

savills

Spotlight  
**National Planning  
Policy Framework (NPPF)  
One Year On**

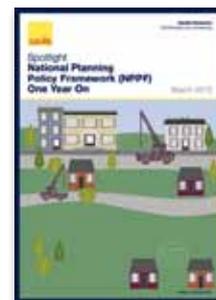
March 2013



**Notes about the publication**

This document was published in March 2013. The data used in the charts and tables is the latest available at the time of going to press. Sources are included for all the charts.

# Spotlight NPPF, One Year On Savills Review – The Southern Half of England



The NPPF shows its teeth, with an increase in planning permissions, despite evidence of some local planning authorities not yet embracing Localism

**M**arch 2013 represents the first anniversary of the ground-breaking National Planning Policy Framework (NPPF), the Government's primary statement of planning policy for England.

The approach is to balance the economic, environmental and social needs of the country - albeit in the present difficult economic circumstances, maximum effort is being directed towards development that will assist the economy.

Three key policy strands stand out:

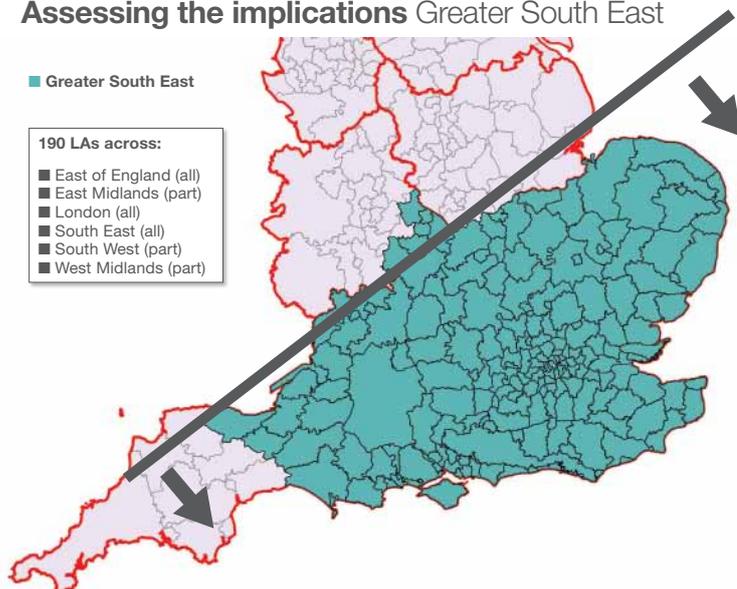
- Speeding up decision making
- Achieving a significant boost in the delivery of housing
- Shifting towards Localism

Analysis of the impact of the NPPF across the Southern Half of England (190 local authorities) shows some evidence that planning outcomes are occurring more swiftly. However, the messages of the NPPF need further time to take effect, and – despite further progress with development plan making - many Local Authorities (LAs) are hindered by plans which are not properly up to date.

The boost to housing delivery is yet to materialise, although encouraging signs have recently been reported by the Home Builders' Federation in the form of an increase in planning permissions for housing between Q2 and Q4 in 2012. A worrying tendency to reduce housing land allocations, following LAs' release from the constraints of Regional Strategies, is now being countered by the



MAP 1 **Assessing the implications** Greater South East



Source: Savills Research – February 2013

## SUMMARY

### An overview of Planning

- Although 71% of LAs nationally have at least a published draft development plan (according to DCLG), nearly half the 190 LAs reviewed in the Southern Half of England do not yet have a fully up-to-date plan. Only 6.3% have adopted a plan since March 2012, and so are indisputably compliant with the NPPF.
- The number of homes planned per year in both draft and adopted plans has dropped by 6.1% (7,027) since the process of scrapping Regional Strategies was initiated. The fall is larger in the South East, which has seen an 8.8% reduction. Government appears to be alert to this drift, however, and recent examiners of development plan documents have challenged LAs perceived not to be making sufficient provision. Notwithstanding the reduction in planned supply, there has been an increase in planning permissions between Q2 and Q4 2012 (HBF statistics).
- In the majority of LA areas, there is market capacity to increase housing delivery. Planning is struggling to keep up with need.
- 33% of the LAs studied do not have enough sites to meet the five year housing supply. 62% have a marginal supply and may not meet the requirements. Poor past delivery rates of housing means that 34% of LAs need to apply a 20% buffer in calculating the five year housing supply.
- The first Neighbourhood Plans are moving towards adoption.
- 30 significant appeals have been allowed since the NPPF was published, and more larger schemes have been allowed. There has not however been an overall increase in the number of Appeals.
- The absence of a five year supply of housing, and hence an up-to-date development plan, is the strongest common feature of appeals that have been allowed.
- LAs are feeling increasing pressure to consider Green Belt Reviews to meet housing need.

➔ Planning Inspectorate (PINS) as new development plans are examined.

Government has set a good example to LAs, with a high proportion of Ministerial and Inspectors' decisions reflecting an optimistic view of development, and this is undoubtedly having an effect on outcomes at LA level.

LAs have varied in how effectively they (and the communities they represent) have embraced Localism. It is a radical new approach, and it is as yet too early to tell what the implications of Localism will prove to be, and the extent to which it is consistent or otherwise with the other policy strands.

### The Speed of Decision Making

To deliver additional development, the NPPF has been complemented by wider Government initiatives such as the 'Red Tape Challenge', and various measures proposed