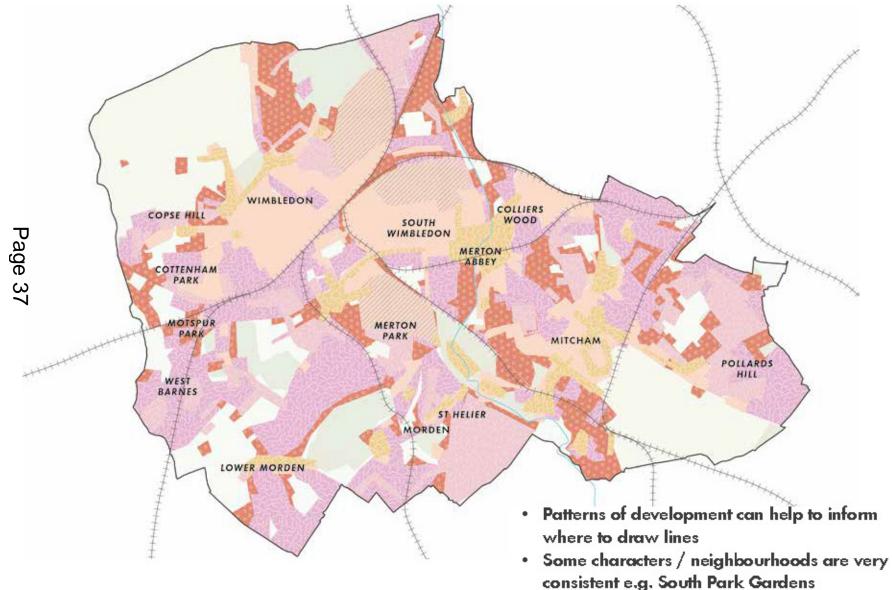
Physical differences - hilly or flat?

Big or small buildings? Tall or consistent in height?

#### Define neighbourhood character areas...



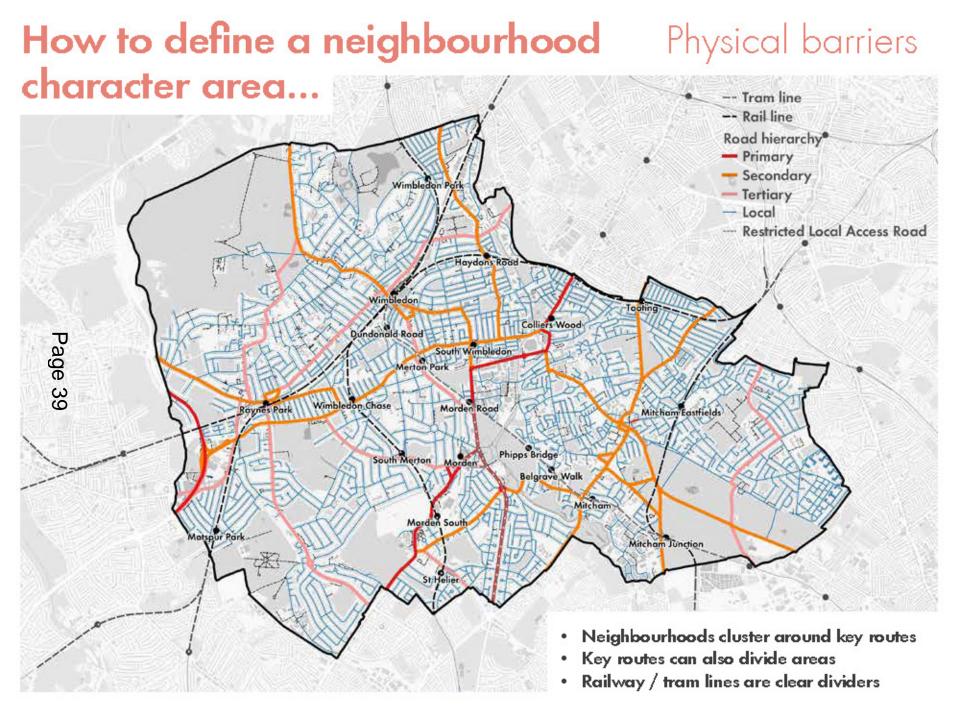
# How to define a neighbourhood character area...



