

For: Tunbridge Wells Borough Council

Appendix III

Market Values & Assumptions Research

Local Plan Viability Study

June 2019

DSP18542

Dixon Searle Partnership

Elm House, Tanshire Park, Shackleford Road

Elstead, Surrey, GU8 6LB

www.dixonsearle.co.uk



Contents	Page
Introduction	2
Economic and Housing Market Context	3
Residential Market Review	9
- Land Registry New-Build Data	9
- Land Registry Resale Data	28
- Zoopla Average Values Research	86
- New-Build Housing Asking Price Research	88
- DSP Residential Value Levels	95
Retirement, Sheltered and Extra Care Housing Research	97
Commercial Market Information, Rents and Yields	99
- Yield Guide – Knight Frank	104
Commercial Property Values Research	106
- Commercial Values Data - CoStar	106
- Commercial Values Data – Valuation Office Agency	108
Stakeholder Consultation	109
Land Values Context	111
- Benchmark Land Values	114

Note:

CoStar property resource extracts for research base follow the above.

1.0 Introduction

- 1.1 Referred to within DSP's main report, this document – Appendix III - provides an overview of the research undertaken into residential property values, together with the wider economic conditions. Collectively, this research aims to help inform the assumptions setting for the sample residential appraisals and provides background evidence by building a picture of values and the variation of those within the Tunbridge Wells Borough.
- 1.2 This report will also provide the Council with an indication of the type and sources of data that it could monitor, revisit and update, to further inform its ongoing work where necessary in the future. Doing so would provide valuable context for monitoring the delivery subsequent to setting policy positions and aspirations.
- 1.3 It should be acknowledged that this is high level work and a great deal of variance may be seen in practice from one development to another (with site-specific characteristics). This data gathering process adopted by DSP involves the review of a range of information sources, so as to inform an overview that is relevant to and appropriate for the project context. The aim here is to consider changes and trends and therefore enable us to assess with the Council an updated context picture so far as is suitable and practically possible.
- 1.4 This Appendix uses a range of extracts and quotes (shown *in italic text* to distinguish those externally sourced information from DSP's commentary and context / analysis), with sources acknowledged.

2.0 Economic and Housing Market Context

Bank of England – Base Rate

- 2.1 The Bank of England Base Rate was increased from 0.5% to 0.75% in August 2018, for the second time since August 2016.

Bank of England – Agents' Summary of Business Conditions 2019 Q2

- 2.2 The full report (published 20 June 2019) is available at: www.bankofengland.co.uk/agents-summary/2019/2019-q2.

- 2.3 Report extracts:

- *'Total business services, including exports, continued to grow at a modest rate, as Brexit uncertainty weighed on demand for professional and financial services.'*
- *'Output growth in the construction sector slowed. Overall activity was broadly flat compared with a year ago due to some housing and commercial property projects being scaled back.'*
- *'Investment intentions weakened, as Brexit-related uncertainty weighed on sentiment, particularly among exporters.'*
- *'Demand for bank credit among large and small companies remained subdued and there were reports that banks were less willing to lend to some sectors.'*
- *'Brexit uncertainty continued to weigh on demand for commercial property and housing.'*
- *'Investor demand for UK commercial property remained muted, but continued to outpace supply due to the lack of properties coming onto the market.'*
- *'Housing market transactions continued to be dampened by Brexit uncertainty, with activity largely restricted to 'forced' moves due to life changes.'*

- *'House prices were reported to be flat in most areas. Contacts said prices were falling in some areas – mainly London and the South East – although affordability continued to be a constraint in that part of the UK. There were increasing reports of surveyors being more cautious about valuations.'*

Office for National Statistics – UK House Price Index (April 2019)

- 2.4 The full report (published 19 June 2019) is available at: www.ons.gov.uk/economy/inflationandpriceindices/bulletins/housepriceindex/april2019.
- 2.5 Headline reads: *'UK annual house price growth slows in April 2019'*.
- 2.6 Report extracts:
- *'Average house prices in the UK increased by 1.4% in the year to April 2019, down from 1.6% in March 2019 (Figure 1). Over the past three years, there has been a general slowdown in UK house price growth, driven mainly by a slowdown in the south and east of England.'*
 - *'The average UK house price was £229,000 in April 2019. This is £3,000 higher than the same period a year ago (April 2018) (Figure 2). On a non-seasonally adjusted basis, average house prices in the UK increased by 0.7% between March 2019 and April 2019, compared with a rise of 1.0% in average prices during the same period a year earlier (March 2018 and April 2018). On a seasonally adjusted basis, average house prices in the UK decreased by 0.2% between March 2019 and April 2019.'*
 - *'The average house price in England increased by 1.1% over the year to April 2019, down slightly from 1.3% in March 2019, with the average house price in England now £245,000.'*
 - *'The lowest annual growth was in London.. ..This was followed by the South East, where prices fell by 0.8% over the year.'*

Land Registry – UK and England House Price Index (April 2019)

- 2.3 The full report for the UK (published 17 June 2019) is available at:
www.gov.uk/government/publications/uk-house-price-index-summary-april-2019.
The report for England (published 19 June 2019) is available at:
www.gov.uk/government/publications/uk-house-price-index-england-april-2019.
- 2.4 Headline statistics:
- *'The average price of a property in England was £245,128'*
 - *'The annual price change of a property in England was 1.1%'*
 - *'The monthly price change of a property in England was 0.7%'*
 - *'The index figure for England (January 2015 = 100) was 120.8'*
- 2.5 Economic statement extracts:
- *'England house prices grew by 1.1% in the year to April 2019, down slightly from 1.3% in the year to March 2019. England house prices were growing slower than the UK annual rate of 1.4% in the year to April 2019. East Midlands was the fastest growing region with annual growth of 2.9%, down from 3.4% in the year to March 2019. The lowest annual growth was in London, where prices fell by 1.2% over the year to April 2019, up from a decrease of 2.5% in March 2019.'*
 - *'The Royal Institution of Chartered Surveyors' (RICS) April 2019 UK Residential Market Survey results point to overall market trends remaining very similar to those reported in recent months, with headline indicators on demand and supply remaining in negative territory.'*
 - *'The Bank of England's May 2019 inflation report noted that activity in the housing market has remained slow, with; Brexit-related uncertainty, affordability constraints and policy changes made to the buy to let market reducing demand. Contacts of the Bank's Agents have reported that in some regions, such as southern England, an excess supply of housing has led to a widening gap between asking and offered prices.'*

- *'The UK Property Transactions Statistics for April 2019 showed that on a seasonally adjusted basis, the number of transactions on residential properties with a value of £40,000 or greater was 99,420. This is 0.8% higher than a year ago. Between March 2019 and April 2019, transactions decreased by 0.3%.'*
- *'The Bank of England's Money and Credit release showed that mortgage approvals for house purchase (an indicator of future lending) ticked up in April 2019 to around 66,300. This was close to the average of the past two years and reversed the fall seen in March 2019.'*

2.6 Annual price changes:

For the South East overall:

- *'Annual change in average house prices -0.8% (negative)'*
- *'Average price £318,727'*

For the Tunbridge Wells District:

- *'Annual change in average house prices -1.6% (negative)'*
- *'Average price £386,049'*

RICS – UK Residential Market Survey (May 2019)

2.7 The full report is available at: www.rics.org/globalassets/rics-website/media/knowledge/research/market-surveys/uk-residential-market-survey-may-2019-rics.pdf.

2.8 Headlines read:

- *'Demand stabilises in May.'*
- *'New buyer enquiries steady over the month.'*
- *'Indicators on sales, prices and new instructions remain slightly negative, albeit less so than previously.'*
- *'Expectations point to a gradual improvement in activity over the next twelve months.'*

2.9 Report extracts:

- *'The May 2019 RICS UK Residential Market Survey results point to a slightly more stable picture coming through over the month. Indeed, new buyer enquiries held steady, while the negative trend in agreed sales, new instructions and prices diminished to a certain degree.'*
- *'At the national level, new buyer enquiries were virtually unchanged when compared to the April results. This marks the first report since July 2018 in which survey participants did not cite a decline in buyer demand. Even so, agreed sales continued to slip for a tenth successive month, with a net balance of -13% of contributors noting a fall.'*
- *'Looking ahead, sales expectations for the next three months are still consistent with a further decline in activity, posting a net balance of -14%. However, further out, respondents continue to envisage a modest improvement in sales volumes at the twelve month horizon.'*
- *'Meanwhile, new instructions to sell declined yet again during May, the eleventh consecutive month in which they have done so. Notwithstanding this, the net balance of -11% marks an improvement on -34% last month and is also the least negative since September last year. Less encouragingly though, the number of appraisals undertaken during the survey period remains down on an annual comparison throughout all parts of the UK.'*
- *'With regards to house prices, the survey's headline series registered a net balance of -10%, compared to -22% previously. As such, this is symptomatic of a deceleration in the pace of price declines at the national level over the past three months, having hit -27% in February (this indicator typically has a six month lead over actual measures of house price inflation).'*
- *'The regional breakdown shows the South East now exhibits the weakest sentiment on price movements.'*
- *'..virtually all parts of the UK are expected to see some uplift in prices over the year ahead.'*

Savills – UK Housing Market Update (June 2019)

2.10 The full report is available at: www.savills.co.uk/research_articles/229130/283195-0/uk-housing-market-update---june-2019.

2.11 Headline reads: *'Mortgage market shows sign of strength, in the face of subdued sentiment.'*

2.12 Report extracts:

- *'Average UK house prices fell by 0.2% in May, according to Nationwide, leaving annual growth at 0.8%. This is well below the levels of growth we saw this time last year, with annual growth to May 18 at 2.4%. Growth so far this year is in line with our annual house price forecast of +1.5% across 2019 as a whole.'*
- *'This slow growth is accompanied by relatively weak market sentiment. The RICS survey May still reported a majority of surveyors seeing falling numbers of both new enquiries and instructions, although the number of surveyors reporting more new enquires has been rising. Transactions have continued their downward trend, echoing the subdued market that surveyors are reporting.'*
- *'Last month saw reports of a notable rise in new mortgage approvals for April. This is backed by UK Finance data, which shows that April was unusually strong this year, with 8.6% more new mortgages than April last year. This represents a distinct jump in the seasonally adjusted numbers which had been largely flat for 18 months. It remains to be seen if this is a single strong month, or part of an ongoing trend.. ..Mortgages look set to remain affordable, staying at their low rates for longer than expected. Oxford Economics is no longer expecting a base rate rise in 2019.'*

3.0 Residential Market Review

- 3.1 Consistent with our assessment principles, DSP researches data from a range of readily available sources. As noted above, these are sources that could also be used by the Council for any future similar work, updating or monitoring.
- 3.2 In the following sections we will provide an outline of the data reviewed.
- 3.3 The residential market review was carried out in September 2018 followed by a subsequent update in February 2019 and comprised the desktop-based research and analysis of both sold and asking prices for new-build and resale property across the Borough. The data was collected via the Land Registry price paid dataset, from the latest available point, over the previous two years for new-build property and over the previous five months for resales.
- 3.4 The full dataset is categorised into settlements. Further summary analysis is presented by both settlement and Tunbridge Wells and Southborough ward areas.

Review of Land Registry New-Build Sold Prices Data (May 2016 to March 2018)

- 3.5 Table 1a below provides a Tunbridge Wells Borough based summary of Land Registry published sold prices data available at September 2018 – focussing solely on new-build housing. The floor areas have been sourced separately – from the Domestic Energy Performance Certificate (EPC) Register operated by Landmark on behalf of the Government and available to view via www.epcregister.com under the DCLG's remit. Property values have been updated in line with the UK HPI.

See Table 1a on the following page.

Table 1a – Land Registry Sold Prices Review – Tunbridge Wells BC New Builds (May 2016 to March 2018) – Sorted by Settlement

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Tunbridge Wells										
Apartment 8	Royal Springs, 11	London Road	TN1 1DE	19/05/17	£275,000	F	52	£5,288	£296,341	£5,699
Apartment 6	Royal Springs, 11	London Road	TN1 1DE	26/05/17	£275,000	F	52	£5,288	£296,341	£5,699
Apartment 7	Royal Springs 11	London Road	TN1 1DE	30/05/17	£275,000	F	50	£5,500	£296,341	£5,927
Apartment 2	Royal Springs, 11	London Road	TN1 1DE	30/05/17	£420,000	F	75	£5,600	£452,593	£6,035
Apartment 1	Royal Springs, 11	London Road	TN1 1DE	27/06/17	£347,500	F	68	£5,110	£369,331	£5,431
Apartment 9	Royal Springs, 11	London Road	TN1 1DE	17/11/17	£362,500	F	73	£4,966	£389,109	£5,330
Flat 11	Carter House, 7	Calverley Park Gardens	TN1 2JP	27/05/16	£265,000	F	51	£5,196	£297,188	£5,827
	15	Emerald Walk	TN2 3FA	05/05/16	£325,000	S	116	£2,802	£364,476	£3,142
	19	Emerald Walk	TN2 3FA	03/06/16	£325,000	S	116	£2,802	£358,934	£3,094
	1	Emerald Walk	TN2 3FA	29/07/16	£295,850	T	91	£3,251	£322,146	£3,540
	5	Emerald Walk	TN2 3FA	25/10/16	£330,000	T	122	£2,705	£351,540	£2,881
	33	Lakewood Drive	TN2 3FH	27/07/16	£315,000	T	111	£2,838	£342,998	£3,090
	37	Lakewood Drive	TN2 3FH	29/07/16	£315,000	T	111	£2,838	£342,998	£3,090
	35	Lakewood Drive	TN2 3FH	23/08/16	£315,000	T	111	£2,838	£343,497	£3,095
	43	Lakewood Drive	TN2 3FH	26/08/16	£315,000	T	111	£2,838	£343,497	£3,095
	45	Lakewood Drive	TN2 3FH	12/09/16	£320,000	T	111	£2,883	£341,921	£3,080
	31	Lakewood Drive	TN2 3FH	22/09/16	£320,000	T	111	£2,883	£341,921	£3,080
	41	Lakewood Drive	TN2 3FH	05/10/16	£315,000	T	111	£2,838	£335,561	£3,023
	39	Lakewood Drive	TN2 3FH	11/11/16	£315,000	T	111	£2,838	£337,274	£3,039
	5	Lakewood Drive	TN2 3FH	21/11/16	£205,000	F	75	£2,733	£219,496	£2,927

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	9	Golding Road	TN2 3FN	06/05/16	£545,000	S	135	£4,037	£611,198	£4,527
	11	Golding Road	TN2 3FN	12/05/16	£570,000	D	135	£4,222	£639,234	£4,735
	5	Golding Road	TN2 3FN	13/05/16	£560,000	S	135	£4,148	£628,020	£4,652
	19	Golding Road	TN2 3FN	01/07/16	£570,000	S	135	£4,222	£620,664	£4,598
	15	Golding Road	TN2 3FN	08/07/16	£585,000	D	135	£4,333	£636,997	£4,718
	17	Golding Road	TN2 3FN	15/07/16	£610,000	S	135	£4,519	£664,219	£4,920
	25	Golding Road	TN2 3FN	21/09/16	£625,000	D	135	£4,630	£667,815	£4,947
	21	Golding Road	TN2 3FN	30/09/16	£610,000	S	135	£4,519	£651,788	£4,828
	27	Golding Road	TN2 3FN	09/11/16	£635,000	D	135	£4,704	£679,902	£5,036
	35	Golding Road	TN2 3FN	11/11/16	£605,000	S	135	£4,481	£647,781	£4,798
	33	Golding Road	TN2 3FN	15/11/16	£605,000	S	135	£4,481	£647,781	£4,798
	23	Golding Road	TN2 3FN	02/12/16	£605,000	S	135	£4,481	£652,847	£4,836
	39	Golding Road	TN2 3FN	08/12/16	£470,000	D	98	£4,796	£507,170	£5,175
	7	Golding Road	TN2 3FN	20/02/17	£601,000	S	135	£4,452	£643,309	£4,765
	29	Golding Road	TN2 3FN	03/03/17	£599,000	S	135	£4,437	£649,606	£4,812
	37	Golding Road	TN2 3FN	09/03/17	£600,000	S	135	£4,444	£650,691	£4,820
	47	Golding Road	TN2 3FN	20/06/17	£365,000	S	76	£4,803	£387,931	£5,104
	41	Golding Road	TN2 3FN	23/06/17	£365,000	S	76	£4,803	£387,931	£5,104
	43	Golding Road	TN2 3FN	05/07/17	£365,000	S	76	£4,803	£383,946	£5,052
	45	Golding Road	TN2 3FN	28/07/17	£363,000	S	76	£4,776	£381,842	£5,024
	31	Golding Road	TN2 3FN	25/08/17	£590,000	S	135	£4,370	£616,778	£4,569
	49	Golding Road	TN2 3FN	08/12/17	£518,500	D	112	£4,629	£549,321	£4,905

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	2	Golding Road	TN2 3FP	26/05/16	£480,000	D	99	£4,848	£538,303	£5,437
	6	Golding Road	TN2 3FP	27/05/16	£455,000	S	101	£4,505	£510,266	£5,052
	4	Golding Road	TN2 3FP	09/06/16	£478,000	S	101	£4,733	£527,909	£5,227
	8	Golding Road	TN2 3FP	01/07/16	£460,000	S	101	£4,554	£500,886	£4,959
	10	Golding Road	TN2 3FP	08/07/16	£460,000	S	101	£4,554	£500,886	£4,959
	12	Golding Road	TN2 3FP	26/08/16	£495,000	S	101	£4,901	£539,780	£5,344
	16	Golding Road	TN2 3FP	30/09/16	£515,000	S	101	£5,099	£550,280	£5,448
	14	Golding Road	TN2 3FP	28/10/16	£505,000	S	101	£5,000	£537,962	£5,326
	28	Golding Road	TN2 3FP	18/11/16	£550,000	D	99	£5,556	£588,891	£5,948
	18	Golding Road	TN2 3FP	02/12/16	£505,000	S	101	£5,000	£544,938	£5,395
	24	Golding Road	TN2 3FP	13/04/17	£487,500	S	101	£4,827	£525,721	£5,205
	26	Golding Road	TN2 3FP	02/05/17	£490,000	S	101	£4,851	£528,026	£5,228
	22	Golding Road	TN2 3FP	06/06/17	£500,000	S	101	£4,950	£531,412	£5,262
	34	Golding Road	TN2 3FP	04/07/17	£361,000	S	76	£4,750	£379,739	£4,997
	36	Golding Road	TN2 3FP	14/07/17	£505,000	D	112	£4,509	£531,213	£4,743
	58	Golding Road	TN2 3FP	21/09/17	£355,000	T	76	£4,671	£371,654	£4,890
	64	Golding Road	TN2 3FP	01/11/17	£360,000	T	76	£4,737	£386,426	£5,085
	70	Golding Road	TN2 3FP	16/11/17	£355,000	T	76	£4,671	£381,059	£5,014
	66	Golding Road	TN2 3FP	17/11/17	£355,000	T	76	£4,671	£381,059	£5,014
	68	Golding Road	TN2 3FP	21/11/17	£355,000	T	76	£4,671	£381,059	£5,014
	32	Golding Road	TN2 3FP	23/11/17	£367,000	S	76	£4,829	£393,939	£5,183
	72	Golding Road	TN2 3FP	28/11/17	£355,000	S	76	£4,671	£381,059	£5,014

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	20	Golding Road	TN2 3FP	01/12/17	£525,000	S	104	£5,048	£556,207	£5,348
	3	High Tree Lane	TN2 3FR	09/09/16	£350,000	T	71	£4,930	£373,977	£5,267
	2	High Tree Lane	TN2 3FR	16/09/16	£470,000	D	98	£4,796	£502,197	£5,124
	4	High Tree Lane	TN2 3FR	16/09/16	£445,000	D	98	£4,541	£475,484	£4,852
	17	High Tree Lane	TN2 3FR	30/09/16	£353,000	S	71	£4,972	£377,182	£5,312
	19	High Tree Lane	TN2 3FR	05/10/16	£353,000	S	71	£4,972	£376,041	£5,296
	7	High Tree Lane	TN2 3FR	14/10/16	£465,000	D	98	£4,745	£495,351	£5,055
	21	High Tree Lane	TN2 3FR	24/10/16	£355,000	S	71	£5,000	£378,172	£5,326
	6	High Tree Lane	TN2 3FR	24/11/16	£505,000	D	106	£4,764	£540,709	£5,101
	1	High Tree Lane	TN2 3FR	02/12/16	£340,000	T	71	£4,789	£366,889	£5,167
	15	High Tree Lane	TN2 3FR	05/12/16	£360,000	S	71	£5,070	£388,471	£5,471
	11	High Tree Lane	TN2 3FR	09/12/16	£355,000	S	71	£5,000	£383,075	£5,395
	5	High Tree Lane	TN2 3FR	21/12/16	£259,250	T	71	£3,651	£279,753	£3,940
	9	High Tree Lane	TN2 3FR	21/12/16	£259,250	S	71	£3,651	£279,753	£3,940
	8	High Tree Lane	TN2 3FR	29/06/17	£520,000	D	112	£4,643	£552,668	£4,935
	10	High Tree Lane	TN2 3FR	29/06/17	£500,000	D	101	£4,950	£531,412	£5,262
	41	High Tree Lane	TN2 3FR	05/07/17	£355,000	T	76	£4,671	£373,427	£4,914
	39	High Tree Lane	TN2 3FR	24/07/17	£357,500	S	76	£4,704	£376,057	£4,948
	14	High Tree Lane	TN2 3FR	11/08/17	£501,000	D	101	£4,960	£523,738	£5,186
	12	High Tree Lane	TN2 3FR	17/08/17	£501,000	D	101	£4,960	£523,738	£5,186
	53	High Tree Lane	TN2 3FR	18/08/17	£356,000	S	76	£4,684	£372,157	£4,897
	51	High Tree Lane	TN2 3FR	25/08/17	£357,500	T	76	£4,704	£373,726	£4,917

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	49	High Tree Lane	TN2 3FR	31/08/17	£341,000	T	76	£4,487	£356,477	£4,690
	16	High Tree Lane	TN2 3FR	07/09/17	£500,000	D	101	£4,950	£523,456	£5,183
	37	High Tree Lane	TN2 3FR	06/10/17	£355,000	S	76	£4,671	£375,670	£4,943
	55	High Tree Lane	TN2 3FR	15/12/17	£354,000	S	76	£4,658	£375,043	£4,935
	6	Hedgerow Lane	TN2 3FS	08/06/16	£300,000	S	71	£4,225	£331,324	£4,667
	8	Hedgerow Lane	TN2 3FS	13/06/16	£300,000	S	71	£4,225	£331,324	£4,667
	1	Hedgerow Lane	TN2 3FS	14/06/16	£430,000	D	98	£4,388	£474,897	£4,846
	3	Hedgerow Lane	TN2 3FS	14/06/16	£435,000	D	98	£4,439	£480,419	£4,902
	4	Hedgerow Lane	TN2 3FS	14/06/16	£300,000	S	71	£4,225	£331,324	£4,667
	2	Hedgerow Lane	TN2 3FS	17/06/16	£300,000	S	71	£4,225	£331,324	£4,667
	14	Hedgerow Lane	TN2 3FS	21/06/16	£295,000	S	71	£4,155	£325,801	£4,589
	12	Hedgerow Lane	TN2 3FS	28/06/16	£295,000	S	71	£4,155	£325,801	£4,589
	16	Hedgerow Lane	TN2 3FS	29/06/16	£295,000	S	71	£4,155	£325,801	£4,589
	18	Hedgerow Lane	TN2 3FS	29/06/16	£295,000	S	71	£4,155	£325,801	£4,589
	5	Hedgerow Lane	TN2 3FS	30/06/16	£450,000	D	99	£4,545	£496,985	£5,020
	10	Hedgerow Lane	TN2 3FS	01/07/16	£425,000	D	98	£4,337	£462,776	£4,722
	7	Hedgerow Lane	TN2 3FS	20/09/17	£531,000	D	112	£4,741	£555,911	£4,963
	20	Hedgerow Lane	TN2 3FS	27/09/17	£366,000	S	76	£4,816	£383,170	£5,042
	22	Hedgerow Lane	TN2 3FS	29/09/17	£366,000	S	76	£4,816	£383,170	£5,042
	26	Hedgerow Lane	TN2 3FS	29/09/17	£366,000	S	76	£4,816	£383,170	£5,042
	30	Hedgerow Lane	TN2 3FS	10/10/17	£366,000	S	76	£4,816	£387,310	£5,096
	32	Hedgerow Lane	TN2 3FS	12/10/17	£366,000	S	76	£4,816	£387,310	£5,096

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	24	Hedgerow Lane	TN2 3FS	13/10/17	£366,000	S	76	£4,816	£387,310	£5,096
	34	Hedgerow Lane	TN2 3FS	25/10/17	£360,000	T	76	£4,737	£380,961	£5,013
	38	Hedgerow Lane	TN2 3FS	03/11/17	£360,000	T	76	£4,737	£386,426	£5,085
	11	Hedgerow Lane	TN2 3FS	29/11/17	£480,000	D	101	£4,752	£515,234	£5,101
	9	Hedgerow Lane	TN2 3FS	04/12/17	£480,000	D	101	£4,752	£508,532	£5,035
	36	Hedgerow Lane	TN2 3FS	03/01/18	£354,000	T	76	£4,658	£376,425	£4,953
Apartment 4	Cedar House	The Avenue	TN2 3FY	29/09/17	£133,000	F	46	£2,891	£139,239	£3,027
2	Fairfax Cottage	Pembury Road	TN2 3QS	14/11/17	£141,250	F	46	£3,071	£151,618	£3,296
3	Fairfax Cottage	Pembury Road	TN2 3QS	14/11/17	£141,250	F	46	£3,071	£151,618	£3,296
4	Fairfax Cottage	Pembury Road	TN2 3QS	14/11/17	£141,250	F	51	£2,770	£151,618	£2,973
Flat 4	Fairfax Mews	Pembury Road	TN2 3QS	12/01/18	£285,000	F	47	£6,064	£303,054	£6,448
Apartment 4	Fairfax Lodge	Pembury Road	TN2 3QS	19/01/18	£592,500	F	105	£5,643	£630,034	£6,000
Flat 1	Fairfax Mews	Pembury Road	TN2 3QS	19/01/18	£295,000	F	59	£5,000	£313,688	£5,317
Apartment 6	Fairfax Lodge	Pembury Road	TN2 3QS	08/02/18	£235,000	F	62	£3,790	£244,499	£3,944
Apartment 3	Fairfax Lodge	Pembury Road	TN2 3QS	09/02/18	£315,000	F	67	£4,701	£327,733	£4,892
Flat 5	Fairfax Mews	Pembury Road	TN2 3QS	12/02/18	£295,000	F	61	£4,836	£306,925	£5,032
Apartment 8	Fairfax Lodge	Pembury Road	TN2 3QS	16/02/18	£435,000	F	84	£5,179	£452,584	£5,388
Flat 3	Fairfax Mews	Pembury Road	TN2 3QS	16/03/18	£265,000	F	61	£4,344	£274,893	£4,506
	37	Dukes Drive	TN2 5FA	18/05/16	£785,000	D	219	£3,584	£880,349	£4,020
	32	Dukes Drive	TN2 5FA	31/05/16	£930,000	D	284	£3,275	£1,042,961	£3,672
	18	Dukes Drive	TN2 5FA	24/06/16	£420,000	S	102	£4,118	£463,853	£4,548
	31	Dukes Drive	TN2 5FA	28/06/16	£899,995	D	253	£3,557	£993,965	£3,929

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	43	Dukes Drive	TN2 5FA	29/06/16	£975,500	D	263	£3,709	£1,077,354	£4,096
	16	Dukes Drive	TN2 5FA	30/06/16	£695,000	D	166	£4,187	£767,566	£4,624
	17	Dukes Drive	TN2 5FA	30/06/16	£420,000	S	102	£4,118	£463,853	£4,548
	44	Dukes Drive	TN2 5FA	30/06/16	£515,000	S	109	£4,725	£568,772	£5,218
	15	Dukes Drive	TN2 5FA	16/09/16	£1,125,000	D	284	£3,961	£1,202,068	£4,233
	13	Dukes Drive	TN2 5FA	24/10/16	£999,995	D	284	£3,521	£1,065,267	£3,751
	10	Dukes Drive	TN2 5FA	28/10/16	£974,000	D	284	£3,430	£1,037,575	£3,653
	11	Dukes Drive	TN2 5FA	28/10/16	£699,950	D	166	£4,217	£745,637	£4,492
	14	Dukes Drive	TN2 5FA	28/10/16	£999,995	D	166	£6,024	£1,065,267	£6,417
	12	Dukes Drive	TN2 5FA	14/11/16	£945,000	D	284	£3,327	£1,011,822	£3,563
	1b	Sheffield Road	TN4 0PD	13/06/16	£475,000	S	109	£4,358	£524,596	£4,813
	20	Sheffield Road	TN4 0PD	17/03/17	£477,500	S	116	£4,116	£517,841	£4,464
1	Jacoby Court	King Edward Gardens	TN4 8FD	22/03/17	£965,000	F	180	£5,361	£1,046,527	£5,814
7	Jacoby Court	King Edward Gardens	TN4 8FD	22/03/17	£900,000	F	157	£5,732	£976,036	£6,217
3	Jacoby Court	King Edward Gardens	TN4 8FD	23/03/17	£470,000	F	78	£6,026	£509,708	£6,535
4	Jacoby Court	King Edward Gardens	TN4 8FD	23/03/17	£985,000	F	180	£5,472	£1,068,217	£5,935
11	Jacoby Court	King Edward Gardens	TN4 8FD	24/03/17	£941,000	F	142	£6,627	£1,020,500	£7,187
8	Jacoby Court	King Edward Gardens	TN4 8FD	30/03/17	£600,000	F	98	£6,122	£650,691	£6,640
9	Jacoby Court	King Edward Gardens	TN4 8FD	30/03/17	£465,000	F	78	£5,962	£504,285	£6,465
5	Jacoby Court	King Edward Gardens	TN4 8FD	07/04/17	£568,000	F	98	£5,796	£612,533	£6,250
14	Jacoby Court	King Edward Gardens	TN4 8FD	24/04/17	£550,000	F	107	£5,140	£593,121	£5,543
2	Jacoby Court	King Edward Gardens	TN4 8FD	28/04/17	£565,000	F	98	£5,765	£609,297	£6,217

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
10	Jacoby Court	King Edward Gardens	TN4 8FD	08/05/17	£1,200,000	F	242	£4,959	£1,293,124	£5,343
6	Jacoby Court	King Edward Gardens	TN4 8FD	08/05/17	£465,000	F	78	£5,962	£501,086	£6,424
12	Jacoby Court	King Edward Gardens	TN4 8FD	22/05/17	£1,351,000	F	239	£5,653	£1,455,842	£6,091
	13	Henrietta Place	TN4 8FH	20/04/17	£465,000	F	80	£5,813	£501,457	£6,268
	8	Henrietta Place	TN4 8FH	21/04/17	£570,000	F	98	£5,816	£614,689	£6,272
	1	Henrietta Place	TN4 8FH	24/04/17	£484,000	F	78	£6,205	£521,947	£6,692
	4	Henrietta Place	TN4 8FH	24/04/17	£474,000	F	78	£6,077	£511,163	£6,553
	12	Henrietta Place	TN4 8FH	24/04/17	£475,000	F	76	£6,250	£512,241	£6,740
	11	Henrietta Place	TN4 8FH	26/04/17	£470,000	F	80	£5,875	£506,849	£6,336
	14	Henrietta Place	TN4 8FH	26/04/17	£465,000	F	76	£6,118	£501,457	£6,598
	7	Henrietta Place	TN4 8FH	27/04/17	£480,000	F	78	£6,154	£517,633	£6,636
	2	Henrietta Place	TN4 8FH	28/04/17	£565,000	F	98	£5,765	£609,297	£6,217
	6	Henrietta Place	TN4 8FH	28/04/17	£480,000	F	87	£5,517	£517,633	£5,950
	16	Henrietta Place	TN4 8FH	04/05/17	£445,000	F	76	£5,855	£479,534	£6,310
	3	Henrietta Place	TN4 8FH	16/05/17	£490,000	F	87	£5,632	£528,026	£6,069
	15	Henrietta Place	TN4 8FH	07/06/17	£464,000	F	76	£6,105	£493,150	£6,489
	10	Henrietta Place	TN4 8FH	22/06/17	£1,200,120	F	242	£4,959	£1,275,516	£5,271
	14	Huntingdon Avenue	TN4 9EQ	26/05/16	£999,950	T	233	£4,292	£1,121,408	£4,813
	22	Huntingdon Avenue	TN4 9EQ	27/06/16	£690,000	T	123	£5,610	£762,044	£6,195
	12	Huntingdon Avenue	TN4 9EQ	04/07/16	£999,950	T	233	£4,292	£1,088,829	£4,673
	18	Huntingdon Avenue	TN4 9EQ	31/10/16	£674,950	T	136	£4,963	£719,005	£5,287
	16	Huntingdon Avenue	TN4 9EQ	07/11/16	£880,000	T	182	£4,835	£942,226	£5,177

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	19	Huntingdon Avenue	TN4 9EQ	15/11/16	£694,950	T	136	£5,110	£744,091	£5,471
	17	Huntingdon Avenue	TN4 9EQ	26/04/17	£689,950	T	136	£5,073	£744,044	£5,471
	16	Kings Avenue	TN4 9FH	12/04/17	£1,550,000	D	276	£5,616	£1,671,524	£6,056
	9	Kings Avenue	TN4 9FH	26/04/17	£1,230,000	S	216	£5,694	£1,326,435	£6,141
	10	Kings Avenue	TN4 9FH	27/04/17	£1,210,000	D	216	£5,602	£1,304,867	£6,041
	14	Kings Avenue	TN4 9FH	27/04/17	£1,540,000	D	276	£5,580	£1,660,740	£6,017
	17	Kings Avenue	TN4 9FH	03/05/17	£1,600,000	D	292	£5,479	£1,724,166	£5,905
	12	Kings Avenue	TN4 9FH	04/05/17	£1,525,000	D	276	£5,525	£1,643,345	£5,954
	1	Kings Avenue	TN4 9FH	05/05/17	£1,125,000	T	232	£4,849	£1,212,304	£5,225
	15	Kings Avenue	TN4 9FH	18/05/17	£1,565,000	D	276	£5,670	£1,686,449	£6,110
	11	Kings Avenue	TN4 9FH	19/05/17	£1,550,000	D	292	£5,308	£1,670,285	£5,720
	5	Kings Avenue	TN4 9FH	30/05/17	£1,075,000	S	216	£4,977	£1,158,424	£5,363
	7	Kings Avenue	TN4 9FH	30/05/17	£1,110,000	S	216	£5,139	£1,196,140	£5,538
	4	Kings Avenue	TN4 9FH	31/05/17	£1,125,000	T	216	£5,208	£1,212,304	£5,613
	6	Kings Avenue	TN4 9FH	13/06/17	£1,125,000	T	216	£5,208	£1,195,677	£5,536
	8	Kings Avenue	TN4 9FH	16/06/17	£1,137,000	T	216	£5,264	£1,208,430	£5,595
	3	Kings Avenue	TN4 9FH	17/07/17	£1,105,000	T	216	£5,116	£1,162,358	£5,381
	15a	Silverdale Road	TN4 9JA	27/07/16	£280,000	D	51	£5,490	£304,887	£5,978
Average:					£551,351		118	£4,690	£593,958	£5,052
Horsmonden										
2	Orchard Heights	Furnace Lane	TN12 8LX	19/06/17	£460,000	T	108	£4,259	£488,899	£4,527
Average:					£460,000		108	£4,259	£488,899	£4,527

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Sissinghurst										
	4	Church Mews	TN17 2BQ	21/06/16	£519,995	T	113	£4,602	£574,289	£5,082
	9	Church Mews	TN17 2BQ	22/06/16	£549,995	T	113	£4,867	£607,421	£5,375
	6	Church Mews	TN17 2BQ	15/09/16	£560,000	T	128	£4,375	£598,362	£4,675
	8	Church Mews	TN17 2BQ	08/06/17	£435,000	T	112	£3,884	£462,328	£4,128
	5	Church Mews	TN17 2BQ	29/06/17	£449,995	T	112	£4,018	£478,265	£4,270
	2	Church Mews	TN17 2BQ	24/11/17	£417,500	T	133	£3,139	£448,146	£3,370
	7	Church Mews	TN17 2BQ	28/02/18	£430,000	T	112	£3,839	£447,382	£3,994
Average:					£480,355		118	£4,086	£516,599	£4,394

- 3.6 Tables 1b and 1c below provide an overall analysis of the above Land Registry new- build data showing adjusted average values per m² (sorted by the highest to lowest) by settlement and Tunbridge Wells and Southborough ward areas respectively. A key point of this analysis is to consider all available information in an appropriate way for the study purpose, which in this case requires a high level overview of general values ‘patterns’ rather than a site specific ‘focused’ approach.