History

## How to define a neighbourhood Building typologies character area...





## How to define a neighbourhood character area...

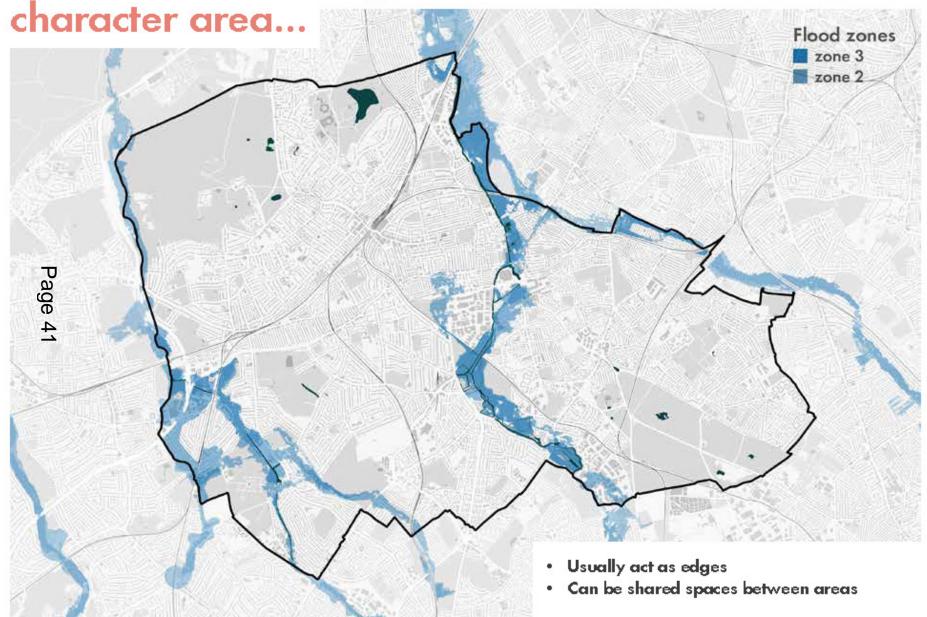
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#### Green space

- Some green spaces have their own character
- Green spaces can be focal points
- Can also be natural dividers between areas