Table 1b – Land Registry Sold Prices Review Analysis – Tunbridge Wells BC New Builds - Updated Average Price per m² by Settlement (May 2016 to March 2018)

Settlements	Sample Size	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Tunbridge Wells	192	£593,958	£5,052
Horsmonden	1	£488,899	£4,527
Sissinghurst	7	£516,599	£4,394

Table 1c – Land Registry Sold Prices Review Analysis – Tunbridge Wells BC New Builds - Updated Average Price per m² by Tunbridge Wells and Southborough Wards (May 2016 to March 2018)

Tunbridge Wells & Southborough Wards	Sample Size	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
St John’s	1	£304,887	£5,978
Culverden	49	£940,544	£5,825
Broadwater	6	£350,009	£5,676
Park	12	£300,454	£4,872
Sherwood	108	£449,204	£4,707
Southborough North	2	£521,218	£4,633
Pantiles and St Mark’s	14	£884,736	£4,176

Review of Land Registry New-Build Sold Prices Data (April 2018 to November 2018)

- 3.7 As we progressed to the later project phase in February 2019, we also reviewed the more recent Land Registry new-build sold prices available at that point (April 2018 to November 2018). As above, the floor areas have been sourced separately – from the Domestic Energy Performance Certificate (EPC) Register operated by Landmark on

behalf of the Government and available to view via <https://www.epcregister.com/> under the DCLG's remit. The results are sorted by settlement in table 1d below.

See Table 1d on the following page.

Table 1d – Land Registry Sold Prices Review – Tunbridge Wells BC New Builds (April 2018 to November 2018) – Sorted by Settlement

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Tunbridge Wells										
3	Castle House, 27	London Road	TN1 1AB	13/04/18	£575,000	F	89	£6,461	£586,903	£6,594
7	Castle House, 27	London Road	TN1 1AB	13/04/18	£550,000	F	84	£6,548	£561,385	£6,683
6	Castle House, 27	London Road	TN1 1AB	15/08/18	£555,000	F	89	£6,236	£558,497	£6,275
9	Castle House, 27	London Road	TN1 1AB	12/10/18	£580,000	F	92	£6,304	£576,578	£6,267
Apartment 5	Royal Springs, 11	London Road	TN1 1DE	22/06/18	£765,000	F	155	£4,935	£772,421	£4,983
	52	Golding Road	TN2 3FP	06/04/18	£369,000	T	76	£4,855	£376,638	£4,956
	60	Golding Road	TN2 3FP	25/04/18	£515,000	D	112	£4,598	£525,661	£4,693
	56	Golding Road	TN2 3FP	08/05/18	£369,000	T	76	£4,855	£367,044	£4,830
	62	Golding Road	TN2 3FP	16/05/18	£532,000	D	112	£4,750	£529,180	£4,725
	54	Golding Road	TN2 3FP	26/06/18	£364,500	T	76	£4,796	£368,036	£4,843
	3	Herald Gardens	TN2 3FQ	27/04/18	£490,000	S	101	£4,851	£500,143	£4,952
	7	Herald Gardens	TN2 3FQ	30/05/18	£476,000	S	101	£4,713	£473,477	£4,688
	5	Herald Gardens	TN2 3FQ	18/06/18	£475,000	S	101	£4,703	£479,608	£4,749
	9	Herald Gardens	TN2 3FQ	20/07/18	£440,000	S	101	£4,356	£440,044	£4,357
	15	Herald Gardens	TN2 3FQ	25/10/18	£485,000	S	95	£5,105	£482,139	£5,075
	6	Herald Gardens	TN2 3FQ	01/11/18	£357,900	T	71	£5,041	£355,824	£5,012
	19	Herald Gardens	TN2 3FQ	05/11/18	£485,000	S	95	£5,105	£482,187	£5,076
	8	Herald Gardens	TN2 3FQ	09/11/18	£361,000	T	71	£5,085	£358,906	£5,055
	21	Herald Gardens	TN2 3FQ	23/11/18	£485,000	S	95	£5,105	£482,187	£5,076

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	43	High Tree Lane	TN2 3FR	26/06/18	£349,000	T	76	£4,592	£352,385	£4,637
	17	Hedgerow Lane	TN2 3FS	30/04/18	£480,000	D	101	£4,752	£489,936	£4,851
	1	The Green	TN2 3FT	12/04/18	£725,000	T	165	£4,394	£740,008	£4,485
	11	The Green	TN2 3FT	23/10/18	£320,000	F	68	£4,706	£318,112	£4,678
	10	The Green	TN2 3FT	24/10/18	£375,000	T	71	£5,282	£372,788	£5,251
	8	The Green	TN2 3FT	26/10/18	£358,000	T	71	£5,042	£355,888	£5,013
	9	The Green	TN2 3FT	30/11/18	£356,000	T	71	£5,014	£353,935	£4,985
	13	Warren Walk	TN2 3XR	16/11/18	£350,000	S	97	£3,608	£347,970	£3,587
	4	Warren Walk	TN2 3XR	28/11/18	£340,000	T	97	£3,505	£338,028	£3,485
	5	Warren Walk	TN2 3XR	28/11/18	£340,000	T	97	£3,505	£338,028	£3,485
	17	Warren Walk	TN2 3XR	28/11/18	£350,000	S	97	£3,608	£347,970	£3,587
	18	Warren Walk	TN2 3XR	28/11/18	£350,000	S	97	£3,608	£347,970	£3,587
	15	Warren Walk	TN2 3XR	29/11/18	£355,000	S	97	£3,660	£352,941	£3,639
	1	King Charles Square	TN4 8FA	17/10/18	£935,000	T	156	£5,994	£929,484	£5,958
	7	King Charles Square	TN4 8FA	26/10/18	£915,000	T	156	£5,865	£909,602	£5,831
	11	King Charles Square	TN4 8FA	14/11/18	£940,000	T	159	£5,912	£934,548	£5,878
	17	Twining Close	TN4 8FJ	03/04/18	£715,000	T	119	£6,008	£729,801	£6,133
Apartment 1	7	Twining Close	TN4 8FJ	23/04/18	£600,000	F	99	£6,061	£612,420	£6,186
Apartment 3	7	Twining Close	TN4 8FJ	23/04/18	£595,000	F	82	£7,256	£607,317	£7,406
Apartment 2	7	Twining Close	TN4 8FJ	26/04/18	£513,500	F	89	£5,770	£524,129	£5,889
Apartment 5	7	Twining Close	TN4 8FJ	03/05/18	£495,000	F	82	£6,037	£492,377	£6,005

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	10	Twining Close	TN4 8FJ	18/05/18	£832,000	T	136	£6,118	£827,590	£6,085
	18	Twining Close	TN4 8FJ	28/06/18	£680,000	T	119	£5,714	£686,596	£5,770
	19	Twining Close	TN4 8FJ	27/07/18	£750,000	T	139	£5,396	£750,075	£5,396
	25	Twining Close	TN4 8FJ	24/09/18	£970,000	T	179	£5,419	£974,850	£5,446
	24	Twining Close	TN4 8FJ	25/09/18	£931,000	T	179	£5,201	£935,655	£5,227
	32	Twining Close	TN4 8FJ	25/09/18	£1,100,000	T	196	£5,612	£1,105,500	£5,640
	30	Twining Close	TN4 8FJ	04/10/18	£929,250	T	179	£5,191	£923,767	£5,161
	26	Twining Close	TN4 8FJ	08/10/18	£951,000	T	179	£5,313	£945,389	£5,282
	29	Twining Close	TN4 8FJ	09/10/18	£940,000	T	179	£5,251	£934,454	£5,220
	23	Twining Close	TN4 8FJ	10/10/18	£940,000	T	179	£5,251	£934,454	£5,220
	16	Twining Close	TN4 8FJ	25/10/18	£695,000	T	137	£5,073	£690,900	£5,043
	22	Twining Close	TN4 8FJ	26/10/18	£990,000	T	196	£5,051	£984,159	£5,021
	27	Twining Close	TN4 8FJ	02/11/18	£990,000	T	196	£5,051	£984,258	£5,022
	15	Twining Close	TN4 8FJ	14/11/18	£715,000	T	137	£5,219	£710,853	£5,189
	8	Twining Close	TN4 8FJ	23/11/18	£700,000	T	136	£5,147	£695,940	£5,117
	24	Huntingdon Avenue	TN4 9EQ	14/09/18	£975,000	T	187	£5,214	£979,875	£5,240
	2	Kings Avenue	TN4 9FH	15/05/18	£1,100,000	T	232	£4,741	£1,094,170	£4,716
Average:					£617,090		120	£5,154	£618,087	£5,163
Goudhurst										
	5	Market Place Close	TN17 1BF	27/09/18	£1,050,000	D	205	£5,122	£1,055,250	£5,148
	3	Market Place Close	TN17 1BF	01/10/18	£510,000	S	102	£5,000	£506,991	£4,971

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Average:					£780,000		154	£5,081	£781,121	£5,089
Hawkhurst										
	57	Herschel Place	TN18 4FA	16/05/18	£340,000	S	80	£4,250	£338,198	£4,227
	58	Herschel Place	TN18 4FA	21/05/18	£600,000	D	146	£4,110	£596,820	£4,088
	55	Herschel Place	TN18 4FA	31/05/18	£340,000	D	80	£4,250	£338,198	£4,227
	49	Herschel Place	TN18 4FA	04/06/18	£600,000	D	146	£4,110	£605,820	£4,149
	45	Herschel Place	TN18 4FA	28/06/18	£465,000	S	122	£3,811	£469,511	£3,848
	44	Herschel Place	TN18 4FA	28/06/18	£485,000	D	107	£4,533	£489,705	£4,577
	47	Herschel Place	TN18 4FA	29/06/18	£490,000	D	107	£4,579	£494,753	£4,624
	61	Herschel Place	TN18 4FA	18/07/18	£750,000	D	187	£4,011	£750,075	£4,011
	41	Herschel Place	TN18 4FA	31/07/18	£475,000	D	122	£3,893	£475,048	£3,894
	42	Herschel Place	TN18 4FA	31/07/18	£610,000	D	149	£4,094	£610,061	£4,094
	48	Herschel Place	TN18 4FA	06/08/18	£700,000	D	187	£3,743	£704,410	£3,767
	40	Herschel Place	TN18 4FA	14/09/18	£475,000	D	122	£3,893	£477,375	£3,913
	39	Herschel Place	TN18 4FA	24/09/18	£480,000	D	122	£3,934	£482,400	£3,954
	14	Herschel Place	TN18 4FA	28/09/18	£490,000	D	107	£4,579	£492,450	£4,602
	26	Herschel Place	TN18 4FA	28/09/18	£490,000	D	107	£4,579	£492,450	£4,602
	43	Herschel Place	TN18 4FA	31/10/18	£590,000	D	132	£4,470	£586,519	£4,443
	56	Herschel Place	TN18 4FA	15/11/18	£350,000	S	80	£4,375	£347,970	£4,350
	15	Herschel Place	TN18 4FA	30/11/18	£585,000	D	132	£4,432	£581,607	£4,406
1	Lillesden House	Hastings Road	TN18 4QG	24/08/18	£950,000	F	297	£3,199	£955,985	£3,219

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
5	Lillesden House	Hastings Road	TN18 4QG	31/08/18	£532,000	F	146	£3,644	£535,352	£3,667
10	Lillesden House	Hastings Road	TN18 4QG	28/11/18	£565,000	F	155	£3,645	£561,723	£3,624
	16	Birchfield Grove	TN18 5AF	30/11/18	£525,000	D	121	£4,339	£521,955	£4,314
Average:					£540,318		134	£4,024	£541,290	£4,031
Sissinghurst										
	3	Church Mews	TN17 2BQ	26/04/18	£337,500	T	91	£3,709	£344,486	£3,786
	39	Bramling Gardens	TN17 2DY	27/09/18	£750,000	D	171	£4,386	£753,750	£4,408
	5	Bramling Gardens	TN17 2DY	28/09/18	£535,000	D	116	£4,612	£537,675	£4,635
	6	Bramling Gardens	TN17 2DY	30/11/18	£630,000	D	148	£4,257	£626,346	£4,232
Average:					£563,125		132	£4,282	£565,564	£4,301

- 3.8 Tables 1e and 1f below provide an overall analysis of the above Land Registry new-build data for the period April to November 2018 showing adjusted average values per m² (sorted by the highest to lowest) by settlement and Tunbridge Wells ward areas respectively.

*Table 1e – Land Registry Sold Prices Review Analysis – Tunbridge Wells BC New Builds
- Updated Average Price per m² by Settlement (April to November 2018)*

Settlements	Sample Size	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Tunbridge Wells	57	£618,087	£5,163
Goudhurst	2	£781,121	£5,089
Sissinghurst	4	£565,564	£4,301
Hawkhurst	22	£541,290	£4,031

*Table 1f – Land Registry Sold Prices Review Analysis – Tunbridge Wells BC New Builds
- Updated Average Price per m² by Tunbridge Wells Wards (April to November 2018)*

Tunbridge Wells Wards	Sample Size	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Pantiles and St Mark's	4	£570,841	£6,450
Culverden	25	£835,926	£5,461
Broadwater	1	£772,421	£4,983
Sherwood	27	£417,668	£4,533

- 3.9 The updated research carried out in February 2019 (presented in Tables 1d to 1f above) show average results, particularly for the settlements and wards with larger numbers of properties, broadly in line with the original research carried out in September 2018.

Review of Land Registry Resale Sold Prices Data (December 2017 to April 2018)

- 3.10 Table 2a below provides a Tunbridge Wells Borough based summary of Land Registry published sold prices data – focussing solely on resale housing over a five month period. As above, the floor areas have been sourced separately – from the Domestic Energy Performance Certificate (EPC) Register operated by Landmark on behalf of the Government and available to view via www.epcregister.com under the DCLG’s remit. Property values have been updated in line with the UK HPI. Only properties in settlements as defined by TWBC’s Core Strategy Settlement Hierarchy have been included.

See Table 2a on the following page.

Table 2a – Land Registry Sold Prices Review – Tunbridge Wells BC Resales (December 2017 to April 2018) – Sorted by Settlement

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Tunbridge Wells										
4	Kentish Mansions	London Road	TN1 1DD	18/12/17	£385,000	F	97	£3,969	£407,885	£4,205
Apartment 2	Regency House, 77	London Road	TN1 1DY	02/02/18	£580,000	F	104	£5,577	£603,445	£5,802
	14	Rock Villa Road	TN1 1HA	03/01/18	£340,000	T	69	£4,928	£361,538	£5,240
11	Norfolk Heights	Church Road	TN1 1JB	05/04/18	£560,000	F	141	£3,972	£560,000	£3,972
Flat D	56	York Road	TN1 1JY	18/01/18	£320,000	F	98	£3,265	£340,271	£3,472
	3A	Dudley Road	TN1 1LE	21/02/18	£180,000	F	43	£4,186	£187,276	£4,355
Garden Flat	36	Dudley Road	TN1 1LF	20/12/17	£240,000	F	48	£5,000	£254,266	£5,297
Flat 2	48	Dudley Road	TN1 1LF	05/02/18	£165,000	F	43	£3,837	£171,670	£3,992
Flat 3	45	Lime Hill Road	TN1 1LJ	13/02/18	£200,000	F	38	£5,263	£208,085	£5,476
	15	Poona Road	TN1 1SU	12/01/18	£505,000	D	76	£6,645	£536,991	£7,066
	9	Claremont Road	TN1 1SY	12/12/17	£795,000	S	133	£5,977	£842,257	£6,333
	11	Norfolk Road	TN1 1TD	12/01/18	£616,000	T	113	£5,451	£655,022	£5,797
	9	Clifton Place	TN1 1TL	21/03/18	£400,000	S	94	£4,255	£414,933	£4,414
	63	Mount Sion	TN1 1TN	23/02/18	£775,000	T	153	£5,065	£806,328	£5,270
	11	Buckingham Road	TN1 1TQ	19/01/18	£622,500	T	106	£5,873	£661,934	£6,245
	Eden End	Eden Road	TN1 1TS	19/12/17	£730,000	D	68	£10,735	£773,393	£11,373
Flat 5	9	Mount Sion	TN1 1TZ	04/01/18	£225,000	F	49	£4,592	£239,253	£4,883
	9	Little Mount Sion	TN1 1YS	13/03/18	£410,000	T	61	£6,721	£425,307	£6,972

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	5	Belgrove	TN1 1YW	09/02/18	£875,000	T	162	£5,401	£910,370	£5,620
Flat 4	9	Belgrove	TN1 1YW	15/02/18	£180,000	F	42	£4,286	£187,276	£4,459
	28	Goods Station Road	TN1 2DB	28/03/18	£274,250	T	56	£4,897	£284,489	£5,080
	141	Upper Grosvenor Road	TN1 2EB	20/12/17	£890,000	S	223	£3,991	£942,904	£4,228
	211	Upper Grosvenor Road	TN1 2EG	14/02/18	£635,000	S	147	£4,320	£660,669	£4,494
	212	Upper Grosvenor Road	TN1 2EH	04/04/18	£695,000	S	177	£3,927	£695,000	£3,927
First Floor	36	Upper Grosvenor Road	TN1 2EP	29/01/18	£210,000	F	72	£2,917	£223,303	£3,101
Ground Floor Flat	162	Upper Grosvenor Road	TN1 2EQ	12/03/18	£215,000	F	56	£3,839	£223,027	£3,983
	56	Upper Grosvenor Road	TN1 2ET	03/04/18	£855,000	S	263	£3,251	£855,000	£3,251
Upper Ground Floor Flat	138A	Upper Grosvenor Road	TN1 2EX	16/01/18	£155,000	F	45	£3,444	£164,819	£3,663
	42	Quarry Road	TN1 2EZ	05/01/18	£240,000	T	54	£4,444	£255,204	£4,726
	30	Quarry Road	TN1 2EZ	15/03/18	£268,500	T	56	£4,795	£278,524	£4,974
30	Lake Court	Medway Drive	TN1 2FH	12/01/18	£227,000	F	61	£3,721	£241,380	£3,957
31	Lake Court	Medway Drive	TN1 2FH	02/02/18	£232,000	F	61	£3,803	£241,378	£3,957

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Apartment 24	Jackwood Court	Jackwood Way	TN1 2GE	01/12/17	£220,000	F	55	£4,000	£233,077	£4,238
Apartment 27	Jackwood Court	Jackwood Way	TN1 2GE	13/02/18	£237,500	F	55	£4,318	£247,100	£4,493
	154	St James Road	TN1 2HE	16/03/18	£290,000	T	91	£3,187	£300,827	£3,306
	82B	St James Road	TN1 2HN	23/03/18	£118,000	F	20	£5,900	£122,405	£6,120
	23	Auckland Road	TN1 2HP	15/12/17	£276,500	T	81	£3,414	£292,936	£3,616
	49	Auckland Road	TN1 2HP	16/03/18	£383,000	S	102	£3,755	£397,299	£3,895
	92	Auckland Road	TN1 2HT	26/01/18	£300,000	T	75	£4,000	£319,004	£4,253
	61	Auckland Road	TN1 2HX	12/01/18	£280,000	T	59	£4,746	£297,737	£5,046
	79	Rochdale Road	TN1 2JB	08/12/17	£325,000	T	74	£4,392	£344,319	£4,653
	2	Western Road	TN1 2JJ	08/12/17	£340,000	T	76	£4,474	£360,210	£4,740
	5	Western Road	TN1 2JJ	14/02/18	£425,000	T	116	£3,664	£442,180	£3,812
	8	Farrance Court	TN1 2JL	20/03/18	£310,000	F	97	£3,196	£321,573	£3,315
Flat 1	9	Calverley Park Gardens	TN1 2JP	28/03/18	£205,000	F	34	£6,029	£212,653	£6,255
	3	Carlton Lodge	TN1 2JU	05/01/18	£317,500	F	79	£4,019	£337,613	£4,274
	5	Calverley Park Crescent	TN1 2NB	29/03/18	£830,000	T	185	£4,486	£860,987	£4,654
	12	Lansdowne Square	TN1 2NF	04/01/18	£560,000	T	90	£6,222	£595,475	£6,616
	28B	Lansdowne Road	TN1 2NL	26/01/18	£430,000	F	103	£4,175	£457,240	£4,439
Flat 3	Lansdowne Place, 29	Lansdowne Road	TN1 2NQ	02/02/18	£199,000	F	45	£4,422	£207,044	£4,601

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Flat 7	Lansdowne Place, 29	Lansdowne Road	TN1 2NQ	16/02/18	£242,500	F	53	£4,575	£252,303	£4,760
	38	Granville Road	TN1 2NX	15/01/18	£398,000	S	105	£3,790	£423,213	£4,031
	21	Chandos Road	TN1 2NY	09/03/18	£355,000	S	97	£3,660	£368,253	£3,796
	26	Dukes Road	TN1 2PA	15/02/18	£312,000	S	77	£4,052	£324,612	£4,216
	46	Albion Road	TN1 2PF	02/03/18	£500,000	S	95	£5,263	£518,667	£5,460
	34	Albion Road	TN1 2PF	23/03/18	£375,000	S	93	£4,032	£389,000	£4,183
	8	Dale Street	TN1 2QJ	12/03/18	£260,000	T	70	£3,714	£269,707	£3,853
	16	Stone Street	TN1 2QT	16/02/18	£260,000	T	55	£4,727	£270,510	£4,918
	12	Stone Street	TN1 2QT	27/02/18	£290,000	S	66	£4,394	£301,723	£4,572
	53	Stone Street	TN1 2QU	01/12/17	£695,000	S	151	£4,603	£736,312	£4,876
	30	Stanley Road	TN1 2RL	08/12/17	£260,000	S	69	£3,768	£275,455	£3,992
	40	Stanley Road	TN1 2RL	24/01/18	£250,000	T	51	£4,902	£265,837	£5,212
	60B	Norman Road	TN1 2RP	10/04/18	£130,000	F	31	£4,194	£130,000	£4,194
	56	Norman Road	TN1 2RT	23/03/18	£248,000	T	66	£3,758	£257,259	£3,898
	21A	Norman Road	TN1 2RY	26/01/18	£190,000	F	51	£3,725	£202,036	£3,961
	8	Norman Road	TN1 2RY	16/02/18	£257,500	T	68	£3,787	£267,909	£3,940
Flat 2	Kirkdale House	Kirkdale Road	TN1 2SB	23/02/18	£190,000	F	46	£4,130	£197,680	£4,297
	6	Kirkdale Road	TN1 2SD	01/02/18	£300,000	T	84	£3,571	£312,127	£3,716
	2	Cadogan Gardens	TN1 2UL	29/03/18	£570,650	T	154	£3,706	£591,954	£3,844
	38	Calverley Street	TN1 2XD	14/12/17	£445,000	S	84	£5,298	£471,452	£5,613
	3	Garden Road	TN1 2XJ	26/03/18	£395,000	S	93	£4,247	£409,747	£4,406

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	30B	Garden Road	TN1 2XL	15/12/17	£110,000	F	24	£4,583	£116,539	£4,856
Flat 19	Richard Beau Nash Apartments, 6 - 8	Garden Road	TN1 2XW	15/12/17	£237,500	F	53	£4,481	£251,618	£4,748
Flat 6	Richard Beau Nash Apartments, 6 - 8	Garden Road	TN1 2XW	23/03/18	£233,000	F	51	£4,569	£241,699	£4,739
Flat 1	Oak House	Oak Road	TN2 3AN	04/12/17	£87,000	F	26	£3,346	£92,171	£3,545
	41	Liptraps Lane	TN2 3BU	26/03/18	£436,000	S	99	£4,404	£452,277	£4,568
	2	Orchidhurst	TN2 3BZ	26/01/18	£160,000	F	45	£3,556	£170,136	£3,781
3	The Manor	Badgers Holt	TN2 3ET	05/12/17	£650,000	F	141	£4,610	£688,638	£4,884
17	The Manor	Badgers Holt	TN2 3ET	16/02/18	£215,000	F	85	£2,529	£223,691	£2,632
	4	Golding Road	TN2 3FP	23/03/18	£515,000	S	101	£5,099	£534,227	£5,289
Flat 4	Albert Court	Willicombe Park	TN2 3GF	23/03/18	£300,000	F	73	£4,110	£311,200	£4,263
	88	Addison Road	TN2 3GG	04/12/17	£380,000	T	141	£2,695	£402,588	£2,855
	6	Queripel Close	TN2 3GH	16/02/18	£120,000	F	58	£2,069	£124,851	£2,153
	7	Queripel Close	TN2 3GH	16/02/18	£120,000	F	54	£2,222	£124,851	£2,312
	8	Queripel Close	TN2 3GH	16/02/18	£120,000	F	54	£2,222	£124,851	£2,312
	9	Queripel Close	TN2 3GH	16/02/18	£120,000	F	54	£2,222	£124,851	£2,312
	243	Greggs Wood Road	TN2 3HS	20/12/17	£360,000	S	81	£4,444	£381,399	£4,709
	12	The Hurst	TN2 3HX	19/12/17	£405,000	S	83	£4,880	£429,074	£5,170
	66	Sandhurst Road	TN2 3JT	14/12/17	£327,500	D	62	£5,282	£346,967	£5,596
Flat 9	Brentor Court	Sandhurst Road	TN2 3JU	15/12/17	£225,000	F	69	£3,261	£238,375	£3,455
	4	Willow Walk	TN2 3JZ	18/12/17	£223,000	T	57	£3,912	£236,256	£4,145

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	37	Sherwood Way	TN2 3LL	20/12/17	£250,000	S	66	£3,788	£264,861	£4,013
	34	Sherwood Road	TN2 3LQ	31/01/18	£305,000	S	91	£3,352	£324,321	£3,564
	17	Bracken Road	TN2 3LU	21/03/18	£320,000	T	96	£3,333	£331,947	£3,458
	25	Coneyburrow Road	TN2 3NA	11/12/17	£325,000	S	107	£3,037	£344,319	£3,218
	3	Pennine Walk	TN2 3NN	26/01/18	£350,000	T	77	£4,545	£372,172	£4,833
	15	Pennine Walk	TN2 3NN	26/01/18	£367,500	S	76	£4,836	£390,780	£5,142
	30	Pennine Walk	TN2 3NN	07/03/18	£508,000	D	107	£4,748	£526,965	£4,925
	29	Springhead	TN2 3NY	14/12/17	£550,000	D	116	£4,741	£582,693	£5,023
	21	Ferndale	TN2 3PJ	07/03/18	£763,000	D	168	£4,542	£791,485	£4,711
	1	Shrublands Court	TN2 3PS	20/04/18	£270,000	F	76	£3,553	£270,000	£3,553
8	Heathfields	Sandrock Road	TN2 3PU	14/02/18	£260,000	F	67	£3,881	£270,510	£4,037
Flat 5	Marnock Place	Pembury Road	TN2 3QN	15/03/18	£458,000	F	83	£5,518	£475,099	£5,724
	1	Shepherds Walk	TN2 3QR	09/03/18	£575,000	T	138	£4,167	£596,467	£4,322
8	Osmunda Court	Ferndale Close	TN2 3RS	29/03/18	£225,000	F	60	£3,750	£233,400	£3,890
	62	Hilbert Road	TN2 3SB	01/12/17	£475,000	S	77	£6,169	£503,235	£6,536
	6	Hilbert Close	TN2 3SN	08/02/18	£640,000	D	127	£5,039	£665,871	£5,243
	8	Sandhurst Park	TN2 3SZ	26/01/18	£460,000	D	109	£4,220	£489,140	£4,488
	211	Sandhurst Road	TN2 3TA	12/01/18	£324,000	T	77	£4,208	£344,525	£4,474
	14	Burslem Road	TN2 3TS	14/12/17	£310,000	T	88	£3,523	£328,427	£3,732
Flat 12A	Beech Court	Willicombe Park	TN2 3UX	16/02/18	£380,000	F	83	£4,578	£395,361	£4,763
	2	Sandown Close	TN2 4RL	16/01/18	£637,500	D	146	£4,366	£677,884	£4,643

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Oaklawn	Pembury Grange	Sandown Park	TN2 4RP	19/04/18	£1,132,500	D	218	£5,195	£1,132,500	£5,195
	3	The Ridings	TN2 4RU	15/12/17	£700,500	D	231	£3,032	£742,139	£3,213
	6	Sandown Grove	TN2 4RW	23/02/18	£720,000	D	187	£3,850	£749,104	£4,006
	7	Sandown Grove	TN2 4RW	28/02/18	£680,000	D	161	£4,224	£707,488	£4,394
Flat 3	8	Thornfield Gardens	TN2 4RZ	16/02/18	£323,200	F	73	£4,427	£336,265	£4,606
	7	Thornfield Gardens	TN2 4RZ	15/03/18	£660,000	F	192	£3,438	£684,640	£3,566
	10A	Cambridge Gardens	TN2 4SE	31/01/18	£330,000	F	77	£4,286	£350,905	£4,557
	37	Princes Street	TN2 4SL	28/02/18	£642,500	S	93	£6,909	£668,472	£7,188
Flat 6	Oakfield Court	Camden Hill	TN2 4TG	03/04/18	£450,000	F	100	£4,500	£450,000	£4,500
Flat 15	Tarland House	Bayhall Road	TN2 4TP	08/12/17	£265,000	F	60	£4,417	£280,752	£4,679
Flat 10	Tarland House	Bayhall Road	TN2 4TP	19/12/17	£260,000	F	71	£3,662	£275,455	£3,880
	82	Cromwell Road	TN2 4UD	08/12/17	£397,000	S	77	£5,156	£420,599	£5,462
Flat 5	Kingswood Place	Kingswood Road	TN2 4UJ	19/01/18	£420,000	F	101	£4,158	£446,606	£4,422
Flat 17	Kingswood Place	Kingswood Road	TN2 4UJ	23/03/18	£450,000	F	115	£3,913	£466,800	£4,059
	8	Polesden Road	TN2 5AX	02/02/18	£265,000	T	66	£4,015	£275,712	£4,177
	5	Polesden Road	TN2 5AX	23/02/18	£350,000	T	79	£4,430	£364,148	£4,609
	5	Boundary Road	TN2 5BH	15/12/17	£370,000	T	97	£3,814	£391,994	£4,041
	32	Hawkenbury Road	TN2 5BJ	23/02/18	£385,000	S	90	£4,278	£400,563	£4,451
	6	Whybourne Crest	TN2 5BS	12/12/17	£1,050,000	D	189	£5,556	£1,112,414	£5,886
	8	Whybourne Crest	TN2 5BS	15/02/18	£1,310,000	D	308	£4,253	£1,362,954	£4,425
	21	Hawkenbury Mead	TN2 5BU	20/12/17	£202,000	T	42	£4,810	£214,007	£5,095

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	14	Farmcombe Road	TN2 5DF	05/01/18	£655,000	S	96	£6,823	£696,493	£7,255
	7	Sussex Close	TN2 5DT	26/03/18	£445,000	S	89	£5,000	£461,613	£5,187
	8	Cavendish Drive	TN2 5DX	01/12/17	£475,000	S	91	£5,220	£503,235	£5,530
Flat 7	88	Warwick Park	TN2 5EN	29/01/18	£220,000	F	73	£3,014	£233,937	£3,205
	149	Forest Road	TN2 5EX	15/02/18	£1,400,000	D	257	£5,447	£1,456,592	£5,668
	Farthings	Forest Way	TN2 5HA	16/03/18	£1,095,000	D	213	£5,141	£1,135,880	£5,333
	233A	Forest Road	TN2 5HT	15/01/18	£1,350,000	D	361	£3,740	£1,435,520	£3,977
4	Coppice Mews, 231	Forest Road	TN2 5HT	15/03/18	£725,000	T	136	£5,331	£752,067	£5,530
	5	Wallace Close	TN2 5HW	10/04/18	£660,000	D	145	£4,552	£660,000	£4,552
	177A	Forest Road	TN2 5JA	08/12/17	£985,000	D	227	£4,339	£1,043,551	£4,597
	207A	Forest Road	TN2 5JA	04/01/18	£610,000	D	125	£4,880	£648,642	£5,189
	208	Forest Road	TN2 5JB	08/12/17	£760,000	D	191	£3,979	£805,176	£4,216
	66	Clarendon Way	TN2 5LD	12/12/17	£485,000	T	77	£6,299	£513,830	£6,673
Flat F	55	Frant Road	TN2 5LE	21/02/18	£205,000	F	34	£6,029	£213,287	£6,273
Flat A	57	Frant Road	TN2 5LE	11/01/18	£510,000	F	182	£2,802	£542,308	£2,980
	43	Frankfield Rise	TN2 5LF	08/12/17	£426,500	T	102	£4,181	£451,852	£4,430
	19	Chenies Close	TN2 5LL	06/04/18	£195,000	F	62	£3,145	£195,000	£3,145
	87A	Frant Road	TN2 5LP	19/02/18	£1,150,000	D	195	£5,897	£1,196,486	£6,136
	9	Birling Road	TN2 5LX	03/01/18	£350,500	T	70	£5,007	£372,704	£5,324
	4	Montacute Mews	TN2 5NH	09/02/18	£670,000	S	114	£5,877	£697,083	£6,115
Flat 1	21	Broadwater Down	TN2 5NL	06/04/18	£565,000	F	99	£5,707	£565,000	£5,707

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	28B	Broadwater Down	TN2 5NR	03/01/18	£895,000	D	187	£4,786	£951,697	£5,089
	5	Willow Tree Road	TN2 5PS	23/03/18	£225,000	T	85	£2,647	£233,400	£2,746
Flat 12	Regency Hall	Linden Park Road	TN2 5QZ	15/12/17	£325,000	F	73	£4,452	£344,319	£4,717
Flat 11	Regency Hall	Linden Park Road	TN2 5QZ	12/01/18	£320,000	F	71	£4,507	£340,271	£4,793
Flat 1	Regency Hall	Linden Park Road	TN2 5QZ	15/01/18	£300,000	F	73	£4,110	£319,004	£4,370
Flat 6	Regency Hall	Linden Park Road	TN2 5QZ	15/03/18	£285,000	F	70	£4,071	£295,640	£4,223
Flat 4	Regency Hall	Linden Park Road	TN2 5QZ	20/03/18	£322,500	F	73	£4,418	£334,540	£4,583
Flat 16	Regency Hall	Linden Park Road	TN2 5QZ	23/03/18	£365,000	F	85	£4,294	£378,627	£4,454
	39	The Goodwins	TN2 5RS	16/02/18	£123,000	F	28	£4,393	£127,972	£4,570
	24	The Goodwins	TN2 5RS	22/03/18	£168,000	F	55	£3,055	£174,272	£3,169
	21	Nevill Street	TN2 5RU	12/01/18	£345,000	S	79	£4,367	£366,855	£4,644
	112	Broadmead	TN2 5RW	09/02/18	£529,000	D	109	£4,853	£550,384	£5,049
Apartment 3	Ramsons Court, 49	Underwood Rise	TN2 5RY	08/12/17	£241,000	F	63	£3,825	£255,326	£4,053
	8	Nevill Street	TN2 5SA	07/12/17	£180,000	F	51	£3,529	£190,700	£3,739
	3	Frant Road	TN2 5SB	20/12/17	£375,000	D	87	£4,310	£397,291	£4,567
Maisonette	13	Frant Road	TN2 5SD	28/02/18	£725,000	F	163	£4,448	£754,307	£4,628
	12	Howard Gardens	TN2 5SL	09/02/18	£600,000	S	132	£4,545	£624,254	£4,729
Flat 1	Holly Mansions, 20	Frant Road	TN2 5SN	09/02/18	£405,000	F	87	£4,655	£421,371	£4,843
Flat E	5	Madeira Park	TN2 5SU	31/01/18	£220,000	F	62	£3,548	£233,937	£3,773
	63	Madeira Park	TN2 5SX	23/02/18	£888,000	D	129	£6,884	£923,895	£7,162
	31	Madeira Park	TN2 5SY	15/02/18	£925,000	S	155	£5,968	£962,391	£6,209