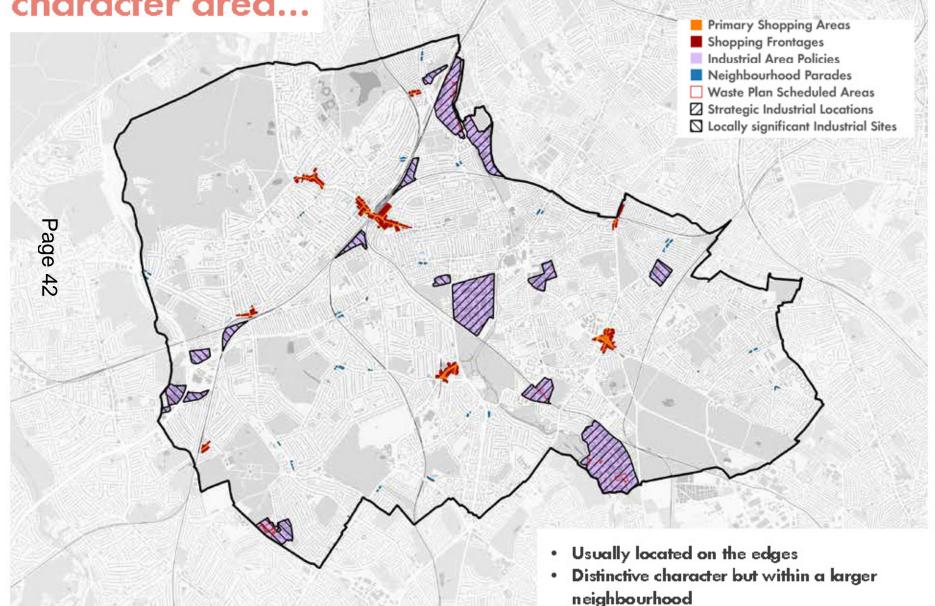
## How to define a neighbourhood

### Wandle



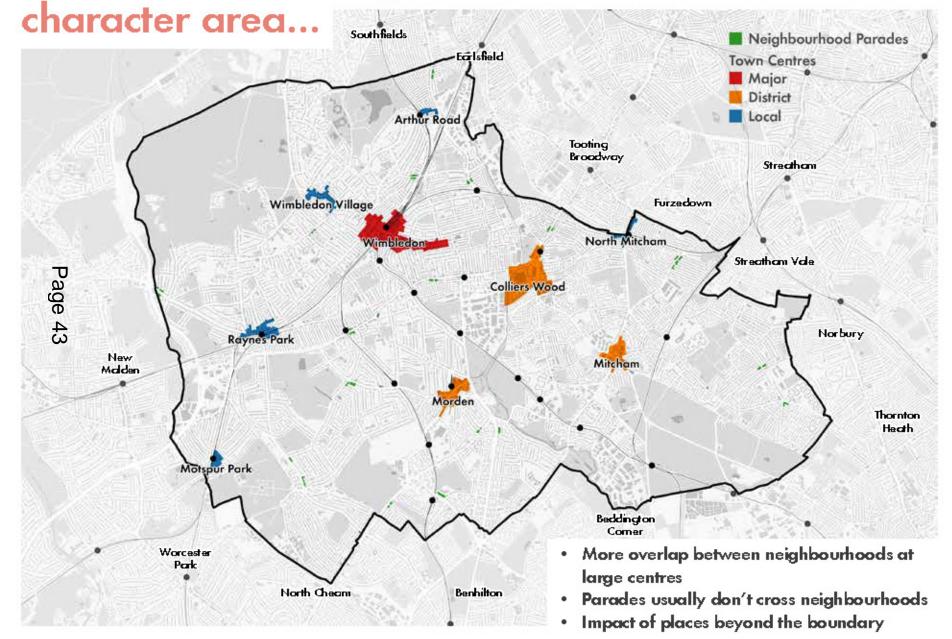
## How to define a neighbourhood character area...