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Flat 7	The Walks House, 30 - 36	The Pantiles	TN2 5TN	05/12/17	£395,000	F	66	£5,985	£418,480	£6,341
Apartment 8	Pantiles House, 2	Nevill Street	TN2 5TT	09/02/18	£183,000	F	45	£4,067	£190,397	£4,231
69A	Hunters Court	Showfields Road	TN2 5UN	13/03/18	£117,000	F	28	£4,179	£121,368	£4,335
69A	Hunters Court	Showfields Road	TN2 5UN	04/12/17	£87,000	F	28	£3,107	£92,171	£3,292
117	Hunters Court	Showfields Road	TN2 5UN	06/12/17	£150,000	F	51	£2,941	£158,916	£3,116
69	Hunters Court	Showfields Road	TN2 5UN	05/04/18	£142,000	F	44	£3,227	£142,000	£3,227
	6	Waterfield	TN2 5XH	18/12/17	£785,000	S	201	£3,905	£831,662	£4,138
	24	Moat Farm	TN2 5XJ	15/01/18	£685,000	S	162	£4,228	£728,393	£4,496
	6	Longmeads	TN3 0AX	15/12/17	£587,500	D	145	£4,052	£622,422	£4,293
Flat 3	Bentham Hill House	Stockland Green Road	TN3 0TJ	18/01/18	£285,000	F	64	£4,453	£303,054	£4,735
	14	Hillcrest	TN4 0AJ	31/01/18	£580,000	D	113	£5,133	£616,742	£5,458
	36	Pennington Place	TN4 0AQ	04/01/18	£700,000	D	117	£5,983	£744,344	£6,362
	11	Yew Tree Road	TN4 0BD	29/03/18	£550,000	D	105	£5,238	£570,533	£5,434
	72	Yew Tree Road	TN4 0BN	01/12/17	£565,000	O	132	£4,280	£598,585	£4,535
	9	Norstead Gardens	TN4 0DE	26/01/18	£620,000	D	147	£4,218	£659,276	£4,485
	45	Charles Street	TN4 0DR	01/12/17	£417,000	S	80	£5,213	£441,787	£5,522
	10	Charles Street	TN4 0DS	16/02/18	£255,000	T	60	£4,250	£265,308	£4,422
	24	Speldhurst Road	TN4 0DT	01/12/17	£292,500	T	60	£4,875	£309,887	£5,165
	31	Forge Road	TN4 0EX	16/02/18	£333,000	S	75	£4,440	£346,461	£4,619
	9	Bedford Road	TN4 0HJ	11/12/17	£315,000	T	99	£3,182	£333,724	£3,371

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	102	Speldhurst Road	TN4 0JD	20/12/17	£320,000	S	108	£2,963	£339,022	£3,139
	63	Ladys Gift Road	TN4 0JT	11/12/17	£340,000	S	102	£3,333	£360,210	£3,531
	31	Holden Corner	TN4 0LP	02/03/18	£280,000	S	61	£4,590	£290,453	£4,762
	10	St Andrews Park Road	TN4 0NL	22/02/18	£500,000	S	109	£4,587	£520,211	£4,773
	66	Springfield Road	TN4 0RB	02/03/18	£305,000	T	88	£3,466	£316,387	£3,595
	33	Springfield Road	TN4 0RD	06/04/18	£425,000	T	86	£4,942	£425,000	£4,942
	61	Springfield Road	TN4 0RD	18/04/18	£179,000	S	78	£2,295	£179,000	£2,295
	22	Pennington Road	TN4 0SJ	22/01/18	£285,000	T	92	£3,098	£303,054	£3,294
	52	Pennington Road	TN4 0ST	12/04/18	£325,000	S	79	£4,114	£325,000	£4,114
	Meadow View	Argyle Road	TN4 0SU	26/01/18	£937,000	D	214	£4,379	£996,357	£4,656
Flat 3	Argyle House, 9	Argyle Road	TN4 0SU	29/03/18	£500,000	F	109	£4,587	£518,667	£4,758
	9	Colonels Way	TN4 0SZ	26/01/18	£725,000	D	158	£4,589	£770,927	£4,879
	28	Fernhurst Crescent	TN4 0TB	01/03/18	£375,000	T	95	£3,947	£389,000	£4,095
	52	Fernhurst Crescent	TN4 0TB	09/03/18	£417,000	S	123	£3,390	£432,568	£3,517
	21	Great Bounds Drive	TN4 0TR	26/01/18	£740,000	D	140	£5,286	£786,878	£5,621
	7	Bounds Oak Way	TN4 0UB	02/02/18	£1,070,000	D	201	£5,323	£1,113,252	£5,539
	55D	Mount Ephraim	TN4 8BB	15/12/17	£325,000	F	85	£3,824	£344,319	£4,051
Studio Flat	70	Mount Ephraim	TN4 8BG	15/01/18	£180,000	F	46	£3,913	£191,403	£4,161
First Floor Flat	Mayo House, 66	Mount Ephraim	TN4 8BG	23/01/18	£325,000	F	91	£3,571	£345,588	£3,798
Flat 37	Chancellor House	Mount Ephraim	TN4 8BT	24/01/18	£366,250	F	106	£3,455	£389,451	£3,674

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Flat 3	10	Molyneux Park Road	TN4 8DN	02/02/18	£221,000	F	49	£4,510	£229,933	£4,693
	6	Ashdown Close	TN4 8DU	03/01/18	£317,000	T	73	£4,342	£337,081	£4,618
	7	Ashdown Close	TN4 8DU	26/01/18	£340,000	T	84	£4,048	£361,538	£4,304
	22	Molyneux Park Road	TN4 8DY	15/12/17	£1,695,000	D	397	£4,270	£1,795,755	£4,523
Flat 2	40	Molyneux Park Road	TN4 8DY	15/01/18	£255,000	F	43	£5,930	£271,154	£6,306
	38A	Molyneux Park Road	TN4 8DY	04/04/18	£950,000	D	224	£4,241	£950,000	£4,241
	4	Court Road	TN4 8ED	29/03/18	£1,402,100	D	214	£6,552	£1,454,445	£6,796
	8	Spring Walk	TN4 8EH	01/03/18	£365,000	S	84	£4,345	£378,627	£4,507
Flat 3	15	Spring Walk	TN4 8EQ	03/04/18	£260,000	F	65	£4,000	£260,000	£4,000
Flat 2	16	Boyne Park	TN4 8ET	15/12/17	£300,000	F	56	£5,357	£317,833	£5,676
9	Jacoby Court	King Edward Gardens	TN4 8FD	05/12/17	£485,000	F	78	£6,218	£513,830	£6,588
Flat 3	Willow Lodge	Warberry Park Gardens	TN4 8GJ	16/02/18	£760,000	F	199	£3,819	£790,721	£3,973
Flat 4	26	Eridge Road	TN4 8HJ	26/01/18	£170,000	F	38	£4,474	£180,769	£4,757
Flat 3	26	Eridge Road	TN4 8HJ	11/12/17	£182,000	F	56	£3,250	£192,819	£3,443
	57	Summervale Road	TN4 8JN	01/12/17	£438,000	S	87	£5,034	£464,036	£5,334
	98	Summervale Road	TN4 8JQ	23/02/18	£435,000	S	92	£4,728	£452,584	£4,919
	6	Waterdown Road	TN4 8LE	05/04/18	£340,000	T	95	£3,579	£340,000	£3,579
	7	Frieze Road	TN4 8LH	14/02/18	£188,250	F	50	£3,765	£195,860	£3,917
	11	Nevill Park	TN4 8NN	26/03/18	£1,450,000	D	294	£4,932	£1,504,134	£5,116
	32	Upper Street	TN4 8NX	08/12/17	£200,000	S	83	£2,410	£211,888	£2,553
	Sheldon	Major Yorks Road	TN4 8NY	11/01/18	£1,000,000	D	166	£6,024	£1,063,348	£6,406

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	115	Grange Road	TN4 8PU	08/12/17	£254,000	T	70	£3,629	£269,098	£3,844
	24	Grange Road	TN4 8PX	04/12/17	£267,500	S	64	£4,180	£283,401	£4,428
	21	Sunnyside Road	TN4 8RB	07/03/18	£221,000	O	46	£4,804	£229,251	£4,984
	10	St Pauls Street	TN4 8RJ	05/04/18	£294,000	T	58	£5,069	£294,000	£5,069
	4	Burdett Road	TN4 8SB	09/03/18	£253,000	T	68	£3,721	£262,445	£3,859
	81	Southwood Road	TN4 8SR	12/01/18	£333,500	S	94	£3,548	£354,627	£3,773
	14A	Lower Green Road	TN4 8TE	26/01/18	£220,000	F	72	£3,056	£233,937	£3,249
	69	Lower Green Road	TN4 8TT	15/12/17	£293,500	S	106	£2,769	£310,946	£2,933
	43	Lower Green Road	TN4 8TW	28/03/18	£627,000	D	141	£4,447	£650,408	£4,613
	12A	Ashley Gardens	TN4 8TY	19/02/18	£400,000	S	77	£5,195	£416,169	£5,405
	40	Hill View Road	TN4 8UH	23/01/18	£360,000	S	85	£4,235	£382,805	£4,504
	175	Southwood Road	TN4 8UU	09/03/18	£205,000	T	42	£4,881	£212,653	£5,063
	191	Southwood Road	TN4 8UX	23/03/18	£360,000	T	74	£4,865	£373,440	£5,046
	13B	Langton Road	TN4 8XA	19/03/18	£863,000	S	196	£4,403	£895,219	£4,567
	13	Riddlesdale Avenue	TN4 9AB	01/02/18	£810,000	D	170	£4,765	£842,742	£4,957
	26	Riddlesdale Avenue	TN4 9AB	10/04/18	£470,000	S	93	£5,054	£470,000	£5,054
	54	East Cliff Road	TN4 9AG	09/03/18	£575,000	S	101	£5,693	£596,467	£5,906
	9	Wilman Road	TN4 9AJ	14/12/17	£672,500	D	116	£5,797	£712,475	£6,142
	44	Newlands Road	TN4 9AU	02/03/18	£485,000	S	90	£5,389	£503,107	£5,590
	41	Welbeck Avenue	TN4 9BD	02/01/18	£370,000	S	94	£3,936	£393,439	£4,186
Flat B	10	Wolseley Road	TN4 9BJ	14/03/18	£220,000	F	48	£4,583	£228,213	£4,754

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	28	Wolseley Road	TN4 9BJ	13/04/18	£310,000	S	72	£4,306	£310,000	£4,306
	10	Montgomery Road	TN4 9EP	09/02/18	£270,000	T	81	£3,333	£280,914	£3,468
	79	Montgomery Road	TN4 9ER	02/01/18	£310,000	S	83	£3,735	£329,638	£3,972
16	Hempson Court	St Johns Close	TN4 9GD	21/12/17	£217,500	F	48	£4,531	£230,429	£4,801
	75	Holmewood Road	TN4 9HD	26/01/18	£400,000	S	131	£3,053	£425,339	£3,247
	26	Cambrian Road	TN4 9HH	20/12/17	£280,000	S	67	£4,179	£296,644	£4,428
	62	Silverdale Road	TN4 9HZ	15/12/17	£460,000	S	115	£4,000	£487,343	£4,238
	16	Silverdale Road	TN4 9JA	31/01/18	£302,000	T	93	£3,247	£321,131	£3,453
	51	Stephens Road	TN4 9JD	01/02/18	£600,000	S	86	£6,977	£624,254	£7,259
	7	All Saints Road	TN4 9JF	08/12/17	£610,000	D	135	£4,519	£646,260	£4,787
	10	All Saints Road	TN4 9JF	16/02/18	£422,500	D	98	£4,311	£439,579	£4,485
	46	All Saints Road	TN4 9JF	16/02/18	£335,000	T	81	£4,136	£348,542	£4,303
	29	St Michaels Road	TN4 9JG	26/03/18	£360,000	T	74	£4,865	£373,440	£5,046
	55	St Lukes Road	TN4 9JH	23/03/18	£272,000	T	58	£4,690	£282,155	£4,865
	129	Queens Road	TN4 9JY	19/01/18	£385,000	S	98	£3,929	£409,389	£4,177
	19	Chilston Close	TN4 9LS	23/01/18	£210,000	T	57	£3,684	£223,303	£3,918
Flat 8	22	Queens Road	TN4 9LY	22/02/18	£175,000	F	34	£5,147	£182,074	£5,355
	77	Queens Road	TN4 9NA	22/02/18	£1,050,000	D	176	£5,966	£1,092,444	£6,207
	44A	Woodbury Park Road	TN4 9NG	29/03/18	£1,000,000	S	228	£4,386	£1,037,334	£4,550
	30C	Somerset Road	TN4 9PR	21/12/17	£297,500	F	67	£4,440	£315,184	£4,704
	38	Hopwood Gardens	TN4 9PU	28/02/18	£550,000	S	132	£4,167	£572,233	£4,335

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	9	Somerset Road	TN4 9PY	08/12/17	£625,000	S	151	£4,139	£662,151	£4,385
	69	Stephens Road	TN4 9QB	14/12/17	£560,000	T	124	£4,516	£593,288	£4,785
	145	Stephens Road	TN4 9QD	02/03/18	£640,000	S	154	£4,156	£663,893	£4,311
	178	Stephens Road	TN4 9QE	15/12/17	£627,500	S	141	£4,450	£664,800	£4,715
	176	Stephens Road	TN4 9QE	20/03/18	£506,000	S	111	£4,559	£524,891	£4,729
	12	Currie Road	TN4 9QG	03/01/18	£410,000	T	89	£4,607	£435,973	£4,899
Flat 9	Deacon Court	Culverden Park Road	TN4 9QX	15/12/17	£255,000	F	66	£3,864	£270,158	£4,093
	70	Culverden Park Road	TN4 9QY	19/12/17	£425,000	S	86	£4,942	£450,263	£5,236
Flat 17	1	Culverden Park	TN4 9QZ	02/03/18	£335,000	F	85	£3,941	£347,507	£4,088
	41	Culverden Park Road	TN4 9RB	05/01/18	£545,000	S	131	£4,160	£579,525	£4,424
	7	Culverden Avenue	TN4 9RE	11/04/18	£389,625	D	83	£4,694	£389,625	£4,694
	12	Thomas Street	TN4 9RN	08/12/17	£420,000	S	89	£4,719	£444,966	£5,000
	26	John Street	TN4 9RR	05/01/18	£266,555	S	85	£3,136	£283,441	£3,335
	15	John Street	TN4 9RR	09/03/18	£368,000	T	81	£4,543	£381,739	£4,713
Flat 2	Hadley Court	Culverden Down	TN4 9SF	31/01/18	£250,500	F	72	£3,479	£266,369	£3,700
Flat 16	Hadley Court	Culverden Down	TN4 9SF	09/02/18	£243,000	F	80	£3,038	£252,823	£3,160
	Culverden House, 44A	Culverden Down	TN4 9SG	28/02/18	£1,375,000	D	221	£6,222	£1,430,581	£6,473
	42	Culverden Down	TN4 9SG	08/03/18	£1,070,000	D	261	£4,100	£1,109,947	£4,253
	31	Thirlmere Road	TN4 9SS	22/03/18	£295,000	T	74	£3,986	£306,013	£4,135
	20	Rydal Drive	TN4 9ST	14/12/17	£492,500	D	95	£5,184	£521,775	£5,492
Flat 9	Edison Court	Exchange Mews	TN4 9TR	05/04/18	£270,000	F	64	£4,219	£270,000	£4,219

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	9	Kent Road	TN4 9UE	28/02/18	£422,000	S	86	£4,907	£439,058	£5,105
	186	St Johns Road	TN4 9UY	23/03/18	£695,000	D	131	£5,305	£720,947	£5,503
	Oak Hatch	Reynolds Lane	TN4 9XN	29/03/18	£655,000	D	114	£5,746	£679,453	£5,960
Average:					£441,577		100	£4,424	£461,983	£4,628
Southborough (including High Brooms)										
	22	The Ridgeway	TN4 0AD	27/03/18	£695,000	D	140	£4,964	£720,947	£5,150
2	Charles Court	Charles Street	TN4 0DS	22/03/18	£182,000	F	44	£4,136	£188,795	£4,291
	73	Edward Street	TN4 0EA	20/12/17	£278,000	T	70	£3,971	£294,525	£4,207
	Gawaine Cottage	Holden Park Road	TN4 0ET	02/02/18	£221,000	T	53	£4,170	£229,933	£4,338
	45	Meadow Road	TN4 0HL	12/01/18	£287,500	T	74	£3,885	£305,713	£4,131
	12	Meadow Road	TN4 0HR	03/04/18	£320,000	T	85	£3,765	£320,000	£3,765
	5	Bright Ridge	TN4 0JN	14/12/17	£300,000	T	75	£4,000	£317,833	£4,238
	31	Broomhill Park Road	TN4 0JY	26/01/18	£348,000	T	89	£3,910	£370,045	£4,158
	Meiron Cottage	Park Road	TN4 0NU	01/03/18	£585,000	D	137	£4,270	£606,840	£4,429
Flat 3	9	Park Road	TN4 0NU	01/03/18	£325,000	F	98	£3,316	£337,133	£3,440
Apartment 1	Summer Court, 12	Park Road	TN4 0NX	19/01/18	£270,000	F	73	£3,699	£287,104	£3,933
	15	Castle Street	TN4 0PE	23/02/18	£360,000	T	73	£4,932	£374,552	£5,131
	1	Castle Street	TN4 0PE	02/03/18	£270,000	T	53	£5,094	£280,080	£5,285
	62A	London Road	TN4 0PR	16/02/18	£342,500	S	101	£3,391	£356,345	£3,528
	56E	London Road	TN4 0PT	19/02/18	£197,000	F	51	£3,863	£204,963	£4,019
	14	Vale Road	TN4 0QH	05/01/18	£500,000	S	170	£2,941	£531,674	£3,127

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	9	London Road	TN4 0RQ	15/12/17	£625,000	S	147	£4,252	£662,151	£4,504
	Half Acres	London Road	TN4 0UJ	19/12/17	£535,000	O	169	£3,166	£566,802	£3,354
	Kennett	London Road	TN4 0UJ	26/01/18	£1,000,000	D	316	£3,165	£1,063,348	£3,365
	17	Colebrook Road	TN4 9BS	27/03/18	£330,000	S	86	£3,837	£342,320	£3,980
	29	South View Road	TN4 9BU	01/12/17	£373,000	S	81	£4,605	£395,172	£4,879
	47	South View Road	TN4 9BU	21/12/17	£300,000	S	74	£4,054	£317,833	£4,295
	18	South View Road	TN4 9BX	23/02/18	£379,000	S	87	£4,356	£394,320	£4,532
	6	Great Brooms Road	TN4 9DE	23/03/18	£270,000	T	74	£3,649	£280,080	£3,785
	26	Weare Road	TN4 9DG	02/02/18	£260,000	T	70	£3,714	£270,510	£3,864
	67	Great Brooms Road	TN4 9DH	24/01/18	£295,000	S	79	£3,734	£313,688	£3,971
	61	Woodland Road	TN4 9HN	16/01/18	£372,500	S	71	£5,246	£396,097	£5,579
	56	Dynevour Road	TN4 9HP	12/03/18	£315,000	S	87	£3,621	£326,760	£3,756
	19	Dynevour Road	TN4 9HR	29/01/18	£238,500	S	68	£3,507	£253,609	£3,730
	25	Woodland Road	TN4 9HW	02/02/18	£295,000	S	72	£4,097	£306,925	£4,263
Average:					£368,967		96	£3,861	£387,203	£4,052
Paddock Wood										
	17	Buttercup Close	TN12 6BG	22/03/18	£295,000	T	60	£4,917	£306,013	£5,100
	33	Clover Way	TN12 6BQ	04/01/18	£575,000	D	110	£5,227	£611,425	£5,558
	10	Nursery Road	TN12 6BS	01/12/17	£430,000	D	119	£3,613	£455,560	£3,828
	18	Maidstone Road	TN12 6BT	04/12/17	£168,000	F	70	£2,400	£177,986	£2,543
	5	Rosemary Place	TN12 6DG	15/03/18	£245,000	F	79	£3,101	£254,147	£3,217

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	10	Rosemary Place	TN12 6DG	23/03/18	£260,000	F	104	£2,500	£269,707	£2,593
	108	Maidstone Road	TN12 6DX	26/02/18	£203,000	F	68	£2,985	£211,206	£3,106
	20	Church Road	TN12 6EZ	23/03/18	£300,000	S	84	£3,571	£311,200	£3,705
	Lower Kingsmead	Church Road	TN12 6HE	08/01/18	£365,000	D	78	£4,679	£388,122	£4,976
	37	Warrington Road	TN12 6HN	20/12/17	£295,000	O	61	£4,836	£312,535	£5,124
	26	Warrington Road	TN12 6HN	12/02/18	£317,500	S	82	£3,872	£330,334	£4,028
	85	Warrington Road	TN12 6HR	18/01/18	£333,500	S	67	£4,978	£354,627	£5,293
	21	Dimmock Close	TN12 6HS	15/03/18	£300,000	T	59	£5,085	£311,200	£5,275
	7	Dimmock Close	TN12 6HS	23/03/18	£475,000	D	128	£3,711	£492,733	£3,849
	14	Dimmock Close	TN12 6HS	06/12/17	£490,000	S	145	£3,379	£519,127	£3,580
	6A	St Andrews Road	TN12 6HT	06/12/17	£280,000	S	37	£7,568	£296,644	£8,017
	2	St Andrews Road	TN12 6HT	11/01/18	£390,000	D	67	£5,821	£414,706	£6,190
	8	Anchorage Flats	TN12 6HU	10/01/18	£185,000	F	63	£2,937	£196,719	£3,123
	47	Old Kent Road	TN12 6JE	05/12/17	£318,000	T	74	£4,297	£336,903	£4,553
	20	St Andrews Close	TN12 6JF	08/02/18	£307,000	T	74	£4,149	£319,410	£4,316
	3	Larch Grove	TN12 6LA	15/03/18	£322,500	S	86	£3,750	£334,540	£3,890
	28	Linden Close	TN12 6LH	22/03/18	£335,000	S	100	£3,350	£347,507	£3,475
	27	The Greenways	TN12 6LS	29/01/18	£427,500	D	125	£3,420	£454,581	£3,637
	11	Mascalls Park	TN12 6LW	04/01/18	£750,000	D	209	£3,589	£797,511	£3,816
	Stable Cottage	Watermans Lane	TN12 6ND	05/04/18	£672,500	D	170	£3,956	£672,500	£3,956
	77	Tutsham Way	TN12 6UA	08/01/18	£347,000	S	75	£4,627	£368,982	£4,920

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	9	Tutsham Way	TN12 6UA	06/12/17	£275,000	T	80	£3,438	£291,347	£3,642
	12	Tutsham Way	TN12 6UB	02/02/18	£284,000	T	87	£3,264	£295,480	£3,396
	62A	Cogate Road	TN12 6UE	05/02/18	£193,000	S	60	£3,217	£200,802	£3,347
	15	The Ridings	TN12 6YA	02/02/18	£335,000	T	72	£4,653	£348,542	£4,841
Average:					£349,117		90	£3,889	£366,070	£4,078
Cranbrook										
	8	Horsley Place	TN17 3DH	28/02/18	£290,000	F	53	£5,472	£301,723	£5,693
	Hop & Vine Cottage	Rectory Lane	TN17 3JY	01/03/18	£495,000	D	101	£4,901	£513,480	£5,084
	12	Swifts View	TN17 2EX	05/12/17	£267,000	S	62	£4,306	£282,871	£4,562
	Stream Oast	Golford Road	TN17 3NT	11/01/18	£900,000	D	210	£4,286	£957,013	£4,557
	4	Henniker Cottages	TN17 3QS	02/02/18	£270,000	S	66	£4,091	£280,914	£4,256
	8	Shepherds Cottages	TN17 3ES	23/02/18	£290,000	T	72	£4,028	£301,723	£4,191
	Hill View	Waterloo Road	TN17 3JJ	17/01/18	£495,000	S	129	£3,837	£526,357	£4,080
	Oakside Cottage	Hawkhurst Road	TN17 3QA	19/01/18	£245,000	S	68	£3,603	£260,520	£3,831
	14	Brickenden Road	TN17 3BN	12/12/17	£235,500	T	68	£3,463	£249,499	£3,669
	The Spotted Dog	Waterloo Road	TN17 3JJ	19/01/18	£555,000	S	167	£3,323	£590,158	£3,534
	25	Campion Crescent	TN17 3QJ	12/01/18	£255,000	T	79	£3,228	£271,154	£3,432
	41	Oatfield Drive	TN17 3LA	01/02/18	£450,000	S	137	£3,285	£468,190	£3,417
	1	Angley Walk	TN17 2HJ	19/02/18	£270,000	S	90	£3,000	£280,914	£3,121
	3	Russells Yard	TN17 3HD	12/02/18	£550,000	D	189	£2,910	£572,233	£3,028
Average:					£397,679		107	£3,734	£418,339	£3,928

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Hawkhurst										
	Hawthorne House	Conghurst Lane	TN18 5ED	13/12/17	£830,000	D	189	£4,392	£879,337	£4,653
	2	Linnington	TN18 4HG	16/04/18	£250,000	T	56	£4,464	£250,000	£4,464
1	Queen Cottage	Queens Road	TN18 4HH	16/03/18	£242,500	S	58	£4,181	£251,553	£4,337
	Stonewell	Copthall Avenue	TN18 4LR	28/03/18	£350,000	D	87	£4,023	£363,067	£4,173
1	Crane House	North Grove Road	TN18 4AL	08/12/17	£136,000	F	39	£3,487	£144,084	£3,694
2	Ockley Cottages	Ockley Lane	TN18 4DW	15/12/17	£200,000	T	54	£3,704	£211,888	£3,924
	34	Park Cottages	TN18 4HN	11/12/17	£300,000	S	82	£3,659	£317,833	£3,876
	Ridings	Oakfield	TN18 4JR	29/03/18	£520,000	D	142	£3,662	£539,413	£3,799
	Pear Tree House	Rye Road	TN18 5DA	21/03/18	£465,000	D	128	£3,633	£482,360	£3,768
	8	Lorenden Park	TN18 4LF	21/02/18	£182,000	F	51	£3,569	£189,357	£3,713
	2	Armitage Place	TN18 4BS	09/02/18	£310,000	T	92	£3,370	£322,531	£3,506
	4	Barretts Road	TN18 4EE	05/12/17	£290,000	S	93	£3,118	£307,238	£3,304
	The Oaks	Queens Road	TN18 4HH	18/12/17	£450,000	D	146	£3,082	£476,749	£3,265
16	Basden Cottages	Hearten Oak Road	TN18 4EB	08/01/18	£387,000	S	142	£2,725	£411,516	£2,898
	28	Fairview	TN18 4AF	04/01/18	£258,000	T	105	£2,457	£274,344	£2,613
	Lynton	Slip Mill Lane	TN18 4JZ	12/01/18	£295,000	S	124	£2,379	£313,688	£2,530
2	Hope Villas	Highgate Hill	TN18 4LG	07/02/18	£257,000	S	128	£2,008	£267,389	£2,089
The Maisonette	Rootes House	Cranbrook Road	TN18 4AT	15/12/17	£142,500	F	80	£1,781	£150,971	£1,887
Average:					£325,833		100	£3,266	£341,851	£3,426

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Rusthall										
	13	Fremlin Close	TN4 8SF	16/03/18	£280,000	T	88	£3,182	£290,453	£3,301
	12	Muskerry Court	TN4 8SX	28/02/18	£520,000	F	123	£4,228	£541,020	£4,399
	24	Meadow Road	TN4 8UL	13/02/18	£362,500	S	111	£3,266	£377,153	£3,398
	40	Meadow Road	TN4 8UL	11/04/18	£370,000	S	105	£3,524	£370,000	£3,524
Average:					£383,125		107	£3,589	£394,657	£3,697
Pembury										
	40	Church Road	TN2 4BT	15/01/18	£325,000	S	80	£4,063	£345,588	£4,320
	3	Forest Way	TN2 4EP	26/01/18	£408,500	S	97	£4,211	£434,378	£4,478
	43	Ridgeway	TN2 4ER	02/03/18	£323,500	T	78	£4,147	£335,577	£4,302
	68	Ridgeway	TN2 4ES	09/03/18	£305,000	T	89	£3,427	£316,387	£3,555
	118	Ridgeway	TN2 4ET	26/02/18	£489,000	S	128	£3,820	£508,767	£3,975
	126	Ridgeway	TN2 4ET	09/03/18	£410,000	D	103	£3,981	£425,307	£4,129
	10	Beagles Wood Road	TN2 4HX	26/01/18	£322,000	T	91	£3,538	£342,398	£3,763
	11	Sandhurst Avenue	TN2 4JZ	15/03/18	£277,500	T	102	£2,721	£287,860	£2,822
	9	Stanam Road	TN2 4LD	26/02/18	£405,000	T	115	£3,522	£421,371	£3,664
	Becketts, 1G	Woodhill Park	TN2 4NN	26/01/18	£565,000	D	126	£4,484	£600,792	£4,768
Flat 3	45	Hastings Road	TN2 4PB	19/01/18	£240,000	F	60	£4,000	£255,204	£4,253
Average:					£370,045		97	£3,808	£388,512	£3,998
Goudhurst										
	The Old Chapel	North Road	TN17 1AS	15/12/17	£910,000	D	258	£3,527	£964,093	£3,737

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	March Cottage	Clayhill	TN17 1BD	06/12/17	£395,000	S	70	£5,643	£418,480	£5,978
	2	Bankfield Way	TN17 1EG	23/02/18	£272,000	T	79	£3,443	£282,995	£3,582
1	Brandfold Cottages	North Road	TN17 1JJ	15/03/18	£390,000	S	94	£4,149	£404,560	£4,304
	Dunley Cottage	Ballards Hill	TN17 1JS	23/02/18	£485,000	S	146	£3,322	£504,605	£3,456
Average:					£490,400		129	£3,790	£514,946	£3,979
Brenchley										
	Willow End	Palmers Green Lane	TN12 7BH	04/12/17	£565,000	S	127	£4,449	£598,585	£4,713
	Highfirs Lodge	Crook Road	TN12 7BL	06/12/17	£740,000	D	140	£5,286	£783,987	£5,600
	1	Hop Villas	TN12 7DF	01/12/17	£557,000	S	153	£3,641	£590,109	£3,857
	2	Tong Farm Cottages	TN12 7HT	22/02/18	£833,000	S	155	£5,374	£866,672	£5,591
2	Old Parsonage Cottages	Brenchley Road	TN12 7NX	19/12/17	£550,000	S	95	£5,789	£582,693	£6,134
Average:					£649,000		134	£4,843	£684,409	£5,108
Lamberhurst										
3	Tanyard Cottages	The Broadway	TN3 8DD	21/03/18	£580,000	T	106	£5,472	£601,653	£5,676
	The Forge	School Hill	TN3 8DF	05/01/18	£775,000	D	237	£3,270	£824,095	£3,477
	13	Morland Drive	TN3 8HZ	28/02/18	£545,000	D	159	£3,428	£567,030	£3,566
3	Stone Cottages	Furnace Lane	TN3 8LF	29/03/18	£270,000	T	50	£5,400	£280,080	£5,602
Average:					£542,500		138	£3,931	£568,215	£4,117
Five Oak Green										
	40	Falmouth Place	TN12 6RD	01/12/17	£360,000	S	87	£4,138	£381,399	£4,384
	34	Whetsted Road	TN12 6RS	06/12/17	£325,000	S	72	£4,514	£344,319	£4,782

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	31	Willow Crescent	TN12 6TD	11/01/18	£355,000	S	78	£4,551	£377,489	£4,840
Average:					£346,667		79	£4,388	£367,736	£4,655
Speldhurst										
	The Anchorage	Langton Road	TN3 0JU	07/12/17	£850,000	D	171	£4,971	£900,526	£5,266
	Greenlands	Furzefield Avenue	TN3 0LD	11/12/17	£625,000	D	106	£5,896	£662,151	£6,247
	Chestnut House	Furzefield Avenue	TN3 0LD	12/04/18	£875,000	D	218	£4,014	£875,000	£4,014
	8	Dene Way	TN3 0NX	28/03/18	£848,500	D	180	£4,714	£880,177	£4,890
	9	Southfields	TN3 0PD	18/01/18	£675,000	S	189	£3,571	£717,760	£3,798
	Askaig	Northfields	TN3 0PL	07/12/17	£415,000	S	87	£4,770	£439,669	£5,054
	15	St Marys Lane	TN3 0PR	01/12/17	£320,000	S	73	£4,384	£339,022	£4,644
	15	Cobhams	TN3 0QA	07/12/17	£785,000	D	179	£4,385	£831,662	£4,646
Average:					£674,188		150	£4,483	£705,746	£4,693
Sandhurst										
1	Angel Oast	Queen Street	TN18 5HS	06/02/18	£325,000	S	74	£4,392	£338,137	£4,569
	Driftwood	Rye Road	TN18 5JL	16/03/18	£760,000	D	184	£4,130	£788,373	£4,285
	Ringle Cottage	Rye Road	TN18 5JQ	10/01/18	£240,000	S	82	£2,927	£255,204	£3,112
	2	Oaks Forstal	TN18 5JR	12/02/18	£500,000	D	125	£4,000	£520,211	£4,162
	Apple Barn	Back Road	TN18 5JS	16/03/18	£650,000	D	145	£4,483	£674,267	£4,650
	23	Stream Pit Lane	TN18 5LB	11/12/17	£295,000	D	61	£4,836	£312,535	£5,124
	22	Stream Pit Lane	TN18 5LB	05/01/18	£245,000	S	132	£1,856	£260,520	£1,974
	April Cottage	Rye Road	TN18 5PQ	02/02/18	£258,000	T	78	£3,308	£268,429	£3,441

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Average:					£409,125		110	£3,715	£427,210	£3,879
Benenden										
	Hobbits	New Pond Road	TN17 4EL	22/01/18	£360,000	S	93	£3,871	£382,805	£4,116
Average:					£360,000		93	£3,871	£382,805	£4,116
Langton Green										
	40	Dornden Drive	TN3 OAF	09/03/18	£850,000	D	174	£4,885	£881,733	£5,067
	73	Dornden Drive	TN3 OAG	28/03/18	£625,000	T	151	£4,139	£648,333	£4,294
	Birch Tree House	Hither Chantlers	TN3 OBJ	20/02/18	£1,450,000	D	340	£4,265	£1,508,613	£4,437
	Appledore, 12A	Holmewood Ridge	TN3 OBN	13/12/17	£1,565,000	D	408	£3,836	£1,658,027	£4,064
	15	Newlands	TN3 ODB	28/02/18	£660,000	D	164	£4,024	£686,679	£4,187
	15	Newlands	TN3 ODB	09/03/18	£671,000	D	164	£4,091	£696,051	£4,244
	6	Bushy Gill	TN3 ODD	02/03/18	£690,000	D	126	£5,476	£715,760	£5,681
	Holly Lodge	Langton Road	TN3 ODN	26/01/18	£900,000	D	196	£4,592	£957,013	£4,883
	8	Little Mallet	TN3 OEL	21/03/18	£292,500	T	93	£3,145	£303,420	£3,263
2	The Cricketers	Third Street	TN3 OEN	08/12/17	£540,000	D	64	£8,438	£572,099	£8,939
	Maplehurst	Third Street	TN3 OEN	15/12/17	£355,000	D	72	£4,931	£376,102	£5,224
	17	Salisbury Road	TN3 OES	20/12/17	£320,000	T	79	£4,051	£339,022	£4,291
Flat A	The Laurels	Langton Road	TN3 OET	17/01/18	£140,000	F	53	£2,642	£148,869	£2,809
	Little Quarry	Langholm Road	TN3 OEY	01/03/18	£725,000	D	100	£7,250	£752,067	£7,521
	6	Rushetts	TN3 OHB	01/03/18	£625,000	D	111	£5,631	£648,333	£5,841
	Oakwell House	The Green	TN3 OJB	11/01/18	£1,775,000	D	180	£9,861	£1,887,443	£10,486

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	5	Broom Park	TN3 0RF	05/12/17	£1,375,000	D	331	£4,154	£1,456,733	£4,401
Average:					£797,559		165	£4,832	£837,429	£5,074
Horsmonden										
3	Wharf Cottages	Goudhurst Road	TN12 8AP	11/01/18	£540,000	T	139	£3,885	£574,208	£4,131
	10	Olivers Court	TN12 8BZ	05/01/18	£670,000	D	223	£3,004	£712,443	£3,195
	Elphicks Oast	Spelmonden Road	TN12 8EL	15/12/17	£1,275,000	D	281	£4,537	£1,350,789	£4,807
Flat 6	Heath Court	The Heath	TN12 8JE	09/03/18	£170,000	F	39	£4,359	£176,347	£4,522
	1	Fromandez Drive	TN12 8LN	21/02/18	£495,000	S	149	£3,322	£515,009	£3,456
	3	Springfield Cottages	TN12 8LR	05/01/18	£490,000	S	114	£4,298	£521,041	£4,571
5	Orchard Heights	Furnace Lane	TN12 8LX	05/01/18	£525,000	T	163	£3,221	£558,258	£3,425
3	Orchard Heights	Furnace Lane	TN12 8LX	02/02/18	£439,000	T	136	£3,228	£456,746	£3,358
	2	The Manwarings	TN12 8NQ	31/01/18	£296,000	T	74	£4,000	£314,751	£4,253
Average:					£544,444		146	£3,718	£575,510	£3,930
Sissinghurst										
	Longfield	The Common	TN17 2AD	15/12/17	£970,000	D	223	£4,350	£1,027,659	£4,608
	Oak Cottage	The Street	TN17 2JJ	11/04/18	£315,000	T	103	£3,058	£315,000	£3,058
	1	Sunnyside Cottages	TN17 2JN	08/12/17	£218,000	T	50	£4,360	£230,958	£4,619
Average:					£501,000		125	£3,997	£524,539	£4,185
Frittenden										
1	Gordon Cottages	Cranbrook Road	TN17 2BP	26/01/18	£675,000	S	123	£5,488	£717,760	£5,835
Average:					£675,000		123	£5,488	£717,760	£5,835

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price per (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Bidborough										
	5	Mill Court	TN3 0XN	01/12/17	£297,500	F	57	£5,219	£315,184	£5,530
	61	Bidborough Ridge	TN4 0UU	20/04/18	£1,100,000	D	267	£4,120	£1,100,000	£4,120
	42	Woodland Way	TN4 0UY	18/12/17	£960,000	D	220	£4,364	£1,017,065	£4,623
	31	Woodland Way	TN4 0UY	22/02/18	£765,000	D	127	£6,024	£795,923	£6,267
Average:					£780,625		168	£4,654	£807,043	£4,811
Matfield										
	1	Thistledown	TN12 7EH	20/12/17	£350,000	S	90	£3,889	£370,805	£4,120
	Egypt Oast	Cryals Road	TN12 7HR	28/03/18	£1,195,000	D	360	£3,319	£1,239,614	£3,443
	24	Chestnut Lane	TN12 7JL	15/03/18	£410,000	D	82	£5,000	£425,307	£5,187
Average:					£651,667		177	£3,675	£678,575	£3,827
Iden Green										
	King Charles Cottage	Mill Street	TN17 4HH	26/01/18	£370,000	D	75	£4,933	£393,439	£5,246
	Lynwood	Standen Street	TN17 4HP	28/02/18	£528,000	S	158	£3,342	£549,343	£3,477
Average:					£449,000		117	£3,854	£471,391	£4,046

- 3.11 Tables 2b and 2c below provide an overall analysis of the above Land Registry resale data showing adjusted average values per m² (sorted by the highest to lowest) by settlement and Tunbridge Wells and Southborough ward areas respectively. A key point of this analysis is to consider all available information in an appropriate way for the study purpose, which in this case requires a high level overview of general values ‘patterns’ rather than a site specific ‘focused’ approach.