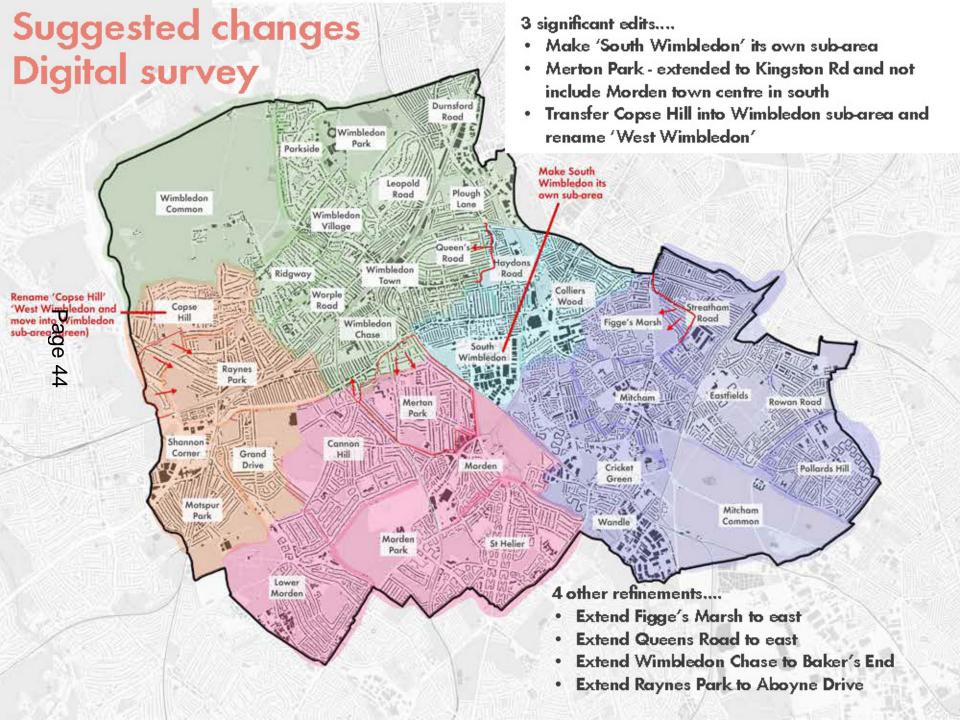
### Employment

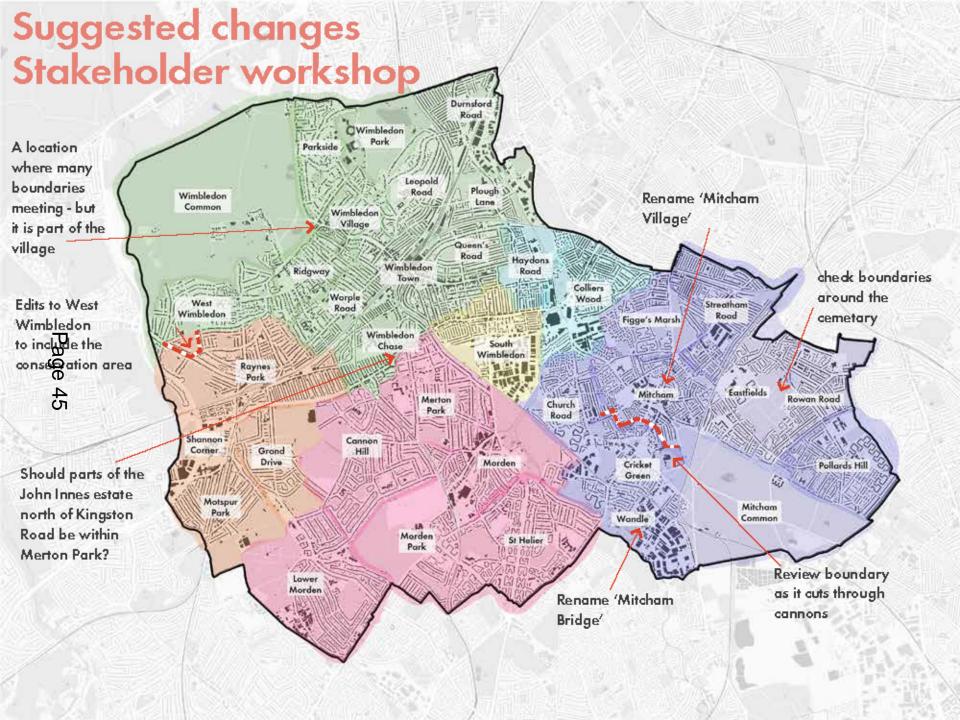


## How to define a neighbourhood

#### Town centres



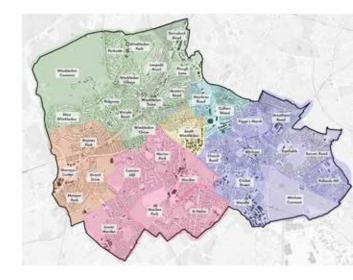




## Borough areas - ideas and opportunities

Purpose:

- Draw out the distinctiveness in different areas of the borough - What do we want to emphasise in terms of the existing character and heritage in each area?
- How could/should each area continue to Bevolve?
- Growth delivered by repairing, reinforcing or reimagining character - in even the most sensitive historic settings. Development that responds to existing grain, evolution, building typologies and local need

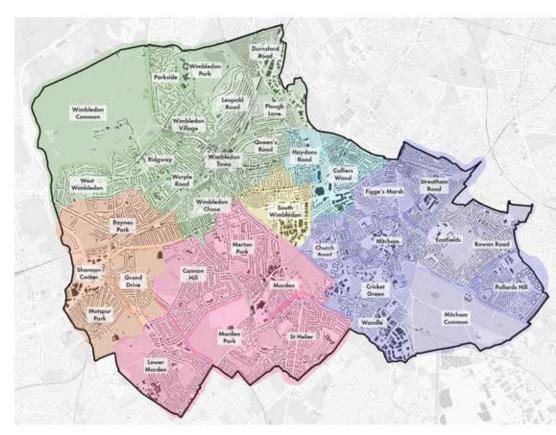


### Next steps

Develop a policy approach and design guidance for each of the areas to feed into the emerging Local Plan

Draft Characterisation Study early 2021

Togbe adopted as a Supplementary Planning Document (SPD) - with a formal 6 week consultation period



**Questions?** 

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