Table 2b – Land Registry Sold Prices Review Analysis – Tunbridge Wells BC Resales - Updated Average Price per m² by Settlement (December 2017 to April 2018)

Settlements	Sample Size	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Frittenden	1	£717,760	£5,835
Brenchley	5	£684,409	£5,108
Langton Green	17	£837,429	£5,074
Bidborough	4	£807,043	£4,811
Speldhurst	8	£705,746	£4,693
Five Oak Green	3	£367,736	£4,655
Tunbridge Wells	302	£461,983	£4,628
Sissinghurst	3	£524,539	£4,185
Lamberhurst	4	£568,215	£4,117
Benenden	1	£382,805	£4,116
Paddock Wood	30	£366,070	£4,078
Southborough (including High Brooms)	30	£387,203	£4,052
Iden Green	2	£471,391	£4,046
Pembury	11	£388,512	£3,998
Goudhurst	5	£514,946	£3,979
Horsmonden	9	£575,510	£3,930
Cranbrook	14	£418,339	£3,928
Sandhurst	8	£427,210	£3,879
Matfield	3	£678,575	£3,827
Rusthall	4	£394,657	£3,697
Hawkhurst	18	£341,851	£3,426

Table 2c – Land Registry Sold Prices Review Analysis – Tunbridge Wells BC Resales - Updated Average Price per m² by Tunbridge Wells and Southborough Wards (December 2017 to April 2018)

Tunbridge Wells and Southborough Wards	Sample Size	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m²)
Pantiles & St Mark's	44	£576,034	£5,176
Park	37	£517,657	£4,794
St John's	44	£517,686	£4,749
Broadwater	29	£410,234	£4,570
Culverden	37	£457,286	£4,455
Southborough North	24	£551,699	£4,376
Southborough & High Brooms	31	£357,422	£4,303
St James'	45	£310,380	£4,201
Sherwood	26	£447,928	£4,198

Note: the apparent discrepancy in the data samples for Tunbridge Wells and Southborough (332 in Table 2b and 317 in Table 2c), is due to settlement names taken from the Land Registry data not exactly corresponding to electoral boundaries

Review of Land Registry Resale Sold Prices Data (September to November 2018)

- 3.12 As for the new-build dataset, as we progressed to the later project phase in February 2019, we also reviewed the more recent Land Registry resale sold prices available at that point (September to November 2018). As above, the floor areas have been sourced separately – from the Domestic Energy Performance Certificate (EPC) Register operated by Landmark on behalf of the Government and available to view via <https://www.epcregister.com/> under the DCLG's remit. The results are sorted by settlement in table 1d below.

Table 2d – Land Registry Sold Prices Review – Tunbridge Wells BC Resales (September to November 2018) – Sorted by Settlement

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Tunbridge Wells										
	8	Post Office Square	TN1 1BQ	01/10/18	£1,300,000	F	279	£4,659	£1,292,330	£4,632
	23	Post Office Square	TN1 1BQ	18/10/18	£615,000	F	103	£5,971	£611,372	£5,936
	Flat A, 67	London Road	TN1 1DT	15/11/18	£125,000	F	21	£5,952	£124,275	£5,918
	Flat B, 67	London Road	TN1 1DT	15/11/18	£140,000	F	21	£6,667	£139,188	£6,628
	Flat C, 67	London Road	TN1 1DT	15/11/18	£150,000	F	26	£5,769	£149,130	£5,736
	Flat D, 67	London Road	TN1 1DT	15/11/18	£140,000	F	23	£6,087	£139,188	£6,052
	Flat E, 67	London Road	TN1 1DT	15/11/18	£140,000	F	24	£5,833	£139,188	£5,800
	Flat F, 67	London Road	TN1 1DT	15/11/18	£130,000	F	26	£5,000	£129,246	£4,971
	Flat G, 67	London Road	TN1 1DT	15/11/18	£130,000	F	22	£5,909	£129,246	£5,875
	Flat H, 67	London Road	TN1 1DT	15/11/18	£130,000	F	20	£6,500	£129,246	£6,462
The Garden Flat	67	London Road	TN1 1DT	15/11/18	£225,000	F	58	£3,879	£223,695	£3,857
Flat 2	Rose Hill House	Clarence Road	TN1 1HB	05/10/18	£275,000	F	69	£3,986	£273,378	£3,962
Flat 3	Rose Hill House	Clarence Road	TN1 1HB	05/10/18	£275,000	F	63	£4,365	£273,378	£4,339
	8	York Road	TN1 1JY	26/09/18	£236,000	F	45	£5,244	£237,180	£5,271
	1a	Dudley Road	TN1 1LE	21/09/18	£175,000	T	59	£2,966	£175,875	£2,981
	33	Dudley Road	TN1 1LE	02/11/18	£515,000	T	208	£2,476	£512,013	£2,462
Ground Floor Flat	17	Dudley Road	TN1 1LE	06/11/18	£188,000	F	36	£5,222	£186,910	£5,192

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	18C	Dudley Road	TN1 1LF	14/09/18	£180,000	F	39	£4,615	£180,900	£4,638
Ground Floor Flat	32	Dudley Road	TN1 1LF	19/11/18	£160,000	F	41	£3,902	£159,072	£3,880
Flat 1	25	Lime Hill Road	TN1 1LJ	18/10/18	£190,000	F	36	£5,278	£188,879	£5,247
Flat 1	23	Lime Hill Road	TN1 1LJ	19/10/18	£204,500	F	36	£5,681	£203,293	£5,647
Flat 2	14	Lime Hill Road	TN1 1LL	29/10/18	£162,000	F	39	£4,154	£161,044	£4,129
Flat 1	58	Newton Road	TN1 1RU	26/10/18	£218,500	F	46	£4,750	£217,211	£4,722
Apartment 13	Grove Hill House, 21 - 27	Grove Hill Road	TN1 1SA	01/10/18	£340,000	F	82	£4,146	£337,994	£4,122
	40	Grove Hill Road	TN1 1SH	18/10/18	£800,000	T	150	£5,333	£795,280	£5,302
Flat 1	13	Guildford Road	TN1 1SW	10/09/18	£180,000	F	40	£4,500	£180,900	£4,523
Flat 2	13	Guildford Road	TN1 1SW	10/09/18	£185,000	F	42	£4,405	£185,925	£4,427
Flat 3	13	Guildford Road	TN1 1SW	10/09/18	£140,000	F	27	£5,185	£140,700	£5,211
Flat 4	13	Guildford Road	TN1 1SW	10/09/18	£160,000	F	40	£4,000	£160,800	£4,020
Flat 5	13	Guildford Road	TN1 1SW	10/09/18	£250,000	F	76	£3,289	£251,250	£3,306
	21	Norfolk Road	TN1 1TD	19/10/18	£628,000	T	107	£5,869	£624,295	£5,835
	60	Claremont Road	TN1 1TF	23/10/18	£950,000	T	190	£5,000	£944,395	£4,971
	23C	Mount Sion	TN1 1TZ	10/09/18	£265,000	F	80	£3,313	£266,325	£3,329
	23A	Mount Sion	TN1 1TZ	10/09/18	£240,000	F	75	£3,200	£241,200	£3,216
	23D	Mount Sion	TN1 1TZ	10/09/18	£195,000	F	80	£2,438	£195,975	£2,450
	23E	Mount Sion	TN1 1TZ	10/09/18	£275,000	F	77	£3,571	£276,375	£3,589
Flat 4	5	Mount Sion	TN1 1TZ	21/09/18	£212,500	F	42	£5,060	£213,563	£5,085

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Flat 3	1a	High Street	TN1 1UL	14/11/18	£200,000	F	51	£3,922	£198,840	£3,899
Flat 3	10	Grove Avenue	TN1 1UP	22/10/18	£290,000	F	46	£6,304	£288,289	£6,267
Flat 3	4	Grove Avenue	TN1 1UP	31/10/18	£253,000	F	50	£5,060	£251,507	£5,030
	6	Christchurch Avenue	TN1 1UW	02/11/18	£845,000	T	155	£5,452	£840,099	£5,420
Flat 9	Hertford Place, 36 - 40	High Street	TN1 1XF	07/09/18	£299,500	F	74	£4,047	£300,998	£4,068
	The Stables	Frog Lane	TN1 1YT	21/11/18	£335,000	S	59	£5,678	£333,057	£5,645
1	Stanley Cottages	Stanley Road	TN1 2BA	30/11/18	£300,000	S	55	£5,455	£298,260	£5,423
	34	Grosvenor Park	TN1 2BD	03/10/18	£510,000	T	119	£4,286	£506,991	£4,260
	8	Hill Street	TN1 2BY	19/09/18	£251,000	T	67	£3,746	£252,255	£3,765
	44	Goods Station Road	TN1 2DB	23/11/18	£240,000	T	58	£4,138	£238,608	£4,114
	73	Goods Station Road	TN1 2DF	27/09/18	£273,500	T	62	£4,411	£274,868	£4,433
Flat 12	47	Upper Grosvenor Road	TN1 2DY	19/10/18	£180,000	F	42	£4,286	£178,938	£4,260
Flat 9	Dorchester House	Hasletts Close	TN1 2EE	19/10/18	£165,000	F	35	£4,714	£164,027	£4,686
	189	Upper Grosvenor Road	TN1 2EF	18/10/18	£832,500	S	232	£3,588	£827,588	£3,567
	226	Upper Grosvenor Road	TN1 2EH	18/10/18	£472,000	S	112	£4,214	£469,215	£4,189
Flat 2	26	Upper Grosvenor Road	TN1 2EP	19/09/18	£152,000	F	39	£3,897	£152,760	£3,917
Flat 2	172	Upper Grosvenor Road	TN1 2EQ	28/09/18	£278,000	F	81	£3,432	£279,390	£3,449
	156B	Upper Grosvenor Road	TN1 2EQ	26/10/18	£365,000	S	72	£5,069	£362,847	£5,040
	64	Upper Grosvenor Road	TN1 2ET	07/09/18	£900,000	S	219	£4,110	£904,500	£4,130

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Flat 4	40	Upper Grosvenor Road	TN1 2ET	09/11/18	£185,000	F	43	£4,302	£183,927	£4,277
Flat B	74	Upper Grosvenor Road	TN1 2EU	16/10/18	£101,000	F	26	£3,885	£100,404	£3,862
	138A	Upper Grosvenor Road	TN1 2EX	10/10/18	£234,000	F	43	£5,442	£232,619	£5,410
Flat 5	Kingfisher House, 11	Quarry Road	TN1 2EY	26/10/18	£149,500	F	50	£2,990	£148,618	£2,972
3	Wigg House	Medway Road	TN1 2FB	20/09/18	£245,000	F	60	£4,083	£246,225	£4,104
Apartment 25	Jackwood Court	Jackwood Way	TN1 2GE	23/11/18	£225,000	F	65	£3,462	£223,695	£3,441
	93	St James Road	TN1 2HH	12/10/18	£390,000	S	84	£4,643	£387,699	£4,615
	13	Rochdale Road	TN1 2JD	26/09/18	£285,000	T	51	£5,588	£286,425	£5,616
	49	Rochdale Road	TN1 2JD	29/10/18	£300,000	T	89	£3,371	£298,230	£3,351
	11	Stratford Street	TN1 2JH	16/11/18	£310,000	S	81	£3,827	£308,202	£3,805
	19	Stratford Street	TN1 2JH	30/11/18	£415,000	S	87	£4,770	£412,593	£4,742
Flat 2	11	Calverley Park Gardens	TN1 2JP	28/09/18	£600,000	F	146	£4,110	£603,000	£4,130
Flat 7	Carter House, 7	Calverley Park Gardens	TN1 2JP	25/10/18	£240,000	F	51	£4,706	£238,584	£4,678
	45	Western Road	TN1 2JQ	17/10/18	£310,000	S	72	£4,306	£308,171	£4,280
	49	Western Road	TN1 2JQ	21/11/18	£250,000	S	65	£3,846	£248,550	£3,824
	35	St James Road	TN1 2JY	27/09/18	£1,000,000	D	185	£5,405	£1,005,000	£5,432
Flat 2	3	St James Road	TN1 2JY	11/10/18	£277,500	F	50	£5,550	£275,863	£5,517
	72	St James Park	TN1 2LL	22/11/18	£450,000	S	96	£4,688	£447,390	£4,660

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	39	Dorking Road	TN1 2LN	24/09/18	£900,000	D	200	£4,500	£904,500	£4,523
	57	Dorking Road	TN1 2LN	30/11/18	£425,000	S	100	£4,250	£422,535	£4,225
	105	St James Park	TN1 2LQ	20/11/18	£490,000	S	94	£5,213	£487,158	£5,183
	3	Calverley Park Crescent	TN1 2NB	14/11/18	£925,000	T	169	£5,473	£919,635	£5,442
1	White Lodge, 33	Lansdowne Road	TN1 2NN	04/10/18	£300,000	F	78	£3,846	£298,230	£3,823
	31	Lansdowne Road	TN1 2NQ	27/09/18	£2,100,000	D	462	£4,545	£2,110,500	£4,568
	38	Beulah Road	TN1 2NR	27/09/18	£750,000	S	115	£6,522	£753,750	£6,554
	23D	Beulah Road	TN1 2NS	10/09/18	£476,400	D	96	£4,963	£478,782	£4,987
	28	Dukes Road	TN1 2PA	02/10/18	£450,000	S	110	£4,091	£447,345	£4,067
	47	Albion Road	TN1 2PB	20/09/18	£635,000	S	144	£4,410	£638,175	£4,432
	36	Albion Road	TN1 2PF	22/10/18	£500,000	T	94	£5,319	£497,050	£5,288
	50	Stanley Road	TN1 2RL	06/11/18	£309,000	T	84	£3,679	£307,208	£3,657
	41	Norman Road	TN1 2RT	16/10/18	£350,000	T	80	£4,375	£347,935	£4,349
	62	Calverley Road	TN1 2TD	14/11/18	£760,000	T	116	£6,552	£755,592	£6,514
	27	Calverley Street	TN1 2XD	16/10/18	£409,000	S	78	£5,244	£406,587	£5,213
Flat 21	Richard Beau Nash Apartments, 6 - 8	Garden Road	TN1 2XW	05/11/18	£295,000	F	66	£4,470	£293,289	£4,444
	Dunvegan	Liptraps Lane	TN2 3AA	27/09/18	£405,000	D	115	£3,522	£407,025	£3,539
	18	Oak Road	TN2 3AL	28/09/18	£250,000	S	75	£3,333	£251,250	£3,350

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
6	Clifton Cottages	Clifton Road	TN2 3AS	28/09/18	£220,000	T	61	£3,607	£221,100	£3,625
5	The Manor	Badgers Holt	TN2 3ET	23/11/18	£400,000	F	90	£4,444	£397,680	£4,419
	11	Lakewood Drive	TN2 3FH	28/11/18	£237,500	F	74	£3,209	£236,123	£3,191
	12	Hedgerow Lane	TN2 3FS	12/10/18	£315,000	S	71	£4,437	£313,142	£4,410
	87	Addison Road	TN2 3GG	28/09/18	£250,000	F	74	£3,378	£251,250	£3,395
	37	Addison Road	TN2 3GG	03/10/18	£230,000	F	62	£3,710	£228,643	£3,688
	46	Addison Road	TN2 3GG	12/10/18	£185,000	F	47	£3,936	£183,909	£3,913
	34	Addison Road	TN2 3GG	23/11/18	£227,000	F	61	£3,721	£225,683	£3,700
	30	Queripel Close	TN2 3GH	06/09/18	£190,000	F	43	£4,419	£190,950	£4,441
	14	Queripel Close	TN2 3GH	15/11/18	£230,000	F	60	£3,833	£228,666	£3,811
	16	Dougall Close	TN2 3GN	22/10/18	£162,500	T	75	£2,167	£161,541	£2,154
	72	Oakwood Rise	TN2 3HF	26/10/18	£180,000	T	39	£4,615	£178,938	£4,588
	127	Green Way	TN2 3HJ	05/10/18	£310,000	T	55	£5,636	£308,171	£5,603
	50	Green Way	TN2 3JN	07/09/18	£205,000	T	43	£4,767	£206,025	£4,791
	22	Sandhurst Road	TN2 3JR	29/11/18	£390,000	S	109	£3,578	£387,738	£3,557
	9	High Beeches	TN2 3LA	01/11/18	£255,000	S	70	£3,643	£253,521	£3,622
	61	Sherwood Road	TN2 3LD	20/11/18	£200,000	S	64	£3,125	£198,840	£3,107
	155	Sherwood Road	TN2 3LE	12/10/18	£275,000	T	70	£3,929	£273,378	£3,905
	108	Sherwood Road	TN2 3LH	14/11/18	£280,000	T	82	£3,415	£278,376	£3,395
	56	Cleveland	TN2 3NH	28/09/18	£420,000	D	90	£4,667	£422,100	£4,690
	7	Humboldt Court	TN2 3PE	26/10/18	£587,500	D	109	£5,390	£584,034	£5,358

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	3	College Drive	TN2 3PN	12/11/18	£775,000	S	140	£5,536	£770,505	£5,504
	16	Shrublands Court	TN2 3PS	09/11/18	£217,000	F	69	£3,145	£215,741	£3,127
16	Heathfields	Sandrock Road	TN2 3PU	10/10/18	£240,000	F	65	£3,692	£238,584	£3,671
Flat 15	Sandrock House	Sandrock Road	TN2 3PZ	19/11/18	£189,950	F	45	£4,221	£188,848	£4,197
Apartment 18	Pembury Place	Trinity Close	TN2 3QL	03/09/18	£410,000	F	96	£4,271	£412,050	£4,292
	11	Trinity Close	TN2 3QP	23/11/18	£637,500	T	135	£4,722	£633,803	£4,695
	Little Penfro	Pembury Road	TN2 3QY	16/11/18	£665,000	D	173	£3,844	£661,143	£3,822
Flat 3	Dorin Court	Pembury Road	TN2 3RH	26/09/18	£375,000	F	71	£5,282	£376,875	£5,308
5	Lomaria Court	Ferndale Close	TN2 3RW	21/09/18	£210,000	F	61	£3,443	£211,050	£3,460
3	Lomaria Court	Ferndale Close	TN2 3RW	22/10/18	£260,000	F	67	£3,881	£258,466	£3,858
	22	Hilbert Road	TN2 3SA	02/10/18	£605,000	D	138	£4,384	£601,431	£4,358
	96	Ravenswood Avenue	TN2 3SJ	10/10/18	£570,000	D	107	£5,327	£566,637	£5,296
	61	Ravenswood Avenue	TN2 3SQ	09/11/18	£447,000	S	84	£5,321	£444,407	£5,291
1	Springshaw Court	Sandhurst Park	TN2 3SS	30/11/18	£260,000	F	85	£3,059	£258,492	£3,041
Flat 16	St Philips Court	Sandhurst Road	TN2 3SW	20/11/18	£140,000	F	36	£3,889	£139,188	£3,866
	24	Sandhurst Park	TN2 3SZ	14/09/18	£375,550	S	89	£4,220	£377,428	£4,241
	7	Birken Road	TN2 3TE	26/11/18	£276,000	S	80	£3,450	£274,399	£3,430
	95	Harries Road	TN2 3TP	05/11/18	£251,000	S	76	£3,303	£249,544	£3,283
	5	Allandale Road	TN2 3TY	28/11/18	£281,000	T	76	£3,697	£279,370	£3,676
	7	Highlands	TN2 3UF	07/09/18	£265,000	T	59	£4,492	£266,325	£4,514

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	25	Willicombe Park	TN2 3US	12/10/18	£390,000	T	90	£4,333	£387,699	£4,308
31	Park House	Kingswood Road	TN2 4BP	14/09/18	£255,000	F	59	£4,322	£256,275	£4,344
33	Park House	Kingswood Road	TN2 4BP	28/09/18	£269,000	F	59	£4,559	£270,345	£4,582
	Hamptons	Sandown Park	TN2 4QG	15/11/18	£655,000	D	132	£4,962	£651,201	£4,933
	The Old Mission Hall, 13	Stafford Road	TN2 4QZ	10/10/18	£386,000	D	78	£4,949	£383,723	£4,920
	16	Sandown Grove	TN2 4RW	11/10/18	£935,000	D	214	£4,369	£929,484	£4,343
	4	Waverley Drive	TN2 4RX	26/10/18	£758,000	D	145	£5,228	£753,528	£5,197
	14	Cambridge Street	TN2 4SJ	30/11/18	£825,000	S	147	£5,612	£820,215	£5,580
	25	Princes Street	TN2 4SL	19/10/18	£650,000	S	128	£5,078	£646,165	£5,048
Garden Flat	32	Prospect Road	TN2 4SQ	02/11/18	£285,000	F	69	£4,130	£283,347	£4,106
	12	Prospect Road	TN2 4SQ	21/11/18	£620,000	T	117	£5,299	£616,404	£5,268
Flat 8	Beech Manor	Bayhall Road	TN2 4TP	02/11/18	£315,000	F	87	£3,621	£313,173	£3,600
Flat 5	Elmdene, 4	Camden Park	TN2 4TW	20/11/18	£440,000	F	114	£3,860	£437,448	£3,837
	3	Regent Place	TN2 4UP	27/09/18	£725,000	T	172	£4,215	£728,625	£4,236
	11	Windmill Street	TN2 4UU	19/10/18	£255,000	T	57	£4,474	£253,496	£4,447
Flat 11	Kings Park	Kingswood Road	TN2 4XF	03/09/18	£440,000	F	78	£5,641	£442,200	£5,669
	Cedar House	Camden Park	TN2 5AE	14/09/18	£981,000	D	247	£3,972	£985,905	£3,992
	24A	Dorset Road	TN2 5AP	16/10/18	£125,000	F	45	£2,778	£124,263	£2,761
	2	Napier Road	TN2 5AT	23/11/18	£518,000	S	97	£5,340	£514,996	£5,309
	41	Napier Road	TN2 5AU	09/11/18	£390,000	S	76	£5,132	£387,738	£5,102

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	15	Farmcombe Road	TN2 5DE	23/11/18	£615,000	S	82	£7,500	£611,433	£7,457
	86	Farmcombe Road	TN2 5DH	20/11/18	£705,000	D	124	£5,685	£700,911	£5,653
	118	Farmcombe Road	TN2 5DL	03/10/18	£850,000	D	152	£5,592	£844,985	£5,559
	31	Delves Avenue	TN2 5DP	23/11/18	£825,000	D	153	£5,392	£820,215	£5,361
	25	Cavendish Drive	TN2 5DU	16/10/18	£400,000	S	53	£7,547	£397,640	£7,503
	36	Cavendish Drive	TN2 5DX	16/10/18	£387,000	S	62	£6,242	£384,717	£6,205
	63	Warwick Park	TN2 5EJ	19/10/18	£1,225,000	D	213	£5,751	£1,217,773	£5,717
	61	Warwick Park	TN2 5EJ	30/10/18	£1,050,000	D	154	£6,818	£1,043,805	£6,778
Flat 7	Cedars, 90	Warwick Park	TN2 5EN	06/11/18	£270,000	F	66	£4,091	£268,434	£4,067
	215A	Forest Road	TN2 5HT	31/10/18	£660,000	T	221	£2,986	£656,106	£2,969
	177	Forest Road	TN2 5JA	03/09/18	£985,000	D	216	£4,560	£989,925	£4,583
	Cumberland House, 170	Forest Road	TN2 5JD	02/11/18	£875,000	D	223	£3,924	£869,925	£3,901
	17	Maple Gardens	TN2 5JE	31/10/18	£860,000	D	175	£4,914	£854,926	£4,885
	2	Wybourne Rise	TN2 5JG	02/11/18	£925,000	D	211	£4,384	£919,635	£4,358
	15	Benhall Mill Road	TN2 5JH	06/09/18	£338,000	T	71	£4,761	£339,690	£4,784
	22	Acer Avenue	TN2 5JQ	05/11/18	£750,000	D	217	£3,456	£745,650	£3,436
	27B	Frant Road	TN2 5JT	17/10/18	£307,500	F	68	£4,522	£305,686	£4,495
	16	Clarendon Gardens	TN2 5LA	19/10/18	£800,000	D	127	£6,299	£795,280	£6,262
	12	Clarendon Way	TN2 5LD	28/09/18	£650,000	D	127	£5,118	£653,250	£5,144
	48	Frant Road	TN2 5LJ	18/10/18	£1,645,000	D	294	£5,595	£1,635,295	£5,562

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	7	Chenies Close	TN2 5LL	12/10/18	£184,000	F	48	£3,833	£182,914	£3,811
	89	Frant Road	TN2 5LP	02/11/18	£1,570,000	D	437	£3,593	£1,560,894	£3,572
	8	Broadwater Down	TN2 5NG	14/09/18	£1,200,000	D	236	£5,085	£1,206,000	£5,110
Flat 3	29	Broadwater Down	TN2 5NL	18/10/18	£444,868	F	110	£4,044	£442,243	£4,020
	20	St Georges Park	TN2 5NT	05/11/18	£535,000	D	114	£4,693	£531,897	£4,666
Apartment 2	The Ridgeway, 32	Broadwater Down	TN2 5NX	25/09/18	£400,000	F	96	£4,167	£402,000	£4,188
	9	Linden Park Road	TN2 5QL	23/11/18	£1,725,000	F	531	£3,249	£1,714,995	£3,230
	25	Linden Gardens	TN2 5QU	07/09/18	£1,165,000	D	230	£5,065	£1,170,825	£5,091
	39	Gloucester Place	TN2 5QW	03/10/18	£510,000	F	103	£4,951	£506,991	£4,922
Flat 15	Regency Hall	Linden Park Road	TN2 5QZ	29/10/18	£330,000	F	72	£4,583	£328,053	£4,556
	4	Leneda Drive	TN2 5RJ	21/11/18	£375,000	S	73	£5,137	£372,825	£5,107
	116	Broadmead	TN2 5RW	10/09/18	£498,750	D	113	£4,414	£501,244	£4,436
	100	Broadmead	TN2 5RW	05/10/18	£310,000	S	67	£4,627	£308,171	£4,600
	21	Underwood Rise	TN2 5RY	25/10/18	£425,000	S	109	£3,899	£422,493	£3,876
Flat 3	4	Madeira Park	TN2 5SU	31/10/18	£390,000	F	85	£4,588	£387,699	£4,561
	Willow Lodge	Rodmell Road	TN2 5SW	27/09/18	£1,275,000	D	258	£4,942	£1,281,375	£4,967
Flat 1	Warwick Towers, 42	Warwick Park	TN2 5TB	23/11/18	£150,000	F	29	£5,172	£149,130	£5,142
	61a	The Pantiles	TN2 5TE	31/10/18	£320,000	F	59	£5,424	£318,112	£5,392
	9	Moat Farm	TN2 5XG	17/10/18	£675,000	D	163	£4,141	£671,018	£4,117
	60	Longmeads	TN3 0AY	04/10/18	£607,500	D	101	£6,015	£603,916	£5,979

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	East Birchetts	Stockland Green Road	TN3 0TY	18/10/18	£733,000	T	327	£2,242	£728,675	£2,228
	1	Brian Crescent	TN4 0AP	06/11/18	£775,000	D	158	£4,905	£770,505	£4,877
	23	Brian Crescent	TN4 0AP	30/11/18	£480,000	D	93	£5,161	£477,216	£5,131
	21	Pennington Place	TN4 0AQ	27/09/18	£670,000	D	127	£5,276	£673,350	£5,302
	3	Brokes Way	TN4 0AR	16/10/18	£350,000	S	84	£4,167	£347,935	£4,142
	95	Yew Tree Road	TN4 0BJ	14/09/18	£730,000	D	170	£4,294	£733,650	£4,316
	80	Yew Tree Road	TN4 0BN	28/09/18	£655,000	D	157	£4,172	£658,275	£4,193
	47	Chestnut Avenue	TN4 0BT	11/10/18	£482,500	S	102	£4,730	£479,653	£4,702
	37	Taylor Street	TN4 0DU	23/11/18	£253,650	T	90	£2,818	£252,179	£2,802
	23	Taylor Street	TN4 0DU	27/11/18	£375,000	T	89	£4,213	£372,825	£4,189
	42	Holden Park Road	TN4 0ER	04/10/18	£170,000	F	49	£3,469	£168,997	£3,449
	25	Forge Road	TN4 0EU	10/09/18	£307,000	T	82	£3,744	£308,535	£3,763
	41	Forge Road	TN4 0EX	16/11/18	£295,000	T	74	£3,986	£293,289	£3,963
	8	Bedford Road	TN4 0HJ	27/09/18	£475,000	S	104	£4,567	£477,375	£4,590
	68	Ladys Gift Road	TN4 0JS	24/10/18	£207,000	F	48	£4,313	£205,779	£4,287
	6	Pinewood Gardens	TN4 0NN	10/09/18	£540,000	S	112	£4,821	£542,700	£4,846
	7	Sheffield Road	TN4 0PD	09/11/18	£310,000	S	66	£4,697	£308,202	£4,670
	80	Springfield Road	TN4 0RB	22/11/18	£290,000	T	90	£3,222	£288,318	£3,204
	12	Valley View	TN4 0SY	27/09/18	£598,000	D	139	£4,302	£600,990	£4,324
	11	Darnley Drive	TN4 0TH	30/11/18	£926,000	D	184	£5,033	£920,629	£5,003
	6	Dower House Crescent	TN4 0TS	26/10/18	£862,000	D	151	£5,709	£856,914	£5,675

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Apartment 3	Chartwell Lodge	Bishops Down Road	TN4 8AF	17/09/18	£168,000	F	45	£3,733	£168,840	£3,752
Apartment 15	Chartwell Lodge	Bishops Down Road	TN4 8AF	28/09/18	£200,000	F	55	£3,636	£201,000	£3,655
Apartment 6	Chartwell Lodge	Bishops Down Road	TN4 8AF	27/11/18	£235,000	F	54	£4,352	£233,637	£4,327
	21	Royal Chase	TN4 8AX	01/10/18	£882,000	D	136	£6,485	£876,796	£6,447
Flat 4 Beaumont House	56	Mount Ephraim	TN4 8BB	08/10/18	£162,500	F	61	£2,664	£161,541	£2,648
Apartment 21	Molyneux Place	Molyneux Park Road	TN4 8DQ	03/09/18	£590,000	F	141	£4,184	£592,950	£4,205
	18	Ashdown Close	TN4 8DU	08/11/18	£330,000	S	86	£3,837	£328,086	£3,815
Flat B	1	Boyne Park	TN4 8EL	03/09/18	£180,000	F	30	£6,000	£180,900	£6,030
Flat J	1	Boyne Park	TN4 8EL	11/09/18	£250,000	F	42	£5,952	£251,250	£5,982
Flat G	1	Boyne Park	TN4 8EL	12/09/18	£230,000	F	41	£5,610	£231,150	£5,638
Flat K	1	Boyne Park	TN4 8EL	12/09/18	£249,999	F	50	£5,000	£251,249	£5,025
Flat C	1	Boyne Park	TN4 8EL	04/10/18	£425,000	F	76	£5,592	£422,493	£5,559
Flat 4	15	Spring Walk	TN4 8EQ	06/09/18	£285,000	F	71	£4,014	£286,425	£4,034
Flat 4	Alder Lodge	Warberry Park Gardens	TN4 8GL	20/11/18	£645,000	F	167	£3,862	£641,259	£3,840
Flat 21	Court Royal	Eridge Road	TN4 8HT	29/11/18	£260,000	F	104	£2,500	£258,492	£2,486
	124	Summervale Road	TN4 8JG	20/09/18	£371,500	S	87	£4,270	£373,358	£4,291

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	47	Summervale Road	TN4 8JL	21/09/18	£370,500	S	90	£4,117	£372,353	£4,137
	9	Eastlands Road	TN4 8JR	16/11/18	£395,000	S	87	£4,540	£392,709	£4,514
	26	Ramslye Road	TN4 8LL	05/10/18	£265,000	F	73	£3,630	£263,437	£3,609
	3	Ramslye Road	TN4 8LT	16/10/18	£254,388	F	70	£3,634	£252,887	£3,613
	3	Cabbage Stalk Lane	TN4 8NG	01/10/18	£587,500	D	98	£5,995	£584,034	£5,960
	Woggles	Harmony Street	TN4 8NS	30/11/18	£750,000	D	199	£3,769	£745,650	£3,747
	33	Upper Street	TN4 8NX	24/09/18	£375,000	T	91	£4,121	£376,875	£4,141
	2	Tristan Gardens	TN4 8PD	05/10/18	£488,000	D	92	£5,304	£485,121	£5,273
	19	Tristan Gardens	TN4 8PD	23/11/18	£490,000	D	92	£5,326	£487,158	£5,295
	33	Sunnyside Road	TN4 8RB	28/09/18	£417,000	T	109	£3,826	£419,085	£3,845
	34	Common View	TN4 8RG	12/10/18	£288,000	T	82	£3,512	£286,301	£3,491
8	Summer Cottages	Burdett Road	TN4 8RT	18/10/18	£248,000	T	55	£4,509	£246,537	£4,482
	65	Southwood Road	TN4 8SR	05/10/18	£331,500	T	68	£4,875	£329,544	£4,846
	60	Parsonage Road	TN4 8TA	12/10/18	£182,000	T	76	£2,395	£180,926	£2,381
	22	Lower Green Road	TN4 8TE	03/10/18	£330,000	T	52	£6,346	£328,053	£6,309
	16	Shirley Grove	TN4 8TJ	19/09/18	£340,000	T	107	£3,178	£341,700	£3,193
	2	Parsonage Close	TN4 8TZ	05/10/18	£345,000	S	91	£3,791	£342,965	£3,769
	10	Manor Park	TN4 8XP	30/11/18	£1,550,000	D	270	£5,741	£1,541,010	£5,707
Flat 3	Beechhurst	Hurstwood Lane	TN4 8YA	16/11/18	£400,000	F	107	£3,738	£397,680	£3,717
	39	Wilman Road	TN4 9AL	30/10/18	£680,000	S	151	£4,503	£675,988	£4,477

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	75	Newlands Road	TN4 9AR	12/09/18	£545,000	S	102	£5,343	£547,725	£5,370
	91	Newlands Road	TN4 9AR	01/11/18	£440,000	S	94	£4,681	£437,448	£4,654
	53	Newlands Road	TN4 9AR	30/11/18	£375,000	S	88	£4,261	£372,825	£4,237
	69	Montgomery Road	TN4 9ER	11/10/18	£335,000	T	83	£4,036	£333,024	£4,012
38	The Dairy, 103	St Johns Road	TN4 9FJ	30/11/18	£364,950	F	50	£7,299	£362,833	£7,257
	150	Silverdale Road	TN4 9HU	16/11/18	£320,000	T	69	£4,638	£318,144	£4,611
	47	Silverdale Road	TN4 9HY	14/09/18	£400,000	T	95	£4,211	£402,000	£4,232
	61	Silverdale Road	TN4 9HY	14/09/18	£325,000	S	74	£4,392	£326,625	£4,414
Ground Floor Flat	84a	Silverdale Road	TN4 9HZ	05/10/18	£163,000	F	43	£3,791	£162,038	£3,768
	41	Stephens Road	TN4 9JD	05/10/18	£560,000	S	131	£4,275	£556,696	£4,250
	57	Stephens Road	TN4 9JD	09/11/18	£572,500	S	125	£4,580	£569,180	£4,553
	32	All Saints Road	TN4 9JF	20/11/18	£450,000	D	99	£4,545	£447,390	£4,519
	42	All Saints Road	TN4 9JF	21/11/18	£400,000	T	99	£4,040	£397,680	£4,017
	3	St Michaels Road	TN4 9JG	14/09/18	£375,000	T	79	£4,747	£376,875	£4,771
	9	St Lukes Road	TN4 9JH	14/09/18	£412,000	S	84	£4,905	£414,060	£4,929
	46	St Lukes Road	TN4 9JH	22/10/18	£335,000	T	71	£4,718	£333,024	£4,690
	7	Merrion Way	TN4 9JL	05/10/18	£383,000	S	81	£4,728	£380,740	£4,700
Flat 6	12	Woodbury Park Road	TN4 9JZ	23/11/18	£270,000	F	68	£3,971	£268,434	£3,948
	1a	Queens Road	TN4 9LL	30/11/18	£215,000	F	44	£4,886	£213,753	£4,858
21	Hamilton House	Amherst Road	TN4 9LQ	19/10/18	£375,000	F	88	£4,261	£372,788	£4,236

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Flat 6	The Nightingales	Queens Road	TN4 9LU	09/11/18	£229,000	F	57	£4,018	£227,672	£3,994
Flat 3	22	Queens Road	TN4 9LY	16/11/18	£145,000	F	36	£4,028	£144,159	£4,004
	1	Dunstan Road	TN4 9NE	14/09/18	£480,000	T	108	£4,444	£482,400	£4,467
	48b	Woodbury Park Road	TN4 9NG	09/11/18	£282,500	F	78	£3,622	£280,862	£3,601
	28b	Woodbury Park Road	TN4 9NH	24/10/18	£317,500	F	79	£4,019	£315,627	£3,995
Flat 1	Bridge House	Woodbury Park Road	TN4 9NJ	12/10/18	£162,500	F	36	£4,514	£161,541	£4,487
	56	Hopwood Gardens	TN4 9PU	18/09/18	£570,000	S	128	£4,453	£572,850	£4,475
	16	Hopwood Gardens	TN4 9PU	01/10/18	£545,000	S	100	£5,450	£541,785	£5,418
	36	Connaught Way	TN4 9QL	30/11/18	£931,501	D	184	£5,063	£926,098	£5,033
	5	Knightsbridge Close	TN4 9QN	04/10/18	£700,000	D	123	£5,691	£695,870	£5,657
	35	Connaught Way	TN4 9QP	26/09/18	£1,022,000	D	234	£4,368	£1,027,110	£4,389
	69	Culverden Park Road	TN4 9RB	05/11/18	£499,950	S	123	£4,065	£497,050	£4,041
	26	John Street	TN4 9RR	04/10/18	£415,000	S	86	£4,826	£412,552	£4,797
	19	Culverden Down	TN4 9SB	30/11/18	£477,500	S	94	£5,080	£474,731	£5,050
Flat 8	Firs Court	Culverden Down	TN4 9SE	25/10/18	£232,000	F	59	£3,932	£230,631	£3,909
	50	Culverden Down	TN4 9SG	03/09/18	£924,000	S	180	£5,133	£928,620	£5,159
	65	Coniston Avenue	TN4 9SR	15/11/18	£520,000	D	117	£4,444	£516,984	£4,419
	23	Thirlmere Road	TN4 9SS	14/09/18	£278,500	T	75	£3,713	£279,893	£3,732
Flat 6	Bell Court	Exchange Mews	TN4 9TL	18/10/18	£263,000	F	67	£3,925	£261,448	£3,902
Flat 35	Edison Court	Exchange Mews	TN4 9TR	19/10/18	£297,500	F	60	£4,958	£295,745	£4,929

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Flat 3	Edison Court	Exchange Mews	TN4 9TR	30/11/18	£265,000	F	65	£4,077	£263,463	£4,053
Average:					£441,579		99	£4,476	£440,410	£4,464
Southborough (Including High Brooms)										
	41A	Clifton Road	TN2 3AR	13/11/18	£380,000	D	85	£4,471	£377,796	£4,445
	139	Clifton Road	TN2 3AU	05/10/18	£355,000	S	87	£4,080	£352,906	£4,056
	12	Crendon Park	TN4 OBE	28/09/18	£462,500	S	104	£4,447	£464,813	£4,469
	66	Edward Street	TN4 OEB	21/09/18	£340,000	T	70	£4,857	£341,700	£4,881
	51	Edward Street	TN4 OEY	24/10/18	£327,500	S	89	£3,680	£325,568	£3,658
	31B	Edward Street	TN4 OHA	25/10/18	£429,950	S	109	£3,944	£427,413	£3,921
	31A	Edward Street	TN4 OHA	30/11/18	£380,000	S	97	£3,918	£377,796	£3,895
	19	Western Road	TN4 OHG	10/10/18	£295,000	S	79	£3,734	£293,260	£3,712
	9	Meadow Road	TN4 OHL	21/09/18	£285,000	S	60	£4,750	£286,425	£4,774
	12	Edward Street	TN4 OHP	10/10/18	£340,000	S	96	£3,542	£337,994	£3,521
	6	Meadow Road	TN4 OHR	27/09/18	£295,000	T	59	£5,000	£296,475	£5,025
	27	Broomhill Park Road	TN4 OJY	19/09/18	£298,750	T	88	£3,395	£300,244	£3,412
	17	Crundwell Road	TN4 OLL	16/11/18	£309,000	S	79	£3,911	£307,208	£3,889
8	Brookfield Court	Springfield Road	TN4 OLY	06/11/18	£144,000	F	62	£2,323	£143,165	£2,309
Apartment 8	Summer Court, 12	Park Road	TN4 ONX	05/10/18	£265,000	F	73	£3,630	£263,437	£3,609
Flat 1	28	Park Road	TN4 ONX	23/11/18	£174,000	F	50	£3,480	£172,991	£3,460
	4	Woodlands Court	TN4 ONY	07/11/18	£230,000	F	60	£3,833	£228,666	£3,811

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Flat 1	61	London Road	TN4 0PB	29/11/18	£170,000	F	63	£2,698	£169,014	£2,683
	Hawthorn Cottage	Castle Street	TN4 0PE	14/09/18	£310,000	T	67	£4,627	£311,550	£4,650
	116a	London Road	TN4 0PN	05/09/18	£177,500	F	61	£2,910	£178,388	£2,924
	36g	London Road	TN4 0PX	17/09/18	£155,000	F	42	£3,690	£155,775	£3,709
	The Gables	London Road	TN4 0PX	06/11/18	£1,100,000	D	202	£5,446	£1,093,620	£5,414
	Pinehurst	London Road	TN4 0RJ	10/09/18	£700,000	D	173	£4,046	£703,500	£4,066
Flat 12	Dennington Court	Pennington Road	TN4 0SQ	16/10/18	£227,500	F	65	£3,500	£226,158	£3,479
	1	Colebrook Road	TN4 9BS	12/09/18	£335,000	S	86	£3,895	£336,675	£3,915
	15	Colebrook Road	TN4 9BS	19/10/18	£362,000	S	84	£4,310	£359,864	£4,284
	9	Nursery Road	TN4 9BY	14/11/18	£205,500	T	66	£3,114	£204,308	£3,096
	50	High Brooms Road	TN4 9DB	12/10/18	£310,000	D	80	£3,875	£308,171	£3,852
	19	Weare Road	TN4 9DG	12/10/18	£305,000	T	81	£3,765	£303,201	£3,743
	142	Powder Mill Lane	TN4 9DU	21/09/18	£255,000	S	72	£3,542	£256,275	£3,559
Average:					£330,773		83	£3,987	£330,145	£3,979
Paddock Wood										
	18	Station Road	TN12 6AB	14/09/18	£250,000	T	77	£3,247	£251,250	£3,263
	101	Maidstone Road	TN12 6AE	01/11/18	£252,000	T	92	£2,739	£250,538	£2,723
	43	Newton Gardens	TN12 6AJ	04/10/18	£377,500	S	84	£4,494	£375,273	£4,468
	92	Allington Road	TN12 6AS	06/09/18	£385,000	S	107	£3,598	£386,925	£3,616
	7	Poppy Meadow	TN12 6BN	05/09/18	£470,000	D	80	£5,875	£472,350	£5,904

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	18a	Maidstone Road	TN12 6BT	12/10/18	£100,000	F	21	£4,762	£99,410	£4,734
	6	Heather Bank	TN12 6BW	08/10/18	£565,000	D	123	£4,593	£561,667	£4,566
	15	Rosemary Place	TN12 6DG	02/11/18	£205,000	F	54	£3,796	£203,811	£3,774
	21	Lucknow Road	TN12 6DL	18/10/18	£330,000	D	111	£2,973	£328,053	£2,955
	92	Commercial Road	TN12 6DP	12/10/18	£340,000	D	90	£3,778	£337,994	£3,755
	105	Commercial Road	TN12 6DS	09/11/18	£557,500	T	126	£4,425	£554,267	£4,399
	112	Maidstone Road	TN12 6DX	02/10/18	£195,000	F	66	£2,955	£193,850	£2,937
	100	Maidstone Road	TN12 6DX	09/10/18	£245,000	F	68	£3,603	£243,555	£3,582
	84	Maidstone Road	TN12 6DX	18/10/18	£280,000	S	86	£3,256	£278,348	£3,237
	Brido, 122	Maidstone Road	TN12 6DY	17/10/18	£517,000	D	113	£4,575	£513,950	£4,548
4	St. Andrews, 134	Maidstone Road	TN12 6EB	12/10/18	£230,000	F	48	£4,792	£228,643	£4,763
	6	Goldings	TN12 6EQ	16/11/18	£203,000	F	83	£2,446	£201,823	£2,432
	29	Church Road	TN12 6HD	07/09/18	£190,000	T	48	£3,958	£190,950	£3,978
	3	Warrington Road	TN12 6HL	14/09/18	£375,000	S	106	£3,538	£376,875	£3,555
	11	Warrington Road	TN12 6HL	14/09/18	£314,000	S	53	£5,925	£315,570	£5,954
	20	Warrington Road	TN12 6HN	10/09/18	£317,500	S	65	£4,885	£319,088	£4,909
	39	Warrington Road	TN12 6HN	31/10/18	£272,000	S	75	£3,627	£270,395	£3,605
	87	Warrington Road	TN12 6HR	23/11/18	£325,000	S	63	£5,159	£323,115	£5,129
	7	Anchorage Flats	TN12 6HU	02/11/18	£195,000	F	45	£4,333	£193,869	£4,308
	13	Bowls Place	TN12 6HX	10/09/18	£157,000	F	30	£5,233	£157,785	£5,260

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	46	Old Kent Road	TN12 6JE	09/10/18	£297,950	T	73	£4,082	£296,192	£4,057
	120	Warrington Road	TN12 6JP	22/10/18	£460,000	D	118	£3,898	£457,286	£3,875
	119	Warrington Road	TN12 6JR	24/09/18	£405,000	S	138	£2,935	£407,025	£2,949
	61	Forest Road	TN12 6JU	25/10/18	£349,000	S	90	£3,878	£346,941	£3,855
	76	Forest Road	TN12 6JX	07/09/18	£330,000	S	87	£3,793	£331,650	£3,812
	25	Ashcroft Road	TN12 6LQ	11/10/18	£375,000	S	79	£4,747	£372,788	£4,719
	97	Tutsham Way	TN12 6UA	14/09/18	£305,000	S	73	£4,178	£306,525	£4,199
	37	Tutsham Way	TN12 6UA	26/09/18	£675,555	D	127	£5,319	£678,933	£5,346
	50	Cogate Road	TN12 6UE	21/09/18	£258,000	T	91	£2,835	£259,290	£2,849
	20	Eastwell Close	TN12 6UH	26/09/18	£469,000	D	123	£3,813	£471,345	£3,832
	8	Concord Close	TN12 6UJ	22/10/18	£325,000	S	74	£4,392	£323,083	£4,366
	8	Linnet Avenue	TN12 6XQ	04/10/18	£545,000	D	92	£5,924	£541,785	£5,889
	5	Goldfinch Close	TN12 6XW	05/10/18	£540,000	S	109	£4,954	£536,814	£4,925
	54a	The Ridings	TN12 6YB	07/09/18	£189,000	F	40	£4,725	£189,945	£4,749
Average:					£337,718		83	£4,080	£337,153	£4,073
Cranbrook										
	The Homestead	Friezley Lane	TN17 2LL	01/11/18	£770,000	D	143	£5,385	£765,534	£5,353
	6	Middle Garth	TN17 3BB	17/09/18	£125,000	F	63	£1,984	£125,625	£1,994
	5	Rammell Mews	TN17 3BQ	28/09/18	£362,500	T	125	£2,900	£364,313	£2,915
	Jasmine Villa	High Street	TN17 3EE	13/11/18	£325,000	T	89	£3,652	£323,115	£3,631
	The Bakery	High Street	TN17 3EJ	28/09/18	£370,000	T	77	£4,805	£371,850	£4,829

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	Ivy Cottage	High Street	TN17 3EJ	07/11/18	£212,500	T	60	£3,542	£211,268	£3,521
	Crusoe Cottage	The Tanyard	TN17 3HT	22/11/18	£240,000	S	64	£3,750	£238,608	£3,728
	36	Rectory Fields	TN17 3JB	20/09/18	£250,000	T	49	£5,102	£251,250	£5,128
	4	Waterloo Place	TN17 3JH	20/09/18	£450,000	T	119	£3,782	£452,250	£3,800
	Summerhill	New Road	TN17 3LE	26/10/18	£970,000	S	222	£4,369	£964,277	£4,344
	12	Oatfield Drive	TN17 3NJ	02/11/18	£315,000	S	64	£4,922	£313,173	£4,893
	Crabtree House	Course Horn Lane	TN17 3NR	07/09/18	£662,500	D	138	£4,801	£665,813	£4,825
	Sharon	Hawkhurst Road	TN17 3QD	26/11/18	£355,000	D	127	£2,795	£352,941	£2,779
	High Timbers	Hartley Road	TN17 3QX	13/11/18	£372,000	D	147	£2,531	£369,842	£2,516
Average:					£412,821		106	£3,887	£412,133	£3,880
Hawkhurst										
	1	North View	TN18 4BL	17/09/18	£385,000	S	105	£3,667	£386,925	£3,685
	10	Western Road	TN18 4BP	12/10/18	£270,000	S	117	£2,308	£268,407	£2,294
	3	Woodbury Road	TN18 4BY	19/10/18	£225,000	T	66	£3,409	£223,673	£3,389
	Homeside	Woodbury Road	TN18 4DD	09/11/18	£173,000	S	66	£2,621	£171,997	£2,606
	5	Lavender Square	TN18 4DX	25/10/18	£194,000	T	44	£4,409	£192,855	£4,383
	10	Wish Valley Mews	TN18 4EQ	03/10/18	£310,000	T	133	£2,331	£308,171	£2,317
	5	Queens Mews	TN18 4EZ	28/11/18	£205,000	T	71	£2,887	£203,811	£2,871
	30	All Saints Road	TN18 4HT	19/11/18	£264,000	S	72	£3,667	£262,469	£3,645
	St. Olavs	Highgate Hill	TN18 4LJ	29/10/18	£320,000	T	102	£3,137	£318,112	£3,119

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	Clematis Cottage	Copthall Avenue	TN18 4LR	26/09/18	£490,000	D	151	£3,245	£492,450	£3,261
7	Mount Pleasant	Talbot Road	TN18 4ND	13/09/18	£235,000	T	59	£3,983	£236,175	£4,003
	Claremont	Eton Place	TN18 4NW	16/11/18	£390,000	S	105	£3,714	£387,738	£3,693
	Honeypot Cottage	The Moor	TN18 4NX	28/09/18	£311,000	S	75	£4,147	£312,555	£4,167
1	Eastview	The Moor	TN18 4NX	19/10/18	£300,000	S	77	£3,896	£298,230	£3,873
4	Iddenden Cottages	High Street	TN18 4PT	31/10/18	£175,000	S	52	£3,365	£173,968	£3,346
	Wild Thyme Cottage	Horns Road	TN18 4QT	26/11/18	£275,000	S	67	£4,104	£273,405	£4,081
	Vellenoweth	Stream Lane	TN18 4RD	28/09/18	£480,000	D	150	£3,200	£482,400	£3,216
2	Springfield Cottages	Sopers Lane	TN18 5AA	21/09/18	£625,000	S	147	£4,252	£628,125	£4,273
	Springfield Lodge	Sopers Lane	TN18 5AA	29/09/18	£550,000	D	154	£3,571	£552,750	£3,589
	Blackbird Cottage	Attwaters Lane	TN18 5AR	29/10/18	£349,000	T	65	£5,369	£346,941	£5,338
	Meadow Cottage	Rye Road	TN18 5DW	22/10/18	£1,125,000	D	305	£3,689	£1,118,363	£3,667
	Little Orchard	Hearten Oak Road	TN18 5EU	14/11/18	£950,000	D	260	£3,654	£944,490	£3,633
Average:					£390,955		111	£3,521	£390,182	£3,514
Rusthall										

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	37	Edward Street	TN4 8RP	27/09/18	£240,000	T	72	£3,333	£241,200	£3,350
	35	Fremelin Close	TN4 8SF	27/11/18	£285,000	T	78	£3,654	£283,347	£3,633
	10	Muskerry Court	TN4 8SX	14/09/18	£440,000	F	102	£4,314	£442,200	£4,335
	19	Muskerry Court	TN4 8SX	12/11/18	£522,500	F	116	£4,504	£519,470	£4,478
First Floor Flat	13	Manor Road	TN4 8UD	16/11/18	£172,000	F	53	£3,245	£171,002	£3,226
Average:					£331,900		84	£3,942	£331,444	£3,936
Pembury										
	Melford House	Chalket Lane	TN2 4AA	29/11/18	£722,625	D	188	£3,844	£718,434	£3,821
	Bracken Dale	Maidstone Road	TN2 4AL	20/11/18	£708,500	D	157	£4,513	£704,391	£4,487
	28	Gimble Way	TN2 4BX	12/10/18	£540,000	D	121	£4,463	£536,814	£4,436
	3	Gimble Way	TN2 4BX	26/10/18	£523,000	S	103	£5,078	£519,914	£5,048
	12	Elmhurst Avenue	TN2 4DA	16/11/18	£335,000	T	70	£4,786	£333,057	£4,758
	20	Heron's Way	TN2 4DH	28/09/18	£470,000	D	129	£3,643	£472,350	£3,662
	113	Ridgeway	TN2 4ET	16/11/18	£435,000	S	138	£3,152	£432,477	£3,134
	85	Ridgeway	TN2 4EZ	14/09/18	£310,000	T	101	£3,069	£311,550	£3,085
	6	Lower Green Road	TN2 4HE	08/10/18	£205,000	T	62	£3,306	£203,791	£3,287
	35	Belfield Road	TN2 4HN	07/09/18	£320,000	T	93	£3,441	£321,600	£3,458
	20	Romford Road	TN2 4JA	22/10/18	£872,000	D	222	£3,928	£866,855	£3,905
	55	Heskett Park	TN2 4JG	14/09/18	£367,500	S	95	£3,868	£369,338	£3,888
	93	Beagles Wood Road	TN2 4JJ	23/11/18	£610,000	D	162	£3,765	£606,462	£3,744

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	117	Hastings Road	TN2 4JU	30/11/18	£297,500	D	58	£5,129	£295,775	£5,100
	53	Henwood Green Road	TN2 4LH	15/11/18	£675,000	D	154	£4,383	£671,085	£4,358
	14	Woodhill Park	TN2 4NN	12/10/18	£530,000	D	136	£3,897	£526,873	£3,874
	8	Woodhill Park	TN2 4NN	30/11/18	£485,000	D	119	£4,076	£482,187	£4,052
10	Sycamore Cottages	High Street	TN2 4PJ	05/09/18	£220,000	S	48	£4,583	£221,100	£4,606
Average:					£479,229		120	£4,001	£477,447	£3,986
Goudhurst										
	Spindles	West Road	TN17 1AA	09/11/18	£908,944	D	129	£7,046	£903,672	£7,005
1	Grand View	North Road	TN17 1AS	21/09/18	£570,000	S	123	£4,634	£572,850	£4,657
1	Welches	Ladham Road	TN17 1DA	06/09/18	£465,000	T	81	£5,741	£467,325	£5,769
	1	Tranquil Villas	TN17 1DX	30/10/18	£226,000	S	77	£2,935	£224,667	£2,918
	Stable Cottage	Cranbrook Road	TN17 1DY	21/09/18	£955,000	D	265	£3,604	£959,775	£3,622
3	Zion Cottages	Ranters Lane	TN17 1HR	06/09/18	£422,000	S	142	£2,972	£424,110	£2,987
	The Wagon Lodge	Jarvis Lane	TN17 1LP	12/10/18	£770,000	D	163	£4,724	£765,457	£4,696
	4	Priors Heath	TN17 2RE	05/10/18	£527,500	S	130	£4,058	£524,388	£4,034
Average:					£605,556		139	£4,364	£605,280	£4,362
Lamberhurst										
	1	Brook Cottages	TN3 8EN	03/10/18	£383,500	S	113	£3,394	£381,237	£3,374
	Peppermills Lodge	Furnace Lane	TN3 8LG	22/10/18	£470,000	D	106	£4,434	£467,227	£4,408

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Average:					£426,750		110	£3,897	£424,232	£3,874
Five Oak Green										
	9	Nortons Way	TN12 6TB	30/10/18	£350,000	S	71	£4,930	£347,935	£4,900
Average:					£350,000		71	£4,930	£347,935	£4,900
Speldhurst										
	Heather Ridge	Barden Road	TN3 0LE	16/11/18	£580,000	S	130	£4,462	£576,636	£4,436
	Wisteria Cottage, 2	Southfields	TN3 0PD	05/10/18	£465,000	S	97	£4,794	£462,257	£4,766
	17	Roopers	TN3 0QL	13/11/18	£720,000	D	125	£5,760	£715,824	£5,727
Average:					£588,333		117	£5,014	£584,906	£4,985
Sandhurst										
2	Oakfield Cottages	Rye Road	TN18 5JE	08/10/18	£280,000	T	75	£3,733	£278,348	£3,711
	Home Nook	Bodiam Road	TN18 5JY	31/10/18	£473,000	D	98	£4,827	£470,209	£4,798
	1	Stream Pit Lane	TN18 5LB	17/10/18	£230,000	S	87	£2,644	£228,643	£2,628
Average:					£327,667		87	£3,781	£325,733	£3,758
Benenden										
	Chittenden Oast	Golford Road	TN17 4AJ	17/10/18	£1,350,000	D	214	£6,308	£1,342,035	£6,271
3	Laurel Cottages	The Street	TN17 4BZ	04/09/18	£306,000	T	80	£3,825	£307,530	£3,844
	Dix Gate	Cranbrook Road	TN17 4ET	19/11/18	£1,135,000	D	224	£5,067	£1,128,417	£5,038
Average:					£930,333		173	£5,388	£925,994	£5,363
Langton Green										

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
	38	Dornden Drive	TN3 0AF	30/11/18	£1,240,000	D	236	£5,254	£1,232,808	£5,224
	30	Hither Chantlers	TN3 0BL	28/09/18	£900,000	D	206	£4,369	£904,500	£4,391
	26	Upper Profit	TN3 0BZ	06/11/18	£640,000	S	147	£4,354	£636,288	£4,328
	3	Knowle Close	TN3 0EP	12/10/18	£580,000	D	96	£6,042	£576,578	£6,006
	46	First Street	TN3 0EU	16/11/18	£372,500	S	103	£3,617	£370,340	£3,596
	5	Rushetts	TN3 0HB	13/11/18	£585,000	D	93	£6,290	£581,607	£6,254
	16	The Grange	TN3 0HR	05/10/18	£205,000	F	41	£5,000	£203,791	£4,971
	The Institute House	The Green	TN3 0JB	30/11/18	£858,500	S	209	£4,108	£853,521	£4,084
	Fairlawn	Speldhurst Road	TN3 0JH	21/09/18	£1,175,000	D	250	£4,700	£1,180,875	£4,724
	6	Waterfrets Cottages	TN3 0JR	19/10/18	£550,000	S	125	£4,400	£546,755	£4,374
	20	The Boundary	TN3 0YB	14/09/18	£680,000	D	141	£4,823	£683,400	£4,847
Average:					£707,818		150	£4,727	£706,406	£4,718
Horsmonden										
	The Elms	Goudhurst Road	TN12 8AE	23/11/18	£419,500	D	106	£3,958	£417,067	£3,935
	Drum & Monkey Cottage	Grovehurst Lane	TN12 8BB	23/11/18	£665,000	S	142	£4,683	£661,143	£4,656
	Pear Tree Cottage	Schoolhouse Lane	TN12 8BP	16/11/18	£700,000	S	151	£4,636	£695,940	£4,609
	Boschendal	Maidstone Road	TN12 8DB	07/09/18	£630,000	D	140	£4,500	£633,150	£4,523
	Long Meadow Cottage	Maidstone Road	TN12 8DG	11/09/18	£592,000	S	123	£4,813	£594,960	£4,837

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
2	Elphicks Farm Cottages	Spelmonden Road	TN12 8EL	07/09/18	£530,000	S	85	£6,235	£532,650	£6,266
	Ashley Cottage	Maidstone Road	TN12 8JJ	07/09/18	£325,000	T	76	£4,276	£326,625	£4,298
	5	Angley Court	TN12 8JT	12/09/18	£425,000	D	86	£4,942	£427,125	£4,967
	29	Orchard Way	TN12 8LA	31/10/18	£467,500	D	144	£3,247	£464,742	£3,227
	45	Orchard Way	TN12 8LA	02/11/18	£520,000	D	145	£3,586	£516,984	£3,565
	Ormonde	Maidstone Road	TN12 8NB	21/09/18	£380,000	S	120	£3,167	£381,900	£3,183
	6	The Manwarings	TN12 8NQ	12/09/18	£320,000	T	86	£3,721	£321,600	£3,740
Average:					£497,833		117	£4,255	£497,824	£4,255
Sissinghurst										
1	Hawkridge Farm House	The Common	TN17 2AD	13/09/18	£650,000	D	207	£3,140	£653,250	£3,156
	1	Hop Pocket Close	TN17 2LB	12/10/18	£420,000	D	103	£4,078	£417,522	£4,054
Average:					£535,000		155	£3,452	£535,386	£3,454
Bidborough										
	4	The Glebe	TN3 0UR	30/10/18	£390,000	S	92	£4,239	£387,699	£4,214
	22	Woodland Way	TN4 0UX	31/10/18	£820,000	D	148	£5,541	£815,162	£5,508
	50	Woodland Way	TN4 0UY	28/09/18	£585,000	S	130	£4,500	£587,925	£4,523
	12	St Lawrence Avenue	TN4 0XB	31/10/18	£950,000	D	232	£4,095	£944,395	£4,071
4	Gatehouse Farm Cottages	Bidborough Ridge	TN4 0XJ	31/10/18	£485,000	T	125	£3,880	£482,139	£3,857
Average:					£646,000		145	£4,443	£643,464	£4,425

Address			Postcode	Date	Sale Price	Property Type	EPC Floor Area (m ²)	Price (£/m ²)	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Matfield										
	Oaklands	Bramble Reed Lane	TN12 7ET	12/10/18	£700,000	D	133	£5,263	£695,870	£5,232
	17	Chestnut Lane	TN12 7JJ	21/09/18	£350,000	S	75	£4,667	£351,750	£4,690
	13	Chestnut Lane	TN12 7JJ	16/11/18	£400,000	T	114	£3,509	£397,680	£3,488
	28	Chestnut Lane	TN12 7JL	31/10/18	£440,000	S	114	£3,860	£437,404	£3,837
	Lees Cottage	The Green	TN12 7JU	31/10/18	£1,625,000	D	300	£5,417	£1,615,413	£5,385
	7	Oakfield Road	TN12 7LB	02/11/18	£375,000	S	113	£3,319	£372,825	£3,299
	24	Porters Close	TN12 7LY	02/11/18	£256,000	T	55	£4,655	£254,515	£4,628
	4	Corsica Villas	TN12 7PS	04/10/18	£415,000	T	93	£4,462	£412,552	£4,436
Average:					£570,125		125	£4,575	£567,251	£4,552
Kilndown										
	4	Popes Row	TN17 2RR	29/11/18	£197,500	T	40	£4,938	£196,355	£4,909
Average:					£197,500		40	£4,938	£196,355	£4,909

- 3.13 Tables 2e and 2f below provide an overall analysis of the above Land Registry resale data showing adjusted average values per m² (sorted by the highest to lowest) by settlement and Tunbridge Wells and Southborough ward areas respectively. A key point of this analysis is to consider all available information in an appropriate way for the study purpose, which in this case requires a high level overview of general values ‘patterns’ rather than a site specific ‘focused’ approach.

Table 2e – Land Registry Sold Prices Review Analysis – Tunbridge Wells BC Resales - Updated Average Price per m² by Settlement (September to November 2018)

Settlements	Sample Size	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m ²)
Benenden	3	£925,994	£5,363
Speldhurst	3	£584,906	£4,985
Kilndown	1	£196,355	£4,909
Five Oak Green	1	£347,935	£4,900
Langton Green	11	£706,406	£4,718
Matfield	8	£567,251	£4,552
Tunbridge Wells	291	£440,410	£4,464
Bidborough	5	£643,464	£4,425
Goudhurst	8	£605,280	£4,362
Horsmonden	12	£497,824	£4,255
Paddock Wood	39	£337,153	£4,073
Pembury	18	£477,447	£3,986
Southborough (including High Brooms)	30	£330,145	£3,979
Rusthall	5	£331,444	£3,936
Cranbrook	14	£412,133	£3,880
Lamberhurst	2	£424,232	£3,874
Sandhurst	3	£325,733	£3,758
Hawkhurst	22	£390,182	£3,514
Sissinghurst	2	£535,386	£3,454

Table 2f – Land Registry Sold Prices Review Analysis – Tunbridge Wells BC Resales - Updated Average Price per m² by Tunbridge Wells and Southborough Wards (September to November 2018)

Tunbridge Wells and Southborough Wards	Sample Size	Updated Values in Line with UK HPI (£)	Updated Values in Line with UK HPI (£/m²)
Pantiles & St Mark's	46	£636,442	£4,622
Park	42	£429,016	£4,615
St John's	28	£437,742	£4,523
Culverden	65	£356,969	£4,512
St James'	40	£418,256	£4,460
Southborough North	17	£450,528	£4,437
Broadwater	14	£428,316	£4,364
Southborough & High Brooms	31	£362,967	£4,077
Sherwood	26	£339,268	£4,043

Note: the apparent discrepancy in the data samples for Tunbridge Wells and Southborough (321 in Table 2e and 309 in Table 2f), is due to settlement names taken from the Land Registry data not exactly corresponding to electoral boundaries

- 3.14 The updated research carried out in February 2019 (presented in Tables 2d to 2f above) show average results broadly in line with the original research carried out in September 2018, as was also found with the updated new-build research.

Zoopla Average Values Research

- 3.1 Data sourced from Zoopla area guides and statistics (www.zoopla.co.uk/market/uk), showing average current value estimates, is used when considering house price variance. This is part of informing the build-up of our appraisal assumptions and range of value levels and provides further indication as to the relative variable strength of residential values across the area.
- 3.2 The Zoopla sourced indicative, high-level “heat” map at Figure 1 below provides an indication as to the variable strength of residential values in the Tunbridge Wells Borough at the point of finalising our assessment. The “cooler” colours (green) indicate the general extent of lower values, relative to the “warmer” colours (through yellow to red) indicating house prices generally moving to or at higher levels.

Figure 1 – Zoopla Heat Map Overview June 2019



- 3.3 Data was available for all settlements considered within the Borough, but as might be anticipated was not available in all areas for flats, particularly when moving away from the main settlements.
- 3.4 Table 3 below details the Zoopla ‘Average Current Values Estimate’ across the Borough at the point of finalising our assessment.

Table 3 – Zoopla Current Values Estimates June 2019

Settlement	Houses		Flats		Overall Average	
	Average Price per sq.ft	Average Price per m ²	Average Price per sq.ft	Average Price per m ²	Average Price per sq.ft	Average Price per m ²
Kilndown	£470	£5,059	n/a	n/a	£470	£5,059
Rusthall	£385	£4,140	£505	£5,436	£445	£4,788
Brenchley	£440	£4,740	n/a	n/a	£440	£4,740
Horsmonden	£379	£4,076	£500	£5,382	£439	£4,729
Bidborough	£461	£4,957	£369	£3,972	£415	£4,464
Lamberhurst	£413	£4,449	n/a	n/a	£413	£4,449
Goudhurst	£409	£4,406	n/a	n/a	£409	£4,406
Benenden	£409	£4,399	n/a	n/a	£409	£4,399
Tunbridge Wells	£417	£4,489	£389	£4,187	£403	£4,338
Sissinghurst	£389	£4,191	n/a	n/a	£389	£4,191
Frittenden	£382	£4,112	n/a	n/a	£382	£4,112
Iden Green	£379	£4,080	n/a	n/a	£379	£4,080
Southborough	£399	£4,298	£353	£3,800	£376	£4,049
Speldhurst	£422	£4,546	£323	£3,477	£373	£4,011
Sandhurst	£367	£3,954	n/a	n/a	£367	£3,954
Langton Green	£388	£4,176	£333	£3,584	£361	£3,880
Matfield	£394	£4,237	£302	£3,251	£348	£3,744
Five Oak Green	£339	£3,645	n/a	n/a	£339	£3,645
Pembury	£357	£3,843	£305	£3,283	£331	£3,563
Paddock Wood	£343	£3,692	£318	£3,423	£331	£3,558
Cranbrook	£382	£4,108	£274	£2,949	£328	£3,529
Hawkhurst	£351	£3,778	£260	£2,799	£306	£3,288
Average	£394	£4,244	£353	£3,795	£384	£4,135

New-Build Housing Asking Price Research

- 3.5 The tables below provide information on new-build properties for sale as at August 2018 as found through web-searching, including from www.rightmove.co.uk; various house builders' & estate agents' websites and associated / follow-up enquiries as relevant.
- 3.6 The noted property sizes are as supplied with the agent's / developer's details or, where those were not stated, as per DSP's estimates – e.g. from agents' or other floor plans / dimensions (*Note: estimated dwelling sizes are shown in italics; Agent's or others' quoted property size details in non-italics*).
- 3.7 The final column showing a 10% deduction to the stated (i.e. advertised) 'price per m²' is intended to recognise that there will usually be an adjustment between marketing and sale price.

See Table 4a on the following page.

Table 4a - Available New-Build Property – as Marketed August 2018

Address	Settlement	Description	Price in £	GIA m ²	Price per £/m ²	Price per £/m ² less 10%
The Osprey at Bloomsbury Gardens	Cranbrook	T	£365,000	80	£4,563	£4,148
Plot 1 Heron Mews	Cranbrook	D	£1,295,000	340	£3,809	£3,463
6 Badgers Mews Dr Hopes Road	Cranbrook	S	£385,000	107	£3,598	£3,271
Dr Hopes Road	Cranbrook	F	£265,000	74	£3,581	£3,256
Plot 3 Badgers Mews Dr Hopes Road	Cranbrook	F	£255,000	74	£3,446	£3,133
Penthouse Badgers Mews Dr Hopes Road	Cranbrook	F	£249,000	82	£3,037	£2,761
Sychem Place	Five Oak Green	T	£350,000	90	£3,889	£3,535
Tattlebury Lane	Goudhurst	D	£795,000	148	£5,372	£4,883
The Culpeper, Market Place, Station Road	Goudhurst	D	£1,250,000	256	£4,883	£4,439
3 Spitfire Cottages, Market Place	Goudhurst	S	£550,000	113	£4,867	£4,425
The Groombridge at Hawksview	Hawkhurst	D	£362,995	65	£5,585	£5,077
The Ardingley at Hawksview	Hawkhurst	S	£334,995	66	£5,076	£4,614
The Goldcrest at Herschel Place, Highgate Hill	Hawkhurst	D	£490,000	105	£4,667	£4,242
The Redwood at The Grove	Hawkhurst	D	£660,000	146	£4,521	£4,110
The Woburn at Herschel Place, Highgate Hill	Hawkhurst	D	£580,000	130	£4,462	£4,056
Plot 6 The Bateman at Hawksview	Hawkhurst	S	£444,995	100	£4,450	£4,045
Plot 3 Davis Mews	Hawkhurst	S	£437,500	99	£4,419	£4,017
The Standen at Hawksview	Hawkhurst	S	£414,995	94	£4,415	£4,013
Plot 1 Davis Mews	Hawkhurst	S	£435,000	99	£4,394	£3,994
The Osprey at Herschel Place, Highgate Hill	Hawkhurst	T	£350,000	80	£4,375	£3,977
The Bodiam at Hawksview	Hawkhurst	D	£378,995	87	£4,356	£3,960
Plots 2 and 4 Davis Mews	Hawkhurst	S	£450,000	104	£4,327	£3,934
The Scotney at Hawksview	Hawkhurst	D	£399,995	93	£4,301	£3,910

Address	Settlement	Description	Price in £	GIA m ²	Price per £/m ²	Price per £/m ² less 10%
The Rye at Hawksview, Rye Road	Hawkhurst	D	£519,995	121	£4,297	£3,907
Plot 8 The Wakehurst at Hawksview, Rye Road	Hawkhurst	D	£469,995	113	£4,159	£3,781
Plot 7 The Wakehurst at Hawksview	Hawkhurst	D	£464,995	113	£4,115	£3,741
The Peregrine at Herschel Place, Highgate Hill	Hawkhurst	D	£760,000	187	£4,064	£3,695
The Skylark at Herschel Place, Highgate Hill	Hawkhurst	D	£480,000	122	£3,934	£3,577
The Skylark at Herschel Place, Highgate Hill	Hawkhurst	D	£465,000	122	£3,811	£3,465
The Ash at The Grove	Hawkhurst	S	£425,000	121	£3,512	£3,193
Orchard Heights, Furnace Lane	Horsmonden	T	£475,000	150	£3,167	£2,879
Dornden Drive	Langton Green	D	£1,295,000	253	£5,119	£4,653
The Downing at Mascalls Grange	Paddock Wood	D	£479,950	91	£5,274	£4,795
The Piccadilly at Mascalls Grange	Paddock Wood	S	£389,950	88	£4,431	£4,028
The Piccadilly at Mascalls Grange	Paddock Wood	S	£387,950	88	£4,409	£4,008
The Mayfair at Mascalls Grange	Paddock Wood	D	£539,950	128	£4,218	£3,835
The Lumley at Mascalls Grange	Paddock Wood	D	£474,950	116	£4,094	£3,722
Cogate Road	Paddock Wood	S	£365,000	124	£2,944	£2,676
Cogate Road	Paddock Wood	S	£360,000	124	£2,903	£2,639
Elmhurst Avenue	Pembury	T	£375,000	68	£5,515	£5,013
Bodiam Road	Sandhurst	D	£499,995	105	£4,762	£4,329
The Derwent at Bloomsbury Gardens	Sissinghurst	D	£745,000	171	£4,357	£3,961
The Hawfinch at Bloomsbury Gardens	Sissinghurst	D	£625,000	148	£4,223	£3,839
The Willow at Bloomsbury Gardens	Sissinghurst	D	£700,000	166	£4,217	£3,834
The Peregrine at Bloomsbury Gardens	Sissinghurst	D	£775,000	189	£4,101	£3,728
The Nightingale at Bloomsbury Garden	Sissinghurst	D	£900,000	251	£3,586	£3,260
The Chaffinch at Bloomsbury Gardens	Sissinghurst	D	£535,000	118	£4,534	£4,122

Address	Settlement	Description	Price in £	GIA m ²	Price per £/m ²	Price per £/m ² less 10%
The Elder at Bloomsbury Gardens	Sissinghurst	T	£435,000	100	£4,350	£3,955
The Willow at Bloomsbury Gardens	Sissinghurst	D	£715,000	166	£4,307	£3,916
The Roseate at Bloomsbury Gardens	Sissinghurst	S	£515,000	124	£4,153	£3,776
The Oak at Bloomsbury Gardens, Common Road	Sissinghurst	D	£725,000	179	£4,050	£3,682
The Roseate at Bloomsbury Gardens	Sissinghurst	S	£485,000	124	£3,911	£3,556
The Ridgeway	Southborough	B	£410,000	67	£6,119	£5,563
Rocks Hollow - 4 bed	Southborough	S	£675,000	139	£4,856	£4,415
Rocks Hollow - 6 bed	Southborough	D	£895,000	192	£4,661	£4,238
Hillcrest	Southborough	T	£450,000	98	£4,592	£4,174
Rocks Hollow - 5 bed	Southborough	D	£875,000	192	£4,557	£4,143
Hillcrest	Southborough	T	£425,000	101	£4,208	£3,825
8 Castle House, London Road	Tunbridge Wells	F	£750,000	95	£7,895	£7,177
103 Royal Wells Park	Tunbridge Wells	F	£350,000	45	£7,778	£7,071
4 Castle House, London Road	Tunbridge Wells	T	£575,000	76	£7,566	£6,878
5 Castle House, London Road	Tunbridge Wells	T	£775,000	106	£7,311	£6,647
6 Castle House, London Road	Tunbridge Wells	F	£635,000	89	£7,135	£6,486
99 Royal Wells Park	Tunbridge Wells	F	£615,000	87	£7,069	£6,426
101 Royal Wells Park	Tunbridge Wells	F	£600,000	87	£6,897	£6,270
2 Castle House, London Road	Tunbridge Wells	F	£495,000	73	£6,781	£6,164
108 Royal Wells Park	Tunbridge Wells	F	£470,000	70	£6,714	£6,104
Plot 94, The Lanes , Knights Wood, Knights Way	Tunbridge Wells	T	£725,000	111	£6,532	£5,938
Knights Wood, Knights Way	Tunbridge Wells	F	£485,000	75	£6,467	£5,879
105 Royal Wells Park	Tunbridge Wells	F	£675,000	108	£6,250	£5,682
2 Regal Gate, High Street	Tunbridge Wells	F	£250,000	40	£6,250	£5,682

Address	Settlement	Description	Price in £	GIA m ²	Price per £/m ²	Price per £/m ² less 10%
Royal Wells Park	Tunbridge Wells	T	£795,000	135	£5,889	£5,354
Royal Wells Park	Tunbridge Wells	T	£800,000	136	£5,882	£5,348
4 Regal Gate, High Street	Tunbridge Wells	F	£235,000	40	£5,875	£5,341
Apartment E One Boyne Park	Tunbridge Wells	F	£350,000	60	£5,833	£5,303
Atwell House, Southfield Road	Tunbridge Wells	D	£475,000	82	£5,793	£5,266
Newcomen Road	Tunbridge Wells	S	£450,000	81	£5,556	£5,051
4 Royal Wells Park, Off Mount Ephraim	Tunbridge Wells	T	£1,000,000	184	£5,435	£4,941
Shaftsbury Road	Tunbridge Wells	S	£695,000	128	£5,430	£4,936
19 Herald Gardens Knights Wood	Tunbridge Wells	S	£510,000	95	£5,368	£4,880
31 Herald Gardens Knights wood	Tunbridge Wells	S	£510,000	95	£5,368	£4,880
Apartment 3 Royal Springs, London Road	Tunbridge Wells	F	£420,000	79	£5,316	£4,833
3 Regal Gate, High Street	Tunbridge Wells	F	£250,000	48	£5,208	£4,735
Bayham Road	Tunbridge Wells	D	£1,550,000	311	£4,984	£4,531
201 Royals Wells Park	Tunbridge Wells	T	£895,000	181	£4,945	£4,495
Apartment 4 Royal Springs, London Road	Tunbridge Wells	F	£350,000	72	£4,861	£4,419
Plot 2 Heron Mews	Tunbridge Wells	D	£695,000	144	£4,826	£4,388
1a Newcomen Road	Tunbridge Wells	S	£795,000	168	£4,732	£4,302
1 Burnside Court	Tunbridge Wells	F	£395,000	85	£4,647	£4,225
2 Burnside Court	Tunbridge Wells	F	£395,000	86	£4,593	£4,175
1 Regal Gate, High Street	Tunbridge Wells	F	£325,000	72	£4,514	£4,104
Spring Walk	Tunbridge Wells	F	£289,995	66	£4,394	£3,994
Burnside Court	Tunbridge Wells	F	£275,000	63	£4,365	£3,968
3 Warren Walk,	Tunbridge Wells	S	£350,000	97	£3,608	£3,280
2 Warren Walk	Tunbridge Wells	T	£340,000	97	£3,505	£3,187

Address	Settlement	Description	Price in £	GIA m ²	Price per £/m ²	Price per £/m ² less 10%
Warren Walk	Tunbridge Wells	T	£335,000	97	£3,454	£3,140
2 Warren Walk	Tunbridge Wells	T	£335,000	97	£3,454	£3,140
2 Warren Walk	Tunbridge Wells	T	£330,000	97	£3,402	£3,093
Overall Average:			£542,410	115.81	£4,814	£4,376

- 3.8 Tables 4b and 4c below provide an overall analysis of the above new-build properties data showing adjusted average values per m² (sorted by the highest to lowest) by settlement and Tunbridge Wells and Southborough ward areas respectively.

Table 4b – Tunbridge Wells BC New-Build Property August 2018 - Adjusted Average Price per m² by Settlement

Settlement	Price per £/m ²	Price per £/m ² less 10%
Tunbridge Wells	£5,547	£5,043
Pembury*	£5,515	£5,013
Langton Green*	£5,119	£4,653
Goudhurst*	£5,041	£4,582
Southborough	£4,832	£4,393
Sandhurst*	£4,762	£4,329
Hawkhurst	£4,362	£3,965
Sissinghurst	£4,163	£3,784
Paddock Wood	£4,039	£3,672
Five Oak Green*	£3,889	£3,535
Cranbrook	£3,672	£3,338
Horsmonden*	£3,167	£2,879

*Note: * indicates a limited data sample (3 or fewer properties)*

Table 4c – Tunbridge Wells BC New-Build Property August 2018 - Adjusted Average Price per m² by Ward (Tunbridge Wells and Southborough only)

Tunbridge Wells & Southborough Wards	Price per £/m ²	Price per £/m ² less 10%
Park	£6,345	£5,768
Culverden	£6,269	£5,699
Southborough North*	£6,119	£5,563
Pantiles and St Mark's	£5,366	£4,878
St John's*	£5,360	£4,873
Broadwater*	£4,857	£4,416
Sherwood	£4,630	£4,209
Southborough and High Brooms*	£4,400	£4,000

*Note: * indicates a limited data sample (3 or fewer properties)*

DSP Residential Value Levels

- 3.9 Overall, for the purposes of this latest update for the strategic overview of development viability for this Viability Assessment, we decided to focus our appraisals around the following values range – represented by what we refer to as Value Levels (VLs) 1-11+ indicative by location, all in accordance with the extensive research values analysis outlined above. See Table 5 below (note: table also included for ease of reference in Appendix I). Above all, this shows the scale of values as well as the variation of those values seen in different parts of the Borough. At the time of running the appraisal process in January 2019, we considered typical property values in the Tunbridge Wells Borough to fall within the overall VLs range of £3,000 - £6,500/m² - i.e. approximately £278 to £603+/sq. ft.
- 3.10 As in all areas, values are always mixed to some extent - within particular localities and even within sites. The table below assumes the following dwelling gross internal floor areas (these are purely for the purpose of the above market dwelling price illustrations) for the 'standard' scenario set. However, we also considered larger single houses and sheltered housing.
- 1-bed flat at 50 sq. m (543 sq. ft.)
 - 2-bed flat at 70 sq. m (753 sq. ft.)
 - 2-bed house at 79 sq. m (914 sq. ft.)
 - 3-bed house at 100 sq. m (1076 sq. ft.)
 - 4-bed house at 130 sq. m (1398 sq. ft.)

See Table 5 on the following page.

Table 5 – Residential Value Levels

Market Value (MV) - Private units	VL1	VL2	VL3	VL4	VL5	VL6	VL7	VL8	VL9	VL10	VL11
Relevance of VLs	<< Lowest end resale values	Lower end new-build values		Typical new-build values range				Upper-end new-build values		>> Highest-end new-build values/ bespoke design / high-end resale values	
1-bed flat	£150,000	£175,000	£200,000	£212,500	£225,000	£237,500	£250,000	£262,500	£275,000	£300,000	£325,000
2-bed flat	£210,000	£245,000	£280,000	£297,500	£315,000	£332,500	£350,000	£367,500	£385,000	£420,000	£455,000
2-bed house	£237,000	£276,500	£316,000	£335,750	£355,500	£375,250	£395,000	£414,750	£434,500	£474,000	£513,500
3-bed house	£300,000	£350,000	£400,000	£425,000	£450,000	£475,000	£500,000	£525,000	£550,000	£600,000	£650,000
4-bed house	£390,000	£455,000	£520,000	£552,500	£585,000	£617,500	£650,000	£682,500	£715,000	£780,000	£845,000
MV (£ / m²)	£3,000	£3,500	£4,000	£4,250	£4,500	£4,750	£5,000	£5,250	£5,500	£6,000	£6,500

4.0 Retirement, Sheltered and Extra Care Housing Research

- 4.1 At the time of the original research there was limited new-build Retirement Housing (including Sheltered and Extra Care schemes) available for sale within the Borough.
- 4.2 DSP's significant experience of carrying out site specific viability reviews on numerous such schemes, led us to test Retirement/Sheltered Housing at the same overall upper range of values as used for the traditional market housing appraisals (£5,500 - £6,500/m² (VLs 9-11)).
- 4.3 From wider experience, we would generally expect Retirement/Sheltered Housing values to be representative of the upper end of this overall range; even this could be considered conservative in our view.
- 4.4 Additional research was carried out when finalising the latest assessment using the property search engine 'Rightmove' and individual developer's and agent's websites. Again, the number of available properties for sale within the Borough's boundaries was low, but we have shown the results at Table 6 below.

Table 6 - Retirement/Sheltered/Extra Care Housing Values Research June 2019

Address	Description	Price	Size (m ²)	Price per m ²	Price per sq. ft.
Tunbridge Wells					
McCarthy & Stone (LeGrys Independent Estate Agents) - The Dairy, St Johns Road					
Apartment 6	1 bed flat	£382,000	55.0	£6,945	£645
Apartment 11	1 bed flat	£387,000	55.0	£7,036	£654
Apartment 17	1 bed flat	£392,000	55.0	£7,127	£662
Apartment 22	1 bed flat	£397,000	55.0	£7,218	£671
Apartment 32	1 bed flat	£350,000	55.5	£6,306	£586
Apartment 2	2 bed flat	£518,000	84.0	£6,167	£573
Apartment 33	2 bed flat	£488,000	80.0	£6,100	£567
Apartment 34	2 bed flat	£488,000	78.0	£6,256	£581
Apartment 35	2 bed flat	£488,000	80.0	£6,100	£567
Apartment 41	2 bed flat	£488,000	80.0	£6,100	£567
Apartment 42	2 bed flat	£488,000	78.0	£6,256	£581
Apartment 47	2 bed flat	£488,000	80.0	£6,100	£567
Apartment 49	2 bed flat	£488,000	80.0	£6,100	£567

Address	Description	Price	Size (m ²)	Price per m ²	Price per sq. ft.
Abbeyfield (Connells) - Hale Court, Culverden Park Road (Extra Care)					
	1 bed flat	£285,000	n/k		
Oak Tree Homes Trust - Broadwater Down					
First Floor Apartment	1 bed flat	£362,500	62.9	£5,763	£536
Ground Floor Apartment	2 bed flat	£450,000	66.1	£6,808	£633
First Floor Apartment	2 bed flat	£400,000	76.3	£5,242	£487
Average		£431,735	70.1	£6,352	£590
Southborough					
McCarthy & Stone (LeGrys Independent Estate Agents) - Southborough Gate					
Apartment 17	1 bed flat	£350,000	57.0	£6,140	£571
Apartment 30	1 bed flat	£355,000	57.5	£6,174	£574
Apartment 31	1 bed flat	£380,000	61.5	£6,179	£574
Apartment 32	1 bed flat	£350,000	55.5	£6,306	£586
Apartment 34	1 bed flat	£345,000	52.0	£6,635	£617
Apartment 40	1 bed flat	£350,000	54.0	£6,481	£602
Apartment 7	2 bed flat	£440,000	73.0	£6,027	£560
Apartment 8	2 bed flat	£440,000	73.0	£6,027	£560
Apartment 9	2 bed flat	£445,000	79.5	£5,597	£520
Apartment 10	2 bed flat	£430,000	67.5	£6,370	£592
Apartment 15	2 bed flat	£420,000	71.0	£5,915	£550
Apartment 16	2 bed flat	£450,000	76.5	£5,882	£547
Apartment 18	2 bed flat	£460,000	81.0	£5,679	£528
Apartment 22	2 bed flat	£440,000	73.0	£6,027	£560
Apartment 24	2 bed flat	£445,000	79.5	£5,597	£520
Apartment 25	2 bed flat	£430,000	67.5	£6,370	£592
Apartment 26	2 bed flat	£440,000	77.5	£5,677	£528
Apartment 28	2 bed flat	£445,000	72.0	£6,181	£574
Apartment 29	2 bed flat	£460,000	85.0	£5,412	£503
Apartment 33	2 bed flat	£435,000	74.0	£5,878	£546
Apartment 36	2 bed flat	£470,000	93.5	£5,027	£467
Apartment 37	2 bed flat	£445,000	73.0	£6,096	£567
Apartment 39	2 bed flat	£445,000	78.0	£5,705	£530
Apartment 41	2 bed flat	£440,000	77.5	£5,677	£528
Apartment 44	2 bed flat	£465,000	85.0	£5,471	£508
Average		£423,000	71.8	£5,941	£552

Note: floor areas shown in italics are estimates calculated from agent's floorplan

5.0 Commercial Market Information, Rents and Yields

5.1 Example sources used:

- CoStar searches for retail (all types, including larger supermarkets and convenience stores), offices, industrial/warehousing, distribution warehousing together with hotel data where available. This information comprises both lease and sales comparables within the District (www.costar.co.uk – subscription based Commercial Property Intelligence resource used and informed by a wide range of Agents and other property firms);
- Valuation Office Agency (VOA) Rating List;
- Others – RICS market information; property advertised; web-based research;
- Any available local soundings – indications / examples.

RICS - Commercial Property Market Survey Q1 2019

5.2 The full report is available at: www.rics.org/uk/news-insight/research/market-surveys/uk-commercial-market-survey/q1-2019.

5.3 Headline reads: *'Brexit uncertainty continues to hinder the market'*

- *'Headline indicators on domestic and overseas investment demand turn slightly negative'*
- *'Occupier demand continues to fall sharply across the retail sector'*
- *'Split between prime and secondary offices remains evident'.*

5.4 Report extracts:

- *'The Q1 2019 RICS UK Commercial Property Market survey results show conditions remain highly varied at the sector level. Solid fundamentals continue to drive growth in the industrial segment while the struggling retail sector shows little sign of improvement. Anecdotal evidence suggests the Brexit impasse is, to a greater or lesser degree, weighing on investor and occupier decisions across the board.'*

- *'The surveys occupier demand indicator posted a new balance of -13% at the headline level, unchanged from last quarter and consistent with a modest decline in overall tenant enquiries during Q1. All of this decline stemmed from the retail sector, where a net balance of -57% of respondents reported a fall. Demand for office space was broadly stable, having weakened slightly in Q4. Meanwhile, the industrial sector continued to see a steady rise in tenant demand.'*
- *'Vacant space across the industrial sector continued to edge down, although the decline in Q1 was the most modest since 2013. Availability rose sharply within the retail sector once again, an ongoing trend increasingly evident over the past eighteen months. Respondents also cited a slight rise in office availability during Q1, the second consecutive quarterly increase. Given these dynamics, it is not surprising that feedback to the survey suggests retail and office landlords opted to increase the value of incentive packages on offer to occupiers.'*
- *'With regards to the outlook for rents, contributors are still anticipating further growth across both prime and secondary areas of the industrial market over the next twelve months. For offices, there remains a clear split between prime and secondary, with the former expected to deliver steady rental growth while projections are marginally negative across the latter. Expectations are pointing to a further fall in both prime and secondary retail rents at the twelve month and three-year time horizon.'*
- *'When viewed at a regional / country level, the pattern of positive rental projections within the industrial sector and negative expectations for retail is replicated across all parts of the UK. The office sector is more nuanced, although prime office rents are seen rising across the majority of regions. For secondary offices, rents are anticipated to decline in London and remain flat in the south of the country as well as in the midlands. Marginal growth is expected for secondary office rents in the north.'*
- *'In each quarter since the Brexit vote took place, survey participants have been asked if they have seen any evidence of firms looking to relocate at least some part of their business as a result. In each of the two previous quarters, the proportion*

reporting they had seen signs of this type of activity came in at around 24%. Interestingly, however, this picked up to 33% in the latest results. Going forward a slim majority (53%) of respondents nationally do now expect relocations to occur.'

- *'In the investment market, enquiries declined at the headline level for a second successive quarter, with the net balance slipping to -15% from -9% previously. Although the retail sector was responsible for much of this decline, buyer enquiries also fell modestly for offices, with the net balance of -11% representing the poorest reading since Q2 2016. Meanwhile, the investment enquiries indicator remained in positive territory across the industrial sector, albeit to a lesser extent than at any other point over the past two years.'*
- *'As was the case last quarter, the supply of property available on the sales market remained more or less unchanged at the headline level according to the latest results. Despite supply holding steady and demand deteriorating, respondents left capital value projections relatively unaltered compared to the Q4 figures. As such, prime industrial assets are still envisaged posting the strongest capital value gains on a sectoral comparison over the coming year, while prime offices are also seen chalking solid growth. The outlook for secondary industrial values is still slightly positive, but expectations for secondary offices point to a marginal decline over the year to come. On the same basis, capital values are projected to fall significantly for both prime and secondary retail units across virtually all parts of the UK.'*
- *'In London, the divide between prime and secondary offices is slightly wider than at the national level, with expectations for secondary slipping deeper into negative territory in Q1 (from a net balance of -11% to -21%). Elsewhere, the secondary office market displays a flat marginally positive capital value outlook throughout the rest of the country.'*
- *'Back at the national level, 52% of respondents continue to sense the market in the early to middle stages of a downturn, virtually unchanged from Q4. In London, 63% of contributors view the market as in some stage of a downturn, although 14% now feel conditions are now stabilising (up from 6% in the previous quarter).'*

Savills - Commercial Market in Minutes (June 2019)

- 5.5 The full report is available at: www.savills.co.uk/research_articles/229130/283475-0/market-in-minutes--uk-commercial---june-2019.
- 5.6 Headline reads: *'As yields move out and political uncertainty remains investment volumes are under pressure'*.
- 5.7 Report extracts:
- *'Investor attitudes towards the retail sector continue to be main driver of the Savills average prime yield shifting outwards in May to 4.87%, a level last seen in December 2016. Both the high street retail and shopping centre sectors saw outward shifts of 25bps with future outward pressure maintained along with the leisure sector. With only the regional hotels sector displaying any downward pressure it is likely that our average prime yield will continue its outward trend in 2019.'*
 - *'Continued Brexit uncertainty has meant we have seen an abnormally slow start to the year in terms of investment volumes, particularly by UK institutions. By the end of May, £15bn had been invested into commercial real estate, meaning that a further £5bn would need to be transacted in June to avoid being the slowest half year since 2013. Given that the UK is looking for its third Prime Minister in four years and both a general election and an unintentional no deal Brexit remain possibilities it is difficult to see investment volumes reaching the five-year average of £63bn.'*

Savills prime yields

	May 18	Apr 19	May 19
West End Office	3.25%	3.75%	3.75%
City Offices	4.00%	4.25%	4.25%
Offices M25	5.00%	5.00%	5.00%
Provincial Offices	4.75%	4.75%	4.75%
High Street Retail	4.25% ↑	4.75% ↑	5.00% ↑
Shopping centres	4.75% ↑	5.25% ↑	5.50% ↑
Retail Warehouse (open A1)	5.25%	6.00% ↓	6.00%
Retail Warehouse (restricted)	5.50%	6.25%	6.25%
Foodstores (OMR)	4.50%	4.75%	4.75%
Industrial Distribution (OMR)	4.25%	4.25%	4.25%
Industrial Multi-lets	4.00%	4.00%	4.00%
Leisure Parks	5.25%	5.50% ↑	5.50% ↑
Regional Hotels	4.25%	4.25% ↓	4.25% ↓

Source Savills

Knight Frank - Investment Yield Guide (May 2019)

- 5.8 The full report is available at: www.knightfrank.co.uk/research/investment-yield-guide-may-2019-6394.aspx.
- 5.9 Table 7 below provides an extract from the most recent table of investment yields (driving the capitalisation of rents).

Table 7 – Knight Frank Investment Yield Guide (May 2019)

Sector	May-19	Market Sentiment
High Street Retail		
Bond Street	2.50%	Stable
Oxford Street	2.75%	Negative
Prime Shops	4.75% +	Negative
Regional Cities	5.25% +	Negative
Good Secondary (Truro, Leamington Spa, Colchester etc)	6.50% +	Stable
Secondary / Tertiary	10.00% ++	Stable
Shopping Centres		
Regionally Dominant (£200+ psf Zone A)	5.25%	Negative
Dominant Prime	7.25%	Negative
Town Dominant	9.00%	Negative
Secondary	10.00% ++	Negative
Out of Town Retail		
Open A1/Fashion Parks	5.50% +	Negative
Secondary Open A1 Parks	6.75% +	Negative
Bulky Goods Parks	6.00% +	Negative
Secondary Bulky Goods Parks	7.50% +	Negative
Solus Open A1 (15 yrs)	5.00% +	Stable
Solus Bulky (c.50,000 sq. ft. let to strong covenant for 15 yrs)	5.50%	Stable
Leisure		
Leisure Parks	5.25%	Stable
Specialist Sectors		
Dept. Stores Prime (with fixed uplifts) [exc John Lewis]	8.00%	Negative
Car Showrooms (20yrs with fixed uplifts & dealer covenant)	4.50%	Stable
Budget Hotels London (Fixed/RPI uplifts 20 yr+ term, Strong Covenant)	3.50%	Stable
Budget Hotels Regional (Fixed/RPI uplifts 20 yr+ term, Strong Covenant)	4.00%	Stable
Student Accommodation (Prime London - Direct Let)	4.00%	Positive
Student Accommodation (Prime Regional - Direct Let)	5.25%	Positive
Student Accommodation (Prime London - 25yr lease Annual RPI)	3.50%	Stable
Student Accommodation (Prime Regional - 25yr lease Annual RPI)	3.75%	Stable
Healthcare (Elderly Care 30 yrs indexed linked reviews)	3.75%	Positive

Sector	May-19	Market Sentiment
Foodstores		
Annual RPI increases (IY) (25 year income)	4.25% -	Positive
Open market reviews	4.75% -	Positive
Warehouse & Industrial Space		
Prime Distribution/Warehousing (20 year income (with fixed uplifts IY))	4.00%	Stable
Prime Distribution/Warehousing (15 year income)	4.25%	Stable
Secondary Distribution (10 year income)	5.00%	Negative
SE Estate (exc London & Heathrow)	4.00%	Stable
Good Modern RoUK Estate	4.50%	Stable
Secondary Estates	6.00%	Stable
Offices		
City Prime	4.25% - 4.50%	Stable
West End Prime	3.50% – 3.75%	Stable
Major Regional Cities	4.75%	Stable
SE Towns	5.00%	Stable
SE Business Parks	5.00%	Stable
Bonds & Rates		
Libor 3 mth (10/05/2019)	0.81%	
Base Rate (10/05/2019)	0.75%	
5 year swap rates (10/05/2019)	1.15%	
10 year gilts redemption yield (10/05/2019)	1.20%	

6.0 Commercial Property Values Research

6.1 The information as outlined in the following section is based on researching data as far as available reflecting property within the Tunbridge Wells Borough, covering the following types: -

- Shops / premises
- Retail Warehousing
- Supermarkets
- Offices
- Industrial Warehousing

6.2 Our commercial rent assumptions are set based on a range of data sources as detailed throughout this report.

Commercial Values Data – CoStar

6.3 DSP subscribes to the commercial property data resource 'CoStar' and here we include relevant extracts, again as far as available, for the Council's area. Summary reporting analysis for both lease and sales comparables is provided; combined with the full data extract to be found at the end of this Appendix. CoStar is a market leading commercial property intelligence resource used and informed by a wide range of Agents and other property firms, to provide commercial real estate information and analytics. CoStar conducts extensive, ongoing research to provide and maintain a comprehensive database of commercial and real estate information where subscribers are able to analyse, interpret and gain insight into commercial property values and availability, as well as general commercial market conditions.

6.4 The CoStar sourced research is based on available lease comparables within the Tunbridge Wells Borough covering retail (all types), offices and industrial / warehousing over the last 3 to 5 years. Figures 2a – 2c below provide the analysis summary, with the full data set provided at the rear of this Appendix.

Figure 2a – CoStar Lease Comparables – Retail (2016-2018)

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
64	£25.45	£19.05	9

SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	59	£7.26	£25.45	£26.23	£94.20
Achieved Rent Per SF	24	£4.35	£19.05	£25.98	£77.92
Net Effective Rent Per SF	15	£3.17	£18.47	£26.99	£67.55
Asking Rent Discount	23	-9.5%	6.3%	0.0%	62.5%
TI Allowance	-	-	-	-	-
Rent Free Months	10	0	3	0	12

Figure 2b – CoStar Lease Comparables – Offices (2016-2018)

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
62	£17.36	£20.72	8

SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	54	£3.56	£17.36	£17.56	£33.33
Achieved Rent Per SF	16	£7.50	£20.72	£18.93	£27.00
Net Effective Rent Per SF	15	£7.50	£18.85	£17.85	£25.50
Asking Rent Discount	16	-25.0%	7.4%	0.0%	34.1%
TI Allowance	-	-	-	-	-
Rent Free Months	8	0	2	2	4

Figure 2c – CoStar Lease Comparables – Industrial (2016-2018)

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
25	£7.90	£5.70	8

SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	21	£4.74	£7.90	£9.61	£15.38
Achieved Rent Per SF	4	£4.68	£5.70	£6.23	£13.08
Net Effective Rent Per SF	2	£4.68	£5.28	£6.02	£7.35
Asking Rent Discount	4	0.0%	17.9%	0.0%	27.9%
TI Allowance	-	-	-	-	-
Rent Free Months	1	0	0	0	0

- 6.5 The full CoStar dataset, as summarised in the above tables, has been further analysed (see Table 8 below) to provide a more detailed view of the range of rents in the Tunbridge Wells submarket across the main commercial property types, as part of the robust assumption setting process.

Table 8 - CoStar Summary Analysis – Tunbridge Wells Borough

Type	Tunbridge Wells Borough Council - £/sq ft					
	Sample Size	£/sq ft Minimum Average Rental Indications	£/sq ft 1st Quartile Rental Indications	£/sq ft Median Rental Indications	£/sq ft 3rd Quartile Rental Indications	£/sq ft Maximum Average Rental Indications
Retail	57	£3.17	£19.29	£25.60	£38.24	£94.20
Offices	62	£3.58	£12.97	£17.56	£22.56	£31.70
Industrial	25	£4.68	£6.31	£9.61	£10.97	£15.38

Commercial Values Data – Valuation Office Agency

- 6.6 In addition to the above we have also reviewed the Valuation Office Agency (VOA) data (see Table 9 below) providing further analysis and summary of the rents for shops, retail warehouses, supermarkets, convenience stores and offices. Note: the full data set has not been included due to the size.

Table 9 - VOA Data Summary – Shops, Offices, Retail Warehousing, Industrial, Supermarkets and Convenience Stores – Tunbridge Wells Borough

Type	£/m ² Minimum Average Rental Indications	£/m ² 1st Quartile Rental Indications	£/m ² Median Rental Indications	£/m ² 3rd Quartile Rental Indications	£/m ² Maximum Average Rental Indications
Offices	£11.36	£101.15	£124.80	£133.85	£603.49
Industrial	£15.86	£48.22	£58.90	£75.38	£128.55
Retail Warehousing	£38.89	£141.62	£264.80	£296.38	£488.61
Supermarkets	£184.68	£202.64	£243.25	£279.37	£283.83
Shops	£19.85	£112.13	£164.40	£222.87	£956
Convenience Stores	£56.32	£70.76	£85.20	£115.11	£145.02

7.0 Stakeholder Consultation

- 7.1 As part of the information gathering process, DSP and TWBC invited a number of local stakeholders to help contribute by providing local residential / commercial market indications / experiences and values information. This was in order to both invite engagement and to help inform our study assumptions, alongside our own research, with further experience and judgements. It was conducted by way of a survey / pro-forma (containing some suggested assumptions) supplied by email by DSP via the Council for comment. The covering email contained a short introduction about the project, and also explained the type of information we required as well as assuring participants that any information they may provide would be kept in confidence, respecting commercial sensitivities throughout the whole process.
- 7.2 The complete list of stakeholders (including Affordable Housing Providers) invited to take part has not been included specifically here due to commercial sensitivities.
- 7.3 The response rate was relatively low although a limited response rate is however not unusual for this type of process in DSP's wide experience of undertaking strategic level viability testing. There are a range of sensitivities and aspects involved, which were acknowledged by DSP throughout the process.
- 7.4 However, any information / comments that were provided as a result of this consultation helped to inform and check / support our assumptions but due to commercial sensitivity and confidentiality they are not listed here.

Feedback Log

- 7.5 This was maintained to monitor the response levels and summarise information and soundings such as were collected from the various local agents, developers and others operating in the area and / or nearby areas - including on general market conditions and local variations, residential values and commercial sales / lettings and, where possible, land values together with development costs indications. As noted above, the information provided to DSP through the consultation process is commercially sensitive and is therefore not displayed below.

7.6 The section below specifically provides an overview of the residential market generally informed by contact with local agents, rather than the response to our formal consultation process:

- Although the year began with a fairly static market, the onset of spring/summer has seen a positive increase in market activity. Agent has found this increased activity seems to be the result of a trend of people migrating away from London where they can buy more for their money compared to the City. Agent agreed with our suggested range for new build property in the borough.
- Although the uncertainty of Brexit has not had a direct impact per se, it has resulted in some buyers being more cautious before committing to a purchase. Overall the market remains relatively active as long as property is priced realistically – pricing is key.
- Market relatively slow at the moment with the run up to school holidays. “Buyers market” meaning property has to be priced competitively to move. Agent expects things to pick up in the Autumn, subject to what happens with Brexit.
- Slowing growth with a levelling out of market activity particularly at the upper end of the market i.e. 4+ beds. Location of property is key in terms of good access to transport networks / easy commute.
- The market continues to remain subdued at present, although in popular locations such as Langton Green, Tunbridge Wells (central-west) and Cranbrook, prices have remained strong with property selling relatively quickly. Larger houses at the upper end of the market are taking longer to sell and price adjustments have been needed in some cases. Agent is relatively cautious about future predictions for the market due to the continued economic uncertainty surrounding Brexit.

8.0 Land Values Context

Savills - Market in Minutes: Residential Development Land Q1 2019

- 8.1 The full report is available at: www.savills.co.uk/research_articles/229130/281550-0/market-in-minutes--residential-development-land-q1-2019.
- 8.2 Headline reads: *'Regional land markets remain robust despite uncertainty but there is less appetite for risk.'*
- 8.3 Report extracts:
- *'In the first quarter of 2019, land values for UK greenfield and urban land changed very little, growing by just 0.2%, bringing annual growth to 1.3% and 1.8% respectively.'*
 - *'The most sought after sites are lower risk 'oven ready' sites. This includes smaller city centre sites and straight forward medium-sized sites (around 100–150 units) on the edge of established urban areas.'*
 - *'There is less appetite for risk among housebuilders in response to underlying market uncertainty, slowing sales rates and the Government's plan to end the Help to Buy scheme after March 2023. This is suppressing land values in London and the South, particularly where there is falling house price growth.'*
 - *'To mitigate risk, housebuilders are being selective about the sites they buy and are making use of their established land pipeline. They have built up these pipelines since recovering from the global financial crisis enabling them to increase the number of homes they build each year. For some time, they have been drawing on their own strategic pipelines of land instead of relying on purchasing consented parcels. On average, the listed housebuilders currently have 4.5 years' worth of land and source 32% of that land from their strategic pipelines.'*

- *'In response to the changes to Help to Buy from 2021, some housebuilders are also re-planning sites to include more smaller units that will qualify for Help to Buy under the new regional price caps.'*

Knight Frank: Residential Development Land Index Q1 2019

8.4 The full report is available at: www.knightfrank.co.uk/research/uk-res-dev-land-index-q1-2019-6395.aspx.

8.5 Headline reads: *'Political uncertainty weighs on land values.'*

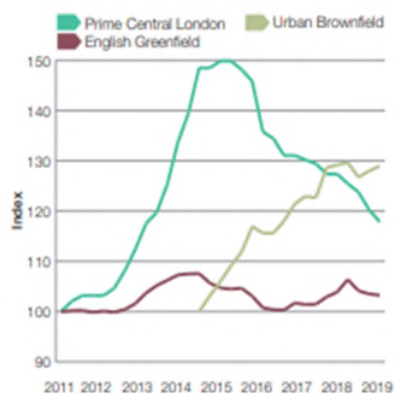
8.6 Report extracts:

- *'Economic uncertainty coupled with the complexities of the planning system and rising build costs exerted pressure on land values at the turn of the year. However, developers seeking to maintain a healthy supply of land and take advantage of value prompted ultra-competitive bidding for a handful of the best sites on the market.'*
- *'Housebuilders sought to protect their margins to account for future risks during Q1 2019, particularly in the South East. Consequently, average greenfield development land prices declined 0.3%, taking the annual change to -0.6% - the first annual decline in two years.'*
- *'Construction costs, including materials, plant and labour, have climbed 14% over the past three years, according to the ONS. Any further weakening of the pound could make importing building materials more costly, which could be compounded by reported Brexit-related stockpiling. However, the most significant factor weighing on greenfield land values is housebuilders' caution over possible conditions in the sales market in three to five years' time due to the acute political uncertainty in Westminster.'*
- *'As a result, competition has been particularly strong for well-connected sites with strong demographics, often on the edge of market towns. Volumes dipped during the 18 months following the 2016 referendum and housebuilders are now seeking to replenish their land supply.'*

- 'Urban brownfield land values climbed 0.8% in Q1, taking the annual change to -0.2%. The lack of clarity caused by events in Westminster is being offset by the certainty provided by the Help to Buy Equity Loan scheme, which the government announced in November will be extended to 2023, albeit with regional price caps.'

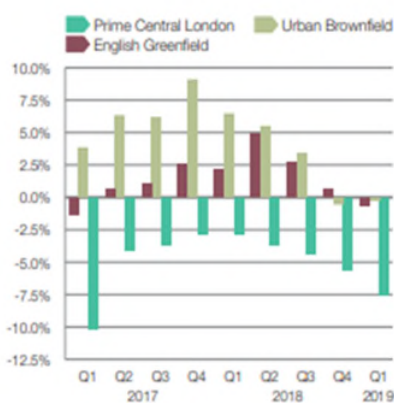
8.7 Residential development figures and tables extracted from report:

FIGURE 1
Residential development land prices
Rebased 100 = Sep 2011 (Urban Brownfield = Dec 2014)



Source: Knight Frank Research

FIGURE 2
Annual change in average land values



Source: Knight Frank Research

England Greenfield Development Land Index

Date	Index	12-month % change	6-month % change	3-month % change
Dec-17	102.92	2.6%	1.5%	1.4%
Mar-18	103.88	2.2%	2.4%	0.9%
Jun-18	106.07	4.6%	3.1%	2.1%
Sep-18	104.14	2.6%	0.3%	-1.8%
Dec-18	103.51	0.6%	-2.4%	-0.6%
Mar-19	103.25	-0.6%	-0.9%	-0.3%

Urban Brownfield Development Land Index

Date	Index	12-month % change	6-month % change	3-month % change
Dec-17	128.64	9.0%	4.6%	4.9%
Mar-18	129.18	6.4%	5.3%	0.4%
Jun-18	129.66	5.5%	0.8%	0.4%
Sep-18	126.74	3.3%	-1.9%	-2.3%
Dec-18	127.97	-0.5%	-1.3%	1.0%
Mar-19	128.96	-0.2%	1.8%	0.8%

Source: Knight Frank Research

The Knight Frank Residential Development Land Index is designed purely to give a snapshot of broad trends in the development land market, and should be only be used as such. It is derived from valuations of a basket of more than 70 residential development sites around the country.

Benchmark Land Values

- 8.8 Land value in any given situation should reflect specific viability influencing factors, such as:
- the existing use scenario;
 - planning potential and status / risk (as an indication and depending on circumstances, planning risk factors may equate to a reduction from a “with planning” land value by as much as 75%);
 - development potential – scale, type, etc. (usually subject to planning) and;
 - development constraints – including site conditions and necessary works, costs and obligations (including known abnormal factors);
 - development plan policies
- 8.9 It follows that the planning policies and obligations will have a bearing on land value; as has been recognised by examiners and Planning Inspectors.
- 8.10 In order to consider the likely viability of local plan policies in relation to any development scheme relevant to the Local Plan, the outturn results of the development appraisals (the RLVs viewed in £/ha terms) need to be somehow measured against a comparative level of land value. This is a key part of the context for reviewing the strength of the results as those changes across the range of assumptions on sales values (GDVs) and crucially including the effect of local plan policies (including affordable housing), and other sensitivity tests.
- 8.11 This comparison process is, as with much of strategic level viability assessment, not an exact science. It involves judgements and the well-established acknowledgements that, as with other appraisal aspects, land values will in practice vary from scheme to scheme as well as being dependent to some extent on timing in relation to market conditions and other wider influences such as Government policy. The levels of land values selected for this comparison context are often known as ‘benchmark’ land values, ‘viability tests’ (as referred to in our results tables – Appendices IIa to IIc) or similar. They are not fixed in terms of creating definite cut-offs or steps in viability, but in our experience, they serve well in terms of adding a layer of filtering to the results, to help enable the review of those; they help to highlight the tone of the RLV results

and therefore the changing strength of relationship between the values (GDVs) and development costs as the appraisal inputs (assumptions) change.

- 8.12 As suitable (appropriate and robust) context for a high-level review of this nature, DSP's practice is to compare the wide range of appraisal RLV results with a variety of potential land value comparisons in this way. This allows us to consider a wide range of potential scenarios and outcomes and the viability trends across those.
- 8.13 The land value comparison levels are not fixed or even guides for use on scheme specifics; they are purely for this assessment purpose. In our experience, sites will come forward at alternative figures – including in some cases beneath the levels assumed for this purpose. We have considered land values in a way that supports an appropriately “buffered” type view.
- 8.14 The revised NPPF was published in July 2018 alongside updated Planning Practice Guidance (PPG) (in particular in relation to viability both at plan making and decision taking stages of the planning process). The latest PPG on viability (May 2019) makes it clear that benchmark land values (BLVs) should be based on the Existing Use Value (EUV) plus approach and states:-

‘A benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to comply with policy requirements. This approach is often called ‘existing use value plus (EUV+).’

Further relevant extracts from the PPG (May 2019) follow at points 8.15 to 8.17 below.

- 8.15 The Planning Practice Guidance (May 2019) on factors to be considered to establish benchmark land value continues:-

‘Benchmark land value should:

- *Be based upon existing use value*

- *Allow for a premium to landowners (including equity resulting from those building their own homes)*
- *Reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees*

Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.

This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.

In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.'

- 8.16 The Planning Practice Guidance (May 2019) on what is meant by existing use value in viability assessment states:-

'Existing use value (EUV) is the first component of calculating benchmark land value. EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types. EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published sources of information such as agricultural or industrial land

values, or if appropriate capitalised rental levels at an appropriate yield (excluding any hope value for development).

Sources of data can include (but are not limited to): land registry records of transactions; real estate licensed software packages; real estate market reports; real estate research; estate agent websites; property auction results; valuation office agency data; public sector estate/property teams' locally held evidence.'

- 8.17 The Planning Practice Guidance (May 2019) on how the premium for viability assessment to the landowner should be defined:-

'The premium (or the 'plus' in EUV+) is the second component of benchmark land value. It is the amount above existing use value (EUV) that goes to the landowner. The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements.

Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration. Market evidence can include benchmark land values from other viability assessments. Land transactions can be used but only as a cross check to the other evidence. Any data used should reasonably identify any adjustments necessary to reflect the cost of policy compliance (including for affordable housing), or differences in the quality of land, site scale, market performance of different building use types and reasonable expectations of local landowners. Policy compliance means that the development complies fully with up to date plan policies including any policy requirements for contributions towards affordable housing requirements at the relevant levels set out in the plan. A decision maker can give appropriate weight to emerging policies. Local authorities can request data on the price paid for land (or the price expected to be paid through an option or promotion agreement).'

- 8.18 In order to inform the BLVs for use here, we have reviewed existing evidence, previous viability studies, site specific viability assessments and in particular have had regard to

published Government sources of land values for policy application¹. The Government data provides industrial, office, residential and agricultural land value estimates for the local sub-region but not all areas are covered. This includes data for Tunbridge Wells in relation to residential land estimates. Not all areas are covered and as is the case in most LA areas, Tunbridge Wells may well have varying characteristics. Therefore where data is insufficient we have made use of our own experience and judgement in order to utilise a ‘best fit’ from the available data. The benchmarks indicated within the appendices are therefore informed by this data and other source as described above.

- 8.19 The residential land value estimates in particular require adjustment for the purposes of strategic viability testing due to the fact that a different assumptions basis is used in our study compared to the truncated valuation model used for the residential land value estimate. This (and other) viability assessments, assume all development costs are accounted for as inputs to the RLV appraisal, rather than those being reflected within a much higher, “serviced” i.e. “ready to develop” level of land value. The MHCLG truncated valuation model provides a much higher level of land value as it assumes all land and planning related costs are discharged, assumes that there is a nil affordable housing requirement (whereas in practice the affordable housing requirement can impact land value by around 50% on a 0.5 ha site with 40% AH) with no CIL or other planning obligations allowance. That level of land value would also assume that full planning consent is in place, whereas the risk associated with obtaining planning consent can equate to as much as a 75% deduction when adjusting a consented site value to an unconsented land value starting point. Lower quartile build costs and a 17% developer’s profit (compared to the assumed median build costs and 20% developer’s profit used in this study) are additional assumptions that lead to a view of land value well above that used for comparison (benchmark purposes) in viability assessments such as this. So, the assessment approach (as relates to all land values) assumes all deductions from the GDV are covered by the development costs assumptions applied within the appraisals. In our view this would lead to a significantly reduced residential land value benchmark when taking into account all of those factors.

¹ MHCLG: Land value estimates for policy appraisal 2017 (May 2018)

- 8.20 The figure that we consider representing the minimum land value likely to incentivise release for development under any circumstances in the local context is around £250,000/ha, based on gross site area with lower and upper ends at £100,000 and £500,000/ha. In our experience of dealing with site specific viability, greenfield land values tend to be assumed at minimum option agreements levels. These are typically around £100,000 and not exceeding £150,000 per gross acre (i.e. approx. £250,000 to a maximum of £370,000 per gross hectare). Land values at those levels are likely to be relevant to development on greenfield land (e.g. agricultural land or in cases of enhancement to amenity land value).
- 8.21 At this level, it could be relevant for consideration as the lowest base point for enhancement to greenfield land values (with agricultural land reported by the VOA and a range of other sources to be valued at circa £20,000 - £25,000/ha in existing use). The HCA issued a transparent assumptions document which referred to guide parameters of an uplift of 10 to 20 times agricultural land value. This sort of level of land value could also be relevant to a range of less attractive locations or land for improvement. This is not to say that land value expectations in such scenarios would not go beyond these levels either – they could well do in a range of circumstances.
- 8.22 The EUV+ BLVs used within the study therefore range between £250,000/ha for greenfield land (including a significant uplift from existing agricultural values) to approximately £3.5m for residential land in existing use.
- 8.23 Matters such as realistic site selection for the particular proposals, allied to realistic land owner expectations on site value, will continue to be vitally important. Even moving away from a ‘market value’ led approach, site value needs to be proportionate to realistic development scope and site constraints, ensuring that headroom for supporting necessary planning obligations is not overly squeezed beneath the levels that should be achieved.
- 8.24 The RICS Guidance² (pre-dating the new NPPF and PPG) refers to site value in the following *‘Site Value should equate to the market value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the*

² Financial viability in planning – RICS Guidance note (August 2012)

development plan... The residual land value (ignoring any planning obligations and assuming planning permission is in place) and current use value represent the parameters within which to assess the level of any planning obligations’.

- 8.25 The Local Housing Delivery Group report³ chaired by Sir John Harman (again pre-dating the new NPPF and PPG), notes that: *‘Consideration of an appropriate Threshold Land Value needs to take account of the fact that future plan policy requirements will have an impact on land values and landowner expectations. Therefore, using a market value approach as the starting point carries the risk of building-in assumptions of current policy costs rather than helping to inform the potential for future policy. Reference to market values can still provide a useful ‘sense check’ on the threshold values that are being used in the model (making use of cost-effective sources of local information), but it is not recommended that these are used as the basis for the input to a model... We recommend that the Threshold Land Value is based on a premium over current use values and credible alternative use values’.*
- 8.26 The revisions to the Viability PPG and the new NPPF (in July 2018), as described above, now very clearly advise that land value should be based on the value of the existing use plus an appropriate level of premium or uplift to incentivise release of the land for development from its existing use.
- 8.27 Any overbid level of land value (i.e. incentive or uplifted level of land value) would be dependent on a ready market for the existing or other use that could be continued or considered as an alternative to pursuing the redevelopment option being assumed. The influences of existing / alternative uses on site value need to be carefully considered. At a time of a low demand through depressed commercial property market circumstances, for example, we would not expect to see inappropriate levels of benchmarks or land price expectations being set for opportunities created from those sites. Just as other scheme specifics and appropriate appraisal inputs vary, so will landowner expectation.
- 8.28 In summary, reference to the land value benchmarks range as outlined within the report and shown within the Appendices II results summary tables footnotes (range

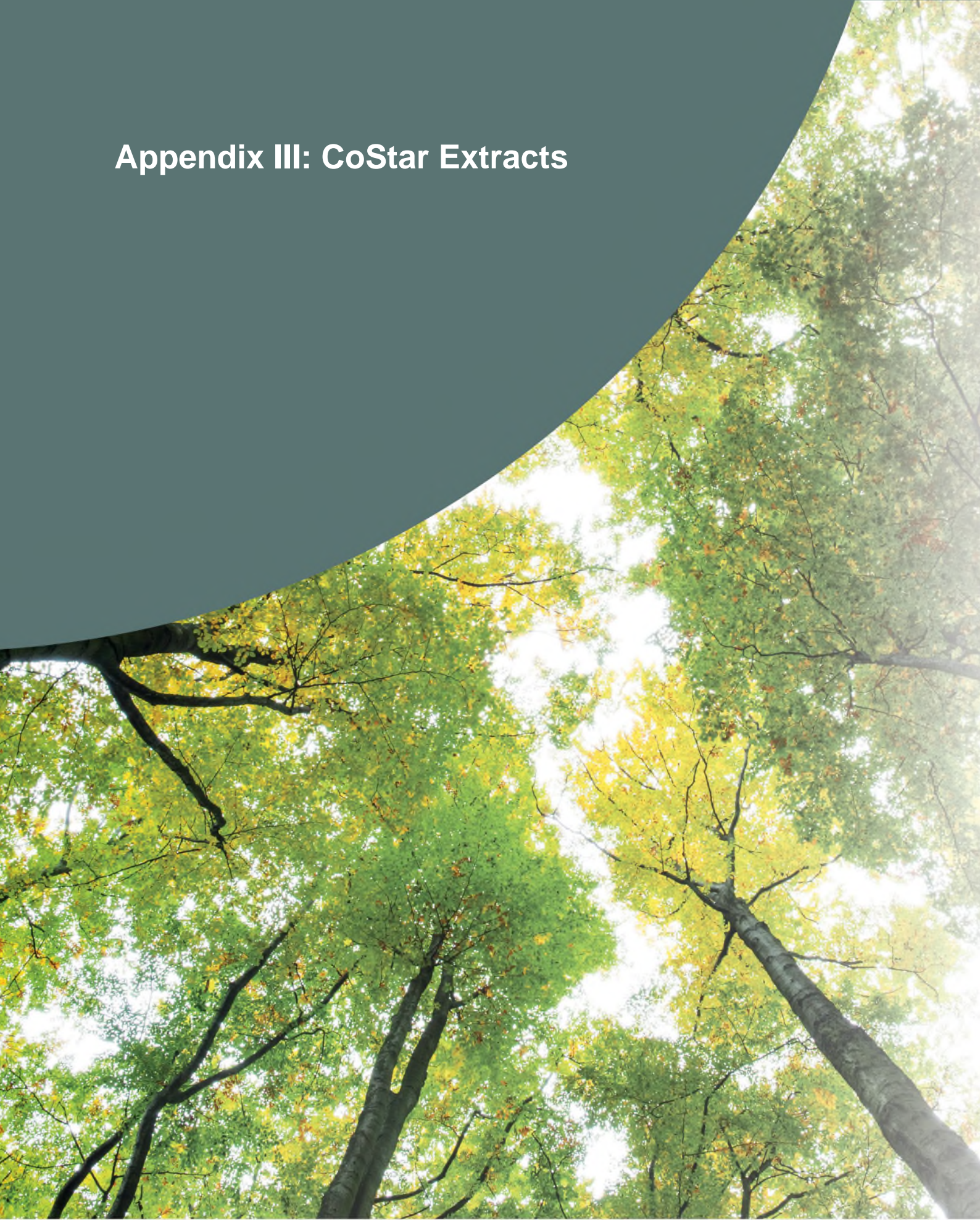
³ Local Housing Delivery Group – Viability Testing Local Plans (June 2012)

overall £250,000 to £3,500,000/ha) have been formulated with reference to the principles outlined above and are considered appropriate.

DSP Market Values & Assumptions Research
Tunbridge Wells Borough Council Local Plan Viability Study
Appendix III ends

Extracts sourced from CoStar follow

Appendix III: CoStar Extracts



Lease Comps Summary

Lease Comps Report

Deals

64

Asking Rent Per SF

£25.45

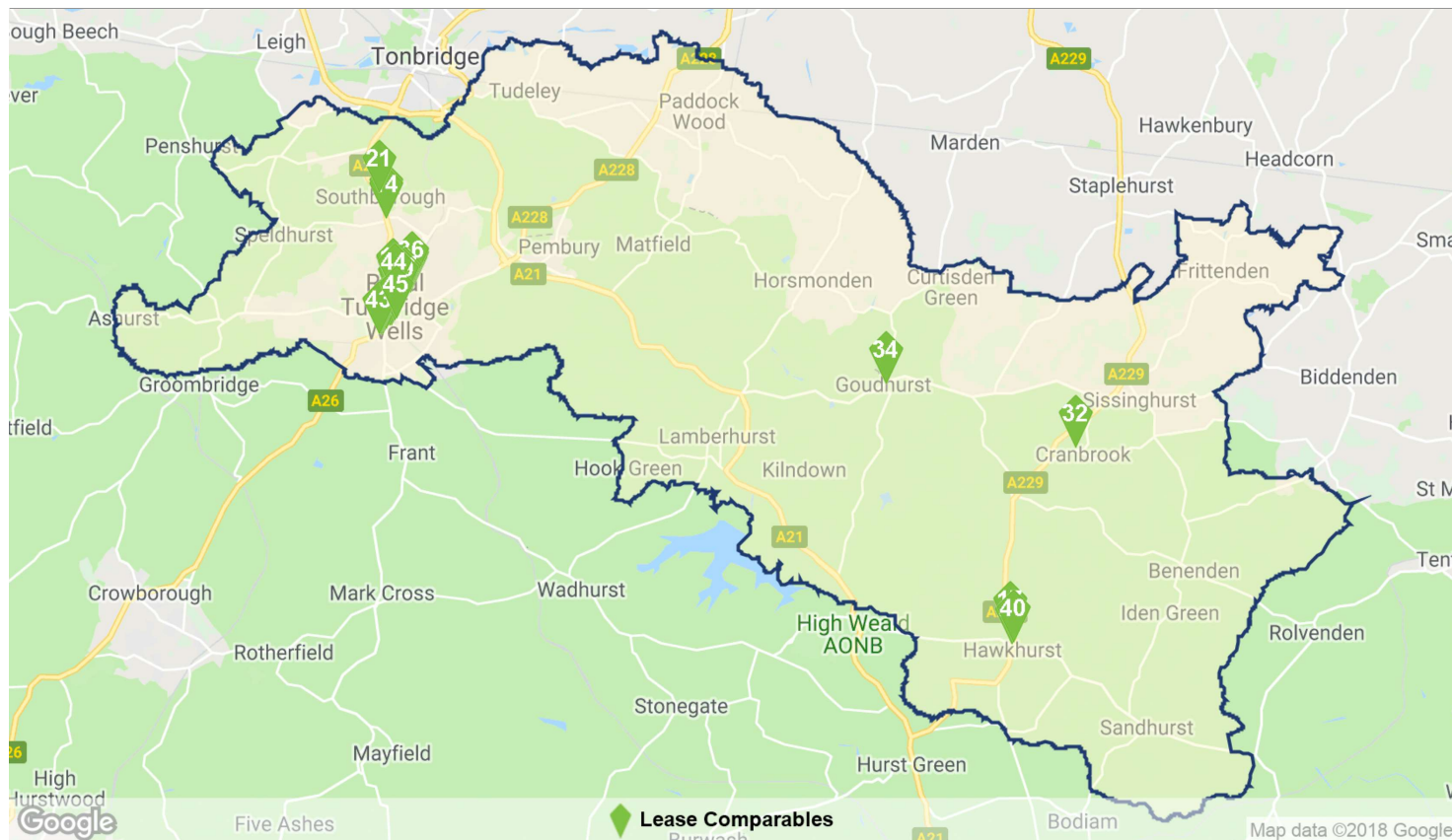
Achieved Rent Per SF

£19.05

Avg. Months On Market

9

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	59	£7.26	£25.45	£26.23	£94.20
Achieved Rent Per SF	24	£4.35	£19.05	£25.98	£77.92
Net Effective Rent Per SF	15	£3.17	£18.47	£26.99	£67.55
Asking Rent Discount	23	-9.5%	6.3%	0.0%	62.5%
TI Allowance	-	-	-	-	-
Rent Free Months	10	0	3	0	12

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	63	1	9	7	29
Deal Size	64	186	1,201	799	6,890
Lease Deal in Years	21	0.8	65.6	60.0	180.0
Floor Number	64	LL	LBBY	GRND	MEZZ

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 46 High St	★★★★★	550	2nd	13/11/2018	New	£25.45/fri	Achieved
2 8 Monson Rd	★★★★★	450	GRND	16/10/2018	New	£55.56/fri	Achieved
3 117 Camden Rd	★★★★★	265	GRND	15/08/2018	New	£26.23/fri	Achieved
4 36 Monson Rd	★★★★★	3,958	GRND	09/08/2018	New	£12.63/fri	Asking
5 70 Mount Pleasant Rd	★★★★★	1,276	GRND	09/08/2018	New	£48.98/fri	Asking
6 12 Monson Rd	★★★★★	403	GRND	03/08/2018	New	£54.59/fri	Asking
7 120 London Rd	★★★★★	2,500	GRND	02/08/2018	New	£18.00/fri	Asking
8 25 The Pantiles	★★★★★	395	GRND	01/08/2018	New	£30.38/fri	Achieved
9 33-41 The Pantiles	★★★★★	1,241	GRND	26/07/2018	New	£32.23/fri	Asking
10 3-5 Grosvenor Rd	★★★★★	385	GRND	09/07/2018	New	£77.92	Achieved
11 42 Monson Rd	★★★★★	585	GRND	15/06/2018	New	£39.32	Asking
12 3 Nevill St	★★★★★	618	Unk,GR...	13/06/2018	New	£19.42	Asking
13 85 Mount Pleasant Rd	★★★★★	1,553	GRND	01/06/2018	New	£45.07/fri	Asking
14 142-144 London Rd	★★★★★	845	GRND	15/05/2018	New	£16.57/fri	Asking
12 3 Nevill St	★★★★★	1,597	GRND	01/05/2018	New	£7.51/fri	Achieved
15 44 Grosvenor Rd	★★★★★	1,037	BSMT,G...	19/04/2018	New	£12.54/fri	Effective
16 90 Camden Rd	★★★★★	186	GRND	06/03/2018	New	£32.26/fri	Asking
17 Trills Cranbrook Rd	★★★★★	371	GRND	01/03/2018	New	£16.17	Achieved
18 53 Grosvenor Rd	★★★★★	940	BSMT,G...	01/03/2018	New	£13.30	Effective
19 The Wells Building Sussex Mews	★★★★★	6,890	LL,GRN...	01/03/2018	New	£3.17/fri	Effective
20 5 Nevill St	★★★★★	245	GRND	24/01/2018	New	£34.69	Asking

Lease Comps Summary

Lease Comps Report

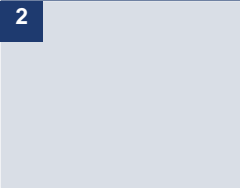

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
21 47 London Rd	★★★★★	300	GRND	01/01/2018	New	£23.33	Asking
22 Royal Victoria Place Sho... Royal Victoria PI	★★★★★	817	GRND	01/12/2017	New	£85.68/iri	Asking
23 49-49A High St	★★★★★	317	2nd	27/11/2017	New	£37.85/fri	Effective
24 51 The Pantiles	★★★★★	4,736	GRND	16/11/2017	New	£11.56/fri	Effective
25 126B Camden Rd	★★★★★	282	GRND	14/11/2017	New	£23.94/fri	Asking
26 55 High St	★★★★★	1,189	LL,GRND	01/11/2017	New	£37.85/fri	Asking
22 Royal Victoria Place Sho... Royal Victoria PI	★★★★★	690	GRND	01/11/2017	New	£94.20	Asking
27 10-12 Chapel PI	★★★★★	762	LL,GRND	11/10/2017	New	£30.84/fri	Asking
28 62 Calverley Rd	★★★★★	607	GRND	10/10/2017	New	£67.55/fri	Effective
22 Royal Victoria Place Sho... Royal Victoria PI	★★★★★	1,114	GRND	01/10/2017	New	£58.35/fri	Asking
29 16 Monson Rd	★★★★★	852	LL,GRND	15/09/2017	New	£26.99/fri	Effective
30 The Corner Shop Cranbrook Rd	★★★★★	305	GRND	08/09/2017	New	£15.90/fri	Effective
22 Royal Victoria Place Sho... Royal Victoria PI	★★★★★	1,618	GRND,...	01/09/2017	New	£60.26	Asking
25 126 Camden Rd	★★★★★	325	GRND	22/08/2017	New	£20.77/fri	Asking
31 40 Camden	★★★★★	694	GRND	21/08/2017	New	£27.38/fri	Asking
32 7 High St	★★★★★	436	GRND	21/08/2017	New	£37.84/fri	Effective
33 Unit 3 High St	★★★★★	517	GRND	15/08/2017	New	£19.34	Asking
34 Fountain House High St	★★★★★	700	GRND	15/08/2017	New	£14.29	Asking
35 15 The Pantiles	★★★★★	1,093	BSMT,G...	05/08/2017	New	£20.13/fri	Asking
36 3-5 Quarry Rd	★★★★★	749	GRND	31/07/2017	New	£16.69	Asking
37 8 Camden Rd	★★★★★	1,278	LL,GRND	23/07/2017	New	£20.34/fri	Asking

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
38 68 Calverley Rd	★★★★★	2,798	GRND,1	01/06/2017	New	£20.55/fri	Asking
39 5 Monson Rd	★★★★★	1,017	GRND	01/06/2017	New	£24.58/fri	Asking
40 Abacus House Cranbrook Rd	★★★★★	460	GRND	01/05/2017	New	£10.76/fri	Asking
41 48 The Pantiles	★★★★★	986	BSMT,G...	20/04/2017	New	£19.27/fri	Asking
42 13 High St	★★★★★	717	GRND	01/04/2017	New	£40.45	Effective
43 68 The Pantiles	★★★★★	1,339	BSMT,G...	01/04/2017	New	£21.66/fri	Asking
44 23 Grosvenor Rd	★★★★★	1,550	BSMT,G...	20/03/2017	New	£21.94	Achieved
45 2-2a Grove Hill Rd	★★★★★	779	GRND,1	14/03/2017	New	£33.38/fri	Asking





Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
1							
	46-50 High St Tunbridge Wells, TN1 1XF <i>Tunbridge Wells Ret Submarket</i>		550 New Direct	Nov 2018 3 Years	£14,000 PA		
2							
	8 Monson Rd Tunbridge Wells, TN1 1ND <i>Tunbridge Wells Ret Submarket</i>		450 New Direct	Oct 2018	£25,000 PA	£8,263 PA	
3							
	117 Camden Rd Tunbridge Wells, TN1 2QY <i>Tunbridge Wells Ret Submarket</i>		265 New Direct	Oct 2018 4 Years	£6,950 PA		
4							
	36 Monson Rd Tunbridge Wells, TN1 1LU <i>Tunbridge Wells Ret Submarket</i>		3,958 New Direct	Sep 2018		£21,123 PA	
5							
	70 Mount Pleasant Rd Tunbridge Wells, TN1 1RJ <i>Tunbridge Wells Ret Submarket</i>		1,276 New Direct	Sep 2018		£23,711 PA	
6							
	12 Monson Rd Tunbridge Wells, TN1 1ND <i>Tunbridge Wells Ret Submarket</i>	New Zealand Trustee Services (Int...)	403 New Direct	Sep 2018		£9,221 PA	




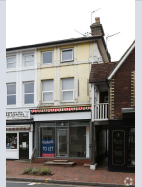


Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
7	 120 London Rd Tunbridge Wells, TN4 0PN <i>Tunbridge Wells Ret Submarket</i>	Homesack Ltd	2,500 New Direct	Sep 2018		£12,693 PA	
8	 25 The Pantiles Tunbridge Wells, TN2 5TD <i>Tunbridge Wells Ret Submarket</i>	Tunbridge Wells Borough Council	395 New Assignment	Sep 2018 3 Years	£12,000 PA	£2,356 PA	
9	 33-43 The Pantiles Tunbridge Wells, TN2 5TD <i>Tunbridge Wells Ret Submarket</i>	Kitchen Showroom Targetfollow Estates Ltd	1,241 New Direct	Sep 2018			
10	 3-5 Grosvenor Rd Tunbridge Wells, TN1 2AH <i>Tunbridge Wells Ret Submarket</i>	7G	385 New Sublease	Aug 2018	£30,000 PA	£13,192 PA	
11	 42 Monson Rd Tunbridge Wells, TN1 1LU <i>Tunbridge Wells Ret Submarket</i>		585 New Direct	Aug 2018		£11,137 PA	
12	 3 Nevill St Tunbridge Wells, TN2 5RU <i>Tunbridge Wells Ret Submarket</i>	Flanstead Ltd	618 New Direct	Jun 2018		£4,167 PA	






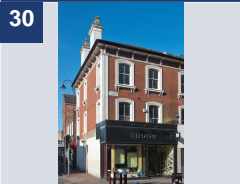
Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
13	 85 Mount Pleasant Rd Tunbridge Wells, TN1 1PX <i>Tunbridge Wells Ret Submarket</i>	D. A. Phillips & Co. Ltd	1,553 New Direct	Jul 2018		£28,261 PA	
14	 142-144 London Rd Tunbridge Wells, TN4 0PJ <i>Tunbridge Wells Ret Submarket</i>		845 New Direct	Jul 2018			
15	 3 Nevill St Tunbridge Wells, TN2 5RU <i>Tunbridge Wells Ret Submarket</i>	Flanstead Ltd	1,597 New Direct	May 2018	£12,000 PA		
16	 44 Grosvenor Rd Tunbridge Wells, TN1 2AS <i>Tunbridge Wells Ret Submarket</i>	Flanstead Ltd	1,037 New Direct	Jul 2018 5 Years	£13,000 PA £13,000 PA	£4,909 PA	
17	 90 Camden Rd Tunbridge Wells, TN1 2QP <i>Tunbridge Wells Ret Submarket</i>		186 New Direct	Mar 2018		£2,132 PA	
18	 Trills Cranbrook Rd Cranbrook, TN18 4AT <i>Tunbridge Wells Ret Submarket</i>	Forme Property Services Limited	371 New Direct	Mar 2018	£6,000 PA		







Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	 53 Grosvenor Rd Tunbridge Wells, TN1 2AY <i>Tunbridge Wells Ret Submarket</i>	Lonsdale Properties (London) Llp	940 New Direct	Mar 2018 6 Years	£12,500 PA £12,500 PA	£4,263 PA	Mar 2021 Mar 2021
20	 The Wells Building Sussex Mews Tunbridge Wells, TN2 5TE <i>Tunbridge Wells Ret Submarket</i>		6,890 New Direct	May 2018 4 Years	£30,000 PA £21,833 PA	12 Mos at Start £7,654 PA	
21	 5 Nevill St Tunbridge Wells, TN2 5RU <i>Tunbridge Wells Ret Submarket</i>	Flanstead Ltd	245 New Direct	Jan 2018			
22	 47 London Rd Tunbridge Wells, TN4 0PB <i>Tunbridge Wells Ret Submarket</i>		300 New Direct	Jan 2018		£2,826 PA	
23	 Royal Victoria Place Shopping Centre Royal Victoria Pl Tunbridge Wells, TN1 2SS <i>Tunbridge Wells Ret Submarket</i>	Hutchinson 3G	817 New Direct	Dec 2017 10 Years		£44,730 PA	
24	 49-49A High St Tunbridge Wells, TN1 1XU <i>Tunbridge Wells Ret Submarket</i>	Affinity Land and Development	317 New Direct	Nov 2017 3 Years	£12,000 PA £12,000 PA		

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
25	 51 The Pantiles Tunbridge Wells, TN2 5TE <i>Tunbridge Wells Submarket</i>	Marquess of Abergavenny	4,736 New Direct	Aug 2018 5 Years	£54,750 PA £54,749 PA	£18,857 PA	
26	 126-126D Camden Rd Tunbridge Wells, TN1 2QZ <i>Tunbridge Wells Ret Submarket</i>	T J H Properties Limited	282 New Direct	Nov 2017			
27	 55 High St Tunbridge Wells, TN1 1XU <i>Tunbridge Wells Ret Submarket</i>		1,189 New Direct	Nov 2017			
28	 Royal Victoria Place Shopping Centre Royal Victoria Pl Tunbridge Wells, TN1 2SS <i>Tunbridge Wells Ret Submarket</i>		690 New Direct	Nov 2017			
29	 10-12 Chapel Pl Tunbridge Wells, TN1 1YQ <i>Tunbridge Wells Ret Submarket</i>		762 New Direct	Oct 2017		£11,137 PA	
30	 62 Calverley Rd Tunbridge Wells, TN1 2TD <i>Tunbridge Wells Ret Submarket</i>	Grape Tree O & H Properties Ltd	607 New Direct	Oct 2017	£41,000 PA £41,002 PA	£27,335 PA	







Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
31	 Royal Victoria Place Shopping Centre Royal Victoria Pl Tunbridge Wells, TN1 2SS <i>Tunbridge Wells Ret Submarket</i>		1,114 New Direct	Oct 2017			
32	 16 Monson Rd Tunbridge Wells, TN1 1ND <i>Tunbridge Wells Ret Submarket</i>		852 New Direct	Sep 2017 5 Years	£23,000 PA £23,000 PA	£9,692 PA	
33	 The Corner Shop Cranbrook Rd Hawkhurst, TN18 4AR <i>Tunbridge Wells Ret Submarket</i>	Keith Day	305 New Direct	Sep 2017 3 Years	£5,000 PA £4,849 PA	1 Mo at Start £1,444 PA	
34	 Royal Victoria Place Shopping Centre Royal Victoria Pl Tunbridge Wells, TN1 2SS <i>Tunbridge Wells Ret Submarket</i>	Cath Kidson	1,618 New Direct	Sep 2017 1 Year		0 Mos £55,664 PA	
35	 126-126D Camden Rd Tunbridge Wells, TN1 2QZ <i>Tunbridge Wells Ret Submarket</i>	T J H Properties Limited	325 New Direct	Aug 2017		£3,231 PA	
36	 40 Camden Tunbridge Wells, TN1 2PT <i>Tunbridge Wells Ret Submarket</i>		694 New Direct	Aug 2017		£8,449 PA	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
37	 7 High St Cranbrook, TN17 3EB <i>Tunbridge Wells Ret Submarket</i>		436 New Direct	Aug 2017 6 Years	£16,500 PA £16,500 PA	£4,324 PA	
38	 Fountain House High St Goudhurst, Cranbrook, TN17 1AL <i>Tunbridge Wells Ret Submarket</i>	Fountain House Freeholders Limit...	700 New Direct	Oct 2017		£0 PA	
39	 Unit 3 High St Cranbrook, TN17 1DL <i>Tunbridge Wells Ret Submarket</i>		517 New Direct	Oct 2017		£0 PA	
40	 13-15 The Pantiles Tunbridge Wells, TN2 5TD <i>Tunbridge Wells Ret Submarket</i>	Mink Interiors Targetfollow Estates Ltd	1,093 New Direct	Sep 2017		£6,834 PA	
41	 3-5 Quarry Rd Tunbridge Wells, TN1 2EY <i>Tunbridge Wells Ret Submarket</i>		749 New Direct	Jul 2017		£4,065 PA	
42	 8 Camden Rd Tunbridge Wells, TN1 2PT <i>Tunbridge Wells Ret Submarket</i>		1,278 New Direct	Aug 2017		£10,561 PA	


Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
43	 66-68 Calverley Rd Tunbridge Wells, TN1 2UJ <i>Tunbridge Wells Ret Submarket</i>		2,798 New Direct	Jul 2017		£28,101 PA	
44	 5 Monson Rd Tunbridge Wells, TN1 1LS <i>Tunbridge Wells Ret Submarket</i>		1,017 New Direct	Sep 2017		£13,419 PA	
45	 Abacus House Cranbrook Rd Cranbrook, TN18 4AR <i>Tunbridge Wells Submarket</i>		460 New Direct	May 2017		£2,584 PA	
46	 48 The Pantiles Tunbridge Wells, TN2 5TN <i>Tunbridge Wells Ret Submarket</i>	Morgan Hodges Hair Target Follow Estates Ltd	986 New Direct	Apr 2017 10 Years		£4,026 PA	Apr 2022 Apr 2022
47	 11-13 High St Tunbridge Wells, TN1 1UL <i>Tunbridge Wells Ret Submarket</i>	Leicht Kitchen	717 New Direct	Apr 2017 10 Years	£29,000 PA £29,000 PA	£14,040 PA	Mar 2022
48	 68 The Pantiles Tunbridge Wells, TN2 5TN <i>Tunbridge Wells Ret Submarket</i>	Sussex Oak Furniture Ltd	1,339 New Direct	Apr 2017		£6,710 PA	


Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
49	 23 Grosvenor Rd Tunbridge Wells, TN1 2AH <i>Tunbridge Wells Ret Submarket</i>	Poppins	1,550 New Direct	Mar 2017	£34,000 PA	6 Mos at Start £16,146 PA	
50	 2-2a Grove Hill Rd Tunbridge Wells, TN1 1RZ <i>Tunbridge Wells Ret Submarket</i>		779 New Direct	Mar 2017		£6,759 PA	
51	 17 Crescent Rd Tunbridge Wells, TN1 2LU <i>Tunbridge Wells Ret Submarket</i>		681 New Direct	Mar 2017		£4,672 PA	
52	 65-69 St Johns Rd Tunbridge Wells, TN4 9TT <i>Tunbridge Wells Ret Submarket</i>	Tunbridge Wells Borough Council	859 New Direct	Mar 2017			
53	 65-69 St Johns Rd Tunbridge Wells, TN4 9TT <i>Tunbridge Wells Ret Submarket</i>	Tunbridge Wells Borough Council	1,820 New Direct	Apr 2017			
54	 The Weavers London Rd Tunbridge Wells, TN4 0PU <i>Tunbridge Wells Ret Submarket</i>	Ei Group plc	2,635 New Direct	Mar 2017			

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
55	 26 Mount Ephraim Tunbridge Wells, TN4 8AU <i>Tunbridge Wells Ret Submarket</i>		521 New Direct	Apr 2017			
56	 31-37 Grosvenor Rd Tunbridge Wells, TN1 2AN <i>Tunbridge Wells Ret Submarket</i>	Creams Cafe Ltd Kingsway Furniture (London) Limit...	5,640 New Direct	Apr 2017	£75,000 PA	£34,293 PA	
57	 1B Camden Rd Tunbridge Wells, TN1 2PS <i>Tunbridge Wells Ret Submarket</i>	NutriCastle Supplements Hermes Real Estate Investment M...	1,086 New Direct	Mar 2017 1 Year	£15,000 PA £15,000 PA	£12,448 PA	
58	 16 Camden Rd Tunbridge Wells, TN1 2PT <i>Tunbridge Wells Ret Submarket</i>		1,107 New Direct	Mar 2017		£7,828 PA	
59	 7 London Rd Tunbridge Wells, TN1 1DG <i>Tunbridge Wells Ret Submarket</i>	Simon Millar	459 New Direct	Feb 2017 15 Years	£30,000 PA £30,000 PA	£7,952 PA	Jan 2022... Jan 2022...
60	 45-47 Calverley Rd Tunbridge Wells, TN1 2TU <i>Tunbridge Wells Ret Submarket</i>	Fashion Nova Redcastle Ltd	2,200 New Direct	Mar 2017 10 Months		£46,270 PA	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
61	 <p>21 Calverley Rd Tunbridge Wells, TN1 2TH <i>Tunbridge Wells Ret Submarket</i></p>	White Stuff Ltd	2,332 New Direct	Jan 2017 10 Years	£90,000 PA £87,053 PA	3 Mos at Start £36,246 PA	Jan 2022 Jan 2022
62	 <p>45 High St Tunbridge Wells, TN1 1XL <i>Tunbridge Wells Submarket</i></p>	Robert Alston	782 New Direct	Jan 2017 7 Years 9 Months	£30,000 PA £30,000 PA		Sep 2019 Sep 2019...
63	 <p>30-36 The Pantiles Tunbridge Wells, TN2 5TN <i>Tunbridge Wells Ret Submarket</i></p>		913 New Direct	Jan 2017 10 Years	£23,500 PA £23,500 PA	£6,213 PA	Jan 2022
64	 <p>2 The Pantiles Tunbridge Wells, TN2 5TJ <i>Tunbridge Wells Ret Submarket</i></p>	Heroteam Limited	554 New Direct	Jan 2017			

Lease Comps Summary

Lease Comps Report

Deals

62

Asking Rent Per SF

£17.36

Achieved Rent Per SF

£20.72

Avg. Months On Market

8

TOP 50 LEASE COMPARABLES

SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	54	£3.58	£17.36	£17.56	£33.33
Achieved Rent Per SF	16	£7.50	£20.72	£18.93	£27.00
Net Effective Rent Per SF	15	£7.50	£18.85	£17.85	£25.50
Asking Rent Discount	16	-25.0%	7.4%	0.0%	34.1%
TI Allowance	-	-	-	-	-
Rent Free Months	8	0	2	2	4

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	60	1	8	6	28
Deal Size	62	88	2,122	925	28,438
Lease Deal in Years	15	3.4	76.5	84.0	120.0
Floor Number	62	LL	GRND	GRND	4

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 Heathervale House 2-4 Vale Ave	★★★★★	28,438	GRND,1-4	24/09/2018	New	-	-
2 Victoria House The Moor	★★★★★	170	GRND	20/08/2018	New	£26.47/fri	Asking
2 Victoria House The Moor	★★★★★	200	GRND	20/08/2018	New	£31.20	Asking
3 Lynx Park Colliers Green Rd	★★★★★	750	GRND	20/06/2018	New	£11.20/iri	Asking
4 45 High St	★★★★★	535	2nd	20/06/2018	New	£17.56/iri	Asking
5 Hammonds Farm Smiths Ln	★★★★★	1,700	GRND	12/06/2018	New	£9.49/iri	Asking
6 Somerhill Business Park Five Oak Green Rd	★★★★★	2,000	GRND	01/06/2018	New	£17.00	Effective
5 Hammonds Farm Smiths Ln	★★★★★	780	GRND	15/05/2018	New	£9.61/iri	Asking
7 22 Mount Ephraim Rd	★★★★★	329	2nd	20/04/2018	New	£25.08	Asking
8 Brockbourne House 77 Mount Ephraim	★★★★★	6,815	2nd	11/04/2018	New	£27.00/fri	Achieved
9 Hargreaves House 90 Calverley Rd	★★★★★	1,189	GRND	27/03/2018	New	£14.40/fri	Achieved
10 1 Little Mount Sion	★★★★★	453	1st	16/02/2018	New	£16.55/fri	Asking
11 Spelmonden Oast Spelmonden Rd	★★★★★	2,033	GRND	08/02/2018	New	£12.79/fri	Asking
12 Eridge Road 7 Linden Close	★★★★★	452	GRND	24/01/2018	New	£22.12/fri	Asking
13 Longford House 19 Mount Ephraim Rd	★★★★★	1,550	GRND	24/01/2018	New	£22.58	Asking
14 Dowding House & Frant... Coach and Horses Passage	★★★★★	946	GRND	19/01/2018	New	£18.50	Asking
15 Foundation House The Pantiles	★★★★★	1,183	GRND	19/01/2018	New	£18.90	Asking
16 Kenwood House 1 Upper Grosvenor Rd	★★★★★	2,009	2nd	19/01/2018	New	£3.58	Asking
16 Kenwood House 1 Upper Grosvenor Rd	★★★★★	2,032	1st	19/01/2018	New	£3.58	Asking
17 Spa House 18 Upper Grosvenor Rd	★★★★★	1,145	LL,1	19/01/2018	New	£25.00	Asking
18 Ladysden Farm Winchett HI	★★★★★	657	GRND	19/01/2018	New	£12.94/iri	Asking

Lease Comps Summary

Lease Comps Report





Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
19 Old Winery Lamberhurst Down	★★★★★	1,726	1st	01/01/2018	New	£14.57/fri	Effective
20 1-3 Lime Hill Rd	★★★★★	643	1st	30/12/2017	New	£17.11	Effective
21 Sigma House 6-8 Garden St	★★★★★	136	GRND	28/12/2017	New	£30.88	Asking
22 Century Place Lamberts Rd	★★★★★	2,233	1st	28/12/2017	New	£18.03	Asking
23 6 Mount Ephraim	★★★★★	2,633	BSMT,G...	28/12/2017	New	£15.19/fri	Asking
8 Brockbourne House 77 Mount Ephraim	★★★★★	3,200	3rd	28/12/2017	New	£27.00/fri	Asking
24 The Old Granary Tong Ln	★★★★★	2,145	GRND,1	28/12/2017	New	£13.05/fri	Asking
25 Crown Yard Bedgebury Rd	★★★★★	3,087	GRND,1	14/11/2017	New	£6.84/fri	Asking
26 The Old Library Dudley Rd	★★★★★	145	LL	14/11/2017	New	£28.69	Asking
27 11A High St	★★★★★	150	1st	14/11/2017	New	£30.00/fri	Asking
4 45 High St	★★★★★	484	1st	14/11/2017	New	£17.56/iri	Asking
28 18 Mount Pleasant Rd	★★★★★	1,500	1-2	14/11/2017	New	£14.00/fri	Asking
17 Spa House 18 Upper Grosvenor Rd	★★★★★	340	GRND	02/11/2017	New	£20.00	Effective
17 Spa House 18 Upper Grosvenor Rd	★★★★★	248	1st	02/11/2017	New	£25.20	Effective
17 Spa House 18 Upper Grosvenor Rd	★★★★★	249	1st	02/11/2017	New	£23.09	Effective
17 Spa House 18 Upper Grosvenor Rd	★★★★★	280	LL	01/11/2017	New	£17.85	Effective
29 Hill Place. London Rd @ London Road	★★★★★	857	1st	24/10/2017	New	£12.25/fri	Effective
30 16 Church Rd	★★★★★	205	LL	05/09/2017	New	£31.70	Asking
31 Thatcher House 12 Mount Ephraim	★★★★★	280	BSMT	01/09/2017	New	£21.43/iri	Asking
32 Oakhurst House 77 Mount Ephraim	★★★★★	5,400	GRND	01/09/2017	New	£25.50	Effective
33 The Old Winery Furnace Ln	★★★★★	1,085	GRND	29/08/2017	New	£15.71/fri	Effective

Lease Comps Summary







Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
34 Courier House 80-84 Calverley Rd	★★★★★	2,703	GRND	22/08/2017	New	-	-
35 42B Commercial Rd	★★★★★	400	1st	21/08/2017	New	£22.50/iri	Effective
36 Southborough Business... 1 Draper St	★★★★★	175	1st	14/08/2017	New	-	-
36 Southborough Business... 1 Draper St	★★★★★	2,705	2nd	14/08/2017	New	-	-
37 Wellington Gate 7-9 Church Rd	★★★★★	2,000	2nd	14/07/2017	New	-	-
38 Great Hall Arcade Mount Pleasant Rd	★★★★★	5,787	3rd	14/07/2017	New	£22.00	Asking
32 Oakhurst House 77 Mount Ephraim	★★★★★	7,400	GRND	01/07/2017	New	£8.43	Asking
39 76 Calverley Rd	★★★★★	748	1st	30/06/2017	New	£20.05/iro	Effective





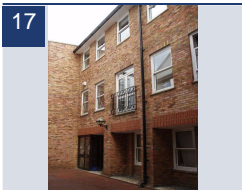

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
1	 <p>Heathervale House 2-4 Vale Ave Tunbridge Wells, TN1 1DJ <i>Tunbridge Wells Submarket</i></p>	F C Stark Limited	28,438 New Direct	Feb 2019			
2	 <p>Victoria House The Moor Cranbrook, TN18 4NR <i>Tunbridge Wells Submarket</i></p>	Philip Evely	170 New Sublease	Sep 2018			
3	 <p>Victoria House The Moor Cranbrook, TN18 4NR <i>Tunbridge Wells Submarket</i></p>	Philip Evely	200 New Sublease	Sep 2018			
4	 <p>Lynx Park Colliers Green Rd Cranbrook, TN17 2LR <i>Tunbridge Wells Ind Submarket</i></p>		750 New Direct	Jul 2018			
5	 <p>45 High St Tunbridge Wells, TN1 1XL <i>Tunbridge Wells Submarket</i></p>		535 New Direct	Jul 2018		£4.01/SF	
6	 <p>Hammonds Farm Smiths Ln Cranbrook, TN17 1EU <i>Tunbridge Wells Ind Submarket</i></p>		1,700 New Direct	Jul 2018			







Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
7	 Somerhill Business Park Five Oak Green Rd Tonbridge, TN11 0QL Tunbridge Wells Submarket		2,000 New Sublease	Aug 2018 5 Years	£17.00/SF	£7.52/SF	
8	 Hammonds Farm Smiths Ln Cranbrook, TN17 1EU Tunbridge Wells Ind Submarket		780 New Direct	Jul 2018			
9	 22 Mount Ephraim Rd Tunbridge Wells, TN1 1ED Tunbridge Wells Submarket	Durlings	329 New Direct	Apr 2018			
10	 Brockbourne House 77 Mount Ephraim Tunbridge Wells, TN4 8BS Tunbridge Wells Submarket	BlackRock Investment	6,815 New Direct	Jun 2018	£27.00/SF		
11	 Hargreaves House 88-92 Calverley Rd Tunbridge Wells, TN1 2UN Tunbridge Wells Ret Submarket	PStone LTD Bank of Scotland plc	1,189 New Direct	Mar 2018	£14.40/SF	£4.63/SF	
12	 1 Little Mount Sion Tunbridge Wells, TN1 1YS Tunbridge Wells Submarket		453 New Direct	Feb 2018		£5.71/SF	







Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
13	 Spelmonden Oast Spelmonden Rd Cranbrook, TN17 1HE Tunbridge Wells Submarket		2,033 New Direct	Feb 2018		£2.48/SF	
14	 Eridge Road 7 Linden Close Tunbridge Wells, TN4 8HH Tunbridge Wells Submarket	D. A. Phillips & Co. Ltd	452 New Direct	Jan 2018			
15	 Longford House 19 Mount Ephraim Rd Tunbridge Wells, TN1 1EN Tunbridge Wells Submarket	Markerstudy	1,550 New Direct	Feb 2018		£5.72/SF	
16	 Dowding House & Frant House Coach And Horses Passage Tunbridge Wells, TN2 5NP Tunbridge Wells Submarket	Lower Pantiles LLP	946 New Direct	Jan 2018		£5.95/SF	
17	 Foundation House The Pantiles Tunbridge Wells, TN2 5NP Tunbridge Wells Submarket	Targetfollow Estates Ltd	1,183 New Direct	Jan 2018		£6.26/SF	
18	 Kenwood House 1 Upper Grosvenor Rd Tunbridge Wells, TN1 2DU Tunbridge Wells Submarket	Ice Flanstead Limited	2,032 New Direct	Jan 2018		£5.99/SF	


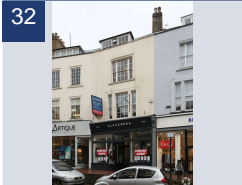




Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	 Kenwood House 1 Upper Grosvenor Rd Tunbridge Wells, TN1 2DU Tunbridge Wells Submarket	Flanstead Limited	2,009 New Direct	Jan 2018		£6.03/SF	
20	 Spa House 18 Upper Grosvenor Rd Tunbridge Wells, TN1 2EP Tunbridge Wells Submarket		1,145 New Direct	Jan 2018			
21	 Ladysden Farm Winchett HI Cranbrook, TN17 1JX Tunbridge Wells Submarket		657 New Direct	Jan 2018			
22	 Old Winery Lamberhurst Down Tunbridge Wells, TN3 8ER Tunbridge Wells Submarket	Ftlvagen Silver Lvgen Ltd Lamberhurst Winery Ltd	1,726 New Direct	Jan 2018 10 Years	£15.06/SF £14.57/SF	3 Mos at Start £4.54/SF	Dec 2023 Dec 2023
23	 1-3 Lime Hill Rd Tunbridge Wells, TN1 1LJ Tunbridge Wells Submarket	Lavestock Physiotherapy	643 New Direct	Dec 2017 10 Years	£17.11/SF £17.11/SF	£4.99/SF	
24	 Sigma House 6-8 Garden St Tunbridge Wells, TN1 2XB Tunbridge Wells Submarket		136 New Direct	Dec 2017		£5.72/SF	


Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
25	 Century Place Lamberts Rd Tunbridge Wells, TN2 3EH Tunbridge Wells Submarket	Lightmaker UK Threadneedle Property	2,233 New Sublease	Jan 2018			
26	 6-8 Mount Ephraim Tunbridge Wells, TN4 8AS Tunbridge Wells Submarket		2,633 New Direct	Jan 2018		£5.28/SF	
27	 Brockbourne House 77 Mount Ephraim Tunbridge Wells, TN4 8BS Tunbridge Wells Submarket	BlackRock Investment	3,200 New Direct	Jan 2018			
28	 The Old Granary Tong Ln Tunbridge Wells, TN3 8AD Tunbridge Wells Submarket	Beever Holdings Limited	2,145 New Sublease	Jan 2018		£12.51/SF	
29	 Crown Yard Bedgebury Rd Cranbrook, TN17 2QZ Tunbridge Wells Submarket		3,087 New Direct	Dec 2017		£4.77/SF	
30	 The Old Library Dudley Rd Tunbridge Wells, TN1 1LE Tunbridge Wells Submarket		145 New Direct	Nov 2017		£4.87/SF	

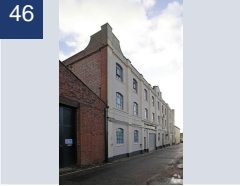
Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
31	 11-13 High St Tunbridge Wells, TN1 1UL Tunbridge Wells Ret Submarket		150 New Direct	Nov 2017			
32	 45 High St Tunbridge Wells, TN1 1XL Tunbridge Wells Submarket		484 New Direct	Nov 2017		£0.94/SF	
33	 14-18 Mount Pleasant Rd Tunbridge Wells, TN1 1QU Tunbridge Wells Ret Submarket	Phoenix Group Holdings Ltd	1,500 New Direct	Dec 2017			
34	 Spa House 18 Upper Grosvenor Rd Tunbridge Wells, TN1 2EP Tunbridge Wells Submarket	Denim Creative Ltd	340 New Direct	Nov 2017 7 Years	£20.00/SF £20.00/SF		Nov 2021 Nov 2021
35	 Spa House 18 Upper Grosvenor Rd Tunbridge Wells, TN1 2EP Tunbridge Wells Submarket		248 New Direct	Nov 2017 1 Year	£25.20/SF £25.20/SF		
36	 Spa House 18 Upper Grosvenor Rd Tunbridge Wells, TN1 2EP Tunbridge Wells Submarket		249 New Direct	Nov 2017 7 Years	£23.09/SF £23.09/SF		Nov 2019... Nov 2019...






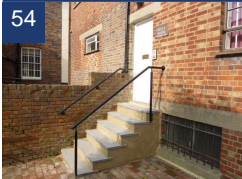
Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
37	 Spa House 18 Upper Grosvenor Rd Tunbridge Wells, TN1 2EP Tunbridge Wells Submarket		280 New Direct	Nov 2017 5 Years	£17.85/SF £17.85/SF		
38	 Hill Place. London Rd @ London Road Tunbridge Wells, TN4 0PY Tunbridge Wells Submarket	KB Tech	857 New Direct	Oct 2017 8 Years	£12.25/SF £12.25/SF	£4.86/SF	Oct 2021
39	 16-18 Church Rd Tunbridge Wells, TN1 1JP Tunbridge Wells Submarket	Atfield Butler Partnership	205 New Direct	Sep 2017		£11.76/SF	
40	 Thatcher House 12 Mount Ephraim Tunbridge Wells, TN4 8AS Tunbridge Wells Submarket	Inclusion	280 New Direct	Oct 2017		£4.23/SF	
41	 Oakhurst House 77 Mount Ephraim Tunbridge Wells, TN4 8BS Tunbridge Wells Submarket	Health Insurance Specialists	5,400 New Direct	Sep 2017 10 Years	£25.50/SF £25.50/SF		Aug 2022 Aug 2022
42	 The Old Winery Furnace Ln Tunbridge Wells, TN3 8LA Tunbridge Wells Submarket	JSM Technology	1,085 New Direct	Oct 2017 3 Years 6 Months	£17.05/SF £15.71/SF	3 Mos at Start £12.21/SF	



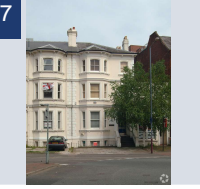



Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
43		Courier House 80-84 Calverley Rd Tunbridge Wells, TN1 2UN Tunbridge Wells Submarket	Threadneedle Pensions Ltd	2,703 New Direct	Sep 2017		
44		40-42 Commercial Rd Paddock Wood, Tonbridge, TN12 6EL Tunbridge Wells Ret Submarket		400 New Direct	Aug 2017 9 Years	£22.50/SF £22.50/SF	
45		Southborough Business Centre 1 Draper St Tunbridge Wells, TN4 0PG Tunbridge Wells Submarket		175 New Sublease	Sep 2017		
46		Southborough Business Centre 1 Draper St Tunbridge Wells, TN4 0PG Tunbridge Wells Submarket		2,705 New Sublease	Sep 2017		
47		Wellington Gate 7-9 Church Rd Tunbridge Wells, TN1 1HT Tunbridge Wells Submarket	Royal Bank Of Scotland Group plc	2,000 New Direct	Aug 2017		
48		Great Hall Arcade Mount Pleasant Rd Tunbridge Wells, TN1 1QQ Tunbridge Wells Ret Submarket	Hermes Real Estate Investment M...	5,787 New Direct	Jul 2017		



Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
49	 Oakhurst House 77 Mount Ephraim Tunbridge Wells, TN4 8BS Tunbridge Wells Submarket		7,400 New Direct	Jul 2017		£10.54/SF	
50	 76 Calverley Rd Tunbridge Wells, TN1 2UJ Tunbridge Wells Submarket	Page & Page	748 New Direct	Jun 2017 3 Years 5 Months	£20.05/SF £20.05/SF	£6.88/SF	
51	 Hill Place. London Rd @ London Road Tunbridge Wells, TN4 0PY Tunbridge Wells Submarket	Interior Design	905 New Direct	Jun 2017 10 Years	£12.04/SF £11.65/SF	3 Mos at Start	
52	 Wallside House 12 Mount Ephraim Rd Tunbridge Wells, TN1 1EE Tunbridge Wells Submarket	EPF Healthcare Fraserview Investment Limited	7,544 New Direct	Sep 2017 10 Years	£20.00/SF £20.00/SF	£7.65/SF	Sep 2022
53	 43 High St Tunbridge Wells, TN1 1XL Tunbridge Wells Ret Submarket	Ladham Properties Limited	508 New Direct	Jun 2017		£5.09/SF	
54	 Kelly House Warwick Rd Tunbridge Wells, TN1 1YL Tunbridge Wells Submarket	Rayen Limited	439 New Direct	Jun 2017		£4.39/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
55	 Prospect House 11-13 Lonsdale Gdns Tunbridge Wells, TN1 1NU Tunbridge Wells Submarket	Mr. Paul Heath	88 New Direct	May 2017			
56	 Green Barn Tunbridge Wells, TN3 8LE Tunbridge Wells Ind Submarket		3,000 New Direct	Sep 2017			
57	 4 St Johns Rd Tunbridge Wells, TN4 9NP Tunbridge Wells Submarket	Chettell Ltd	635 New Direct	Apr 2017		£4.46/SF	
58	 Windsor House 6-10 Mount Ephraim Rd Tunbridge Wells, TN1 1EE Tunbridge Wells Submarket	Beaufort Consulting National Mutual Life Assurance -	2,902 New Direct	May 2017			
59	 Windsor House 6-10 Mount Ephraim Rd Tunbridge Wells, TN1 1EE Tunbridge Wells Submarket	Corinthian Pension Consulting Ltd National Mutual Life Assurance -	8,679 New Direct	May 2017		£23.54/SF	
60	 Chapman House Chapman Way Tunbridge Wells, TN2 3EF Tunbridge Wells Submarket	Sugar Marketing	1,920 New Direct	Apr 2017 3 Years	£7.50/SF £7.50/SF		

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
61	 17-19 Church Rd Tunbridge Wells, TN1 1LG Tunbridge Wells Submarket		493 New Direct	Mar 2017			
62	 Spelmonden Oast Spelmonden Rd Cranbrook, TN17 1HE Tunbridge Wells Submarket		199 New Direct	Jan 2017		£6.37/SF	

Lease Comps Summary

Lease Comps Report

Deals

25

Asking Rent Per SF

£7.90

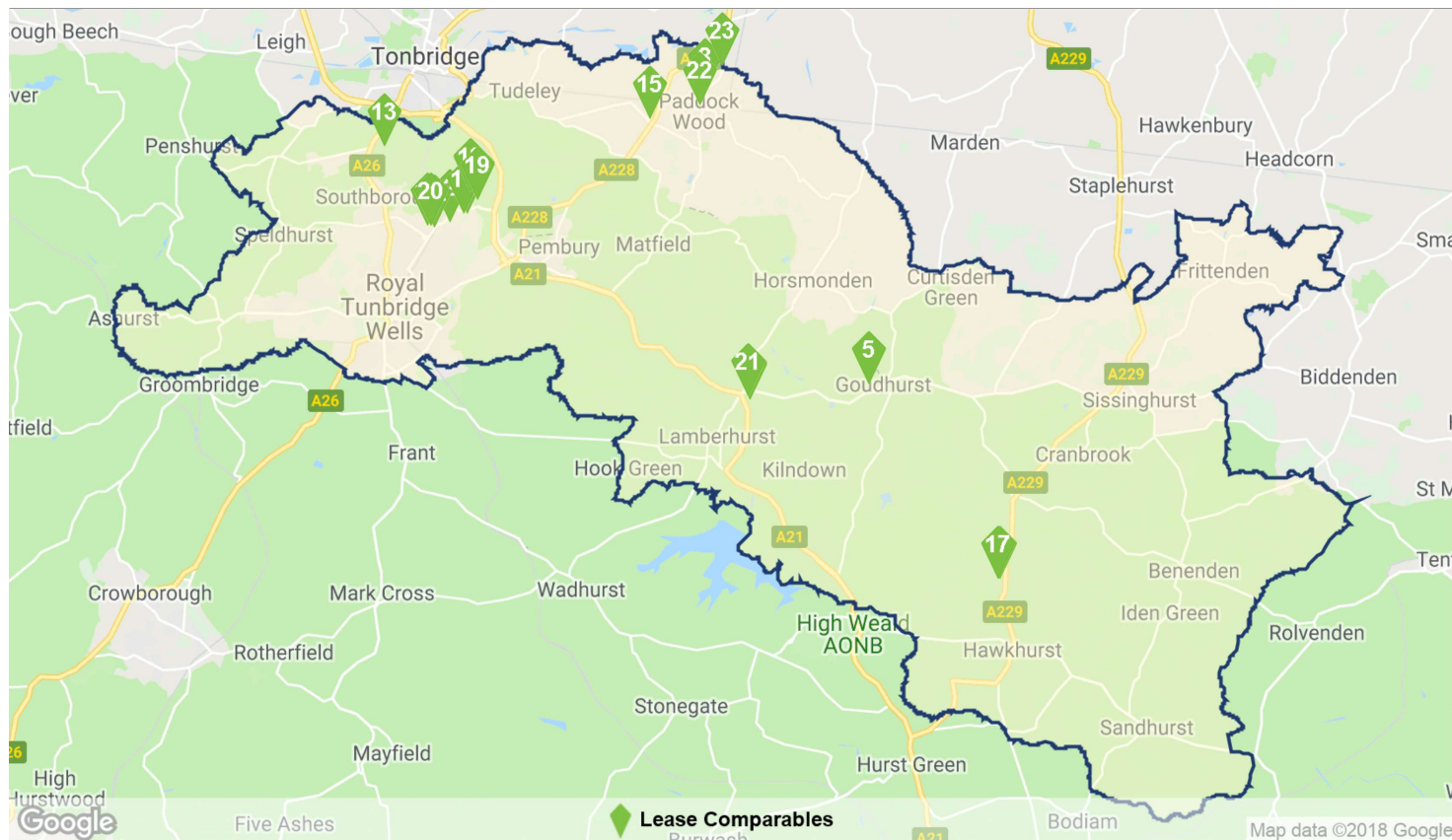
Achieved Rent Per SF

£5.70

Avg. Months On Market

8

LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	21	£4.74	£7.90	£9.61	£15.38
Achieved Rent Per SF	4	£4.68	£5.70	£6.23	£13.08
Net Effective Rent Per SF	2	£4.68	£5.28	£6.02	£7.35
Asking Rent Discount	4	0.0%	17.9%	0.0%	27.9%
TI Allowance	-	-	-	-	-
Rent Free Months	1	0	0	0	0

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	21	2	8	6	26
Deal Size	25	195	5,710	2,550	20,073
Lease Deal in Years	2	120.0	120.0	120.0	120.0
Floor Number	23	GRND	GRND	GRND	MEZZ

Lease Comps Summary

Lease Comps Report







Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 Kingstanding Business... Kingstanding Way	★★★★★	2,553	GRND	17/09/2018	New	£10.97/fri	Asking
2 Unit 3 Longfield Rd	★★★★★	17,600	GRND	02/07/2018	New	£10.51	Asking
3 Goudhurst Rd	★★★★★	195	GRND	20/06/2018	New	£15.38/iri	Asking
4 Longfield Rd	★★★★★	1,000	GRND	15/05/2018	New	£15.00/fri	Asking
5 Hammonds Farm Smiths Ln	★★★★★	2,283	GRND	15/05/2018	New	£9.61/iri	Asking
6 Forstal Farm Business P... Goudhurst Rd	★★★★★	2,286	GRND	07/02/2018	New	£5.92/fri	Asking
7 Kingstanding Way	★★★★★	1,300	GRND	01/11/2017	New	£13.08	Achieved
8 Maidstone Rd	★★★★★	4,627	GRND,1	02/10/2017	New	£7.35/fri	Effective
4 Longfield Rd	★★★★★	500	GRND	01/09/2017	New	£15.00/fri	Asking
9 Kingstanding Way	★★★★★	10,685	1st	31/08/2017	New	-	-
10 Kingstanding Way	★★★★★	20,073	1st	01/08/2017	New	-	-
11 Colebrook Industrial Est... Longfield Rd	★★★★★	1,166	GRND	01/07/2017	New	£12.44/fri	Asking
12 Enterprise Centre North Farm Rd	★★★★★	7,920	GRND,1...	01/07/2017	New	£6.31/fri	Asking
13 Nightingale Farm London Rd	★★★★★	1,370	GRND	30/06/2017	New	£5.11	Achieved
14 Chapman Way	★★★★★	1,709	GRND	28/06/2017	New	£10.50/fri	Asking
15 Orchard Business Centre Badsell Rd	★★★★★	17,063	GRND	13/06/2017	New	£6.49/fri	Asking
15 Orchard Business Centre Badsell Rd	★★★★★	16,027	GRND,1	12/06/2017	New	£4.68/fri	Effective
16 Cranbrook Rd	★★★★★	10,859	Unkwn	01/06/2017	-	-	-
17 Cranbrook Rd	★★★★★	2,792	Unkwn	01/06/2017	-	-	-
18 Decimus Park Kingstanding Way	★★★★★	2,520	GRND	01/06/2017	New	£8.92/fri	Asking
19 Kingstanding Way	★★★★★	2,550	GRND	22/05/2017	New	£10.00/fri	Asking

Lease Comps Summary







Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
20 Chapman Way	★ ★ ★ ★ ★	2,264	GRND,1	01/05/2017	New	£10.42	Asking
21 Goudhurst Rd	★ ★ ★ ★ ★	1,659	GRND	07/04/2017	New	£7.23/fri	Asking
22 Eldon Way	★ ★ ★ ★ ★	4,650	GRND	01/03/2017	New	£4.74/fri	Asking
23 Maidstone Rd	★ ★ ★ ★ ★	7,113	GRND,1	01/03/2017	New	£5.97/fri	Asking







Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
1	 Kingstanding Business Park Kingstanding Way Tunbridge Wells, TN2 3UP <i>Tunbridge Wells Ind Submarket</i>	Hargreaves Properties Ltd	2,553 New Direct	Oct 2018		£3.99/SF	
2	 Unit 3 Longfield Rd Tunbridge Wells, TN2 3EY <i>Tunbridge Wells Ind Submarket</i>		17,600 New Direct	Sep 2018		£2.86/SF	
3	 Goudhurst Rd Tunbridge Wells, TN3 8AG <i>Tunbridge Wells Ind Submarket</i>		195 New Direct	Jul 2018		£2.95/SF	
4	 Longfield Rd Tunbridge Wells, TN2 3DG <i>Tunbridge Wells Ind Submarket</i>		1,000 New Direct	Jul 2018			
5	 Hammonds Farm Smiths Ln Cranbrook, TN17 1EU <i>Tunbridge Wells Ind Submarket</i>		2,283 New Direct	Jul 2018			
6	 Forstal Farm Business Park A-F Goudhurst Rd Tunbridge Wells, TN3 8AG <i>Tunbridge Wells Ind Submarket</i>		2,286 New Direct	Mar 2018		£2.05/SF	







Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
7	 Kingstanding Way Tunbridge Wells, TN2 3GP Tunbridge Wells Ind Submarket	Terrace Hill Group plc	1,300 New Direct	Dec 2017	£13.08/SF		
8	 Maidstone Rd Tonbridge, TN12 6BU Tunbridge Wells Ind Submarket	Totally Natural Solutions	4,627 New Direct	Nov 2017 10 Years	£7.35/SF £7.35/SF	£4.64/SF	Oct 2020... Oct 2022
9	 Longfield Rd Tunbridge Wells, TN2 3DG Tunbridge Wells Ind Submarket		500 New Direct	Sep 2017		£5.36/SF	
10	 Kingstanding Way Tunbridge Wells, TN2 3UP Tunbridge Wells Ind Submarket	Arriva	10,685 New Direct	Sep 2017			
11	 Kingstanding Way Tunbridge Wells, TN2 3UP Tunbridge Wells Ind Submarket	Arriva	20,073 New Direct	Sep 2017			
12	 Colebrook Industrial Estate Longfield Rd Tunbridge Wells, TN2 3DG Tunbridge Wells Ind Submarket		1,166 New Direct	Jul 2017		£4.33/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
13	 Enterprise Centre North Farm Rd Tunbridge Wells, TN2 3DR Tunbridge Wells Ind Submarket		7,920 New Direct	Jul 2017		£1.14/SF	
14	 Nightingale Farm London Rd Tunbridge Wells, TN4 0UL Tunbridge Wells Ind Submarket	Silverdale Carpets	1,370 New Direct	Jun 2017	£5.11/SF		
15	 Chapman Way Tunbridge Wells, TN2 3EF Tunbridge Wells Ind Submarket	Peer Group plc	1,709 New Direct	Jul 2017			
16	 Orchard Business Centre Badsell Rd Five Oak Green, TN12 6QU Tunbridge Wells Ind Submarket		17,063 New Direct	Sep 2017		£2.61/SF	
17	 Orchard Business Centre Badsell Rd Five Oak Green, TN12 6QU Tunbridge Wells Ind Submarket	IVC Signs	16,027 New Direct	Jun 2017 10 Years	£4.68/SF £4.68/SF	£2.61/SF	
18	 Cranbrook Rd Cranbrook, TN18 5BD Tunbridge Wells Ind Submarket		10,859	Jun 2017			

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	 Cranbrook Rd Cranbrook, TN18 5BD Tunbridge Wells Ind Submarket		2,792	Jun 2017			
20	 Decimus Park Kingstanding Way Tunbridge Wells, TN2 3GP Tunbridge Wells Ind Submarket	Terrace Hill Group plc	2,520 New Direct	Sep 2017		£4.44/SF	
21	 Kingstanding Way Tunbridge Wells, TN2 3UP Tunbridge Wells Ind Submarket	Hargreaves Developments Limited	2,550 New Direct	Jun 2017		£4.92/SF	
22	 Chapman Way Tunbridge Wells, TN2 3EF Tunbridge Wells Ind Submarket	Reliance Recovery Ltd	2,264 New Direct	May 2017		£4.34/SF	
23	 Goudhurst Rd Tunbridge Wells, TN3 8AG Tunbridge Wells Ind Submarket		1,659 New Direct	May 2017		£2.67/SF	
24	 Eldon Way Tonbridge, TN12 6BE Tunbridge Wells Ind Submarket	Logicor Europe Ltd	4,650 New Direct	Mar 2017			

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
25			7,113 New Direct	Mar 2017			
	Maidstone Rd Tonbridge, TN12 6PX Tunbridge Wells Ind Submarket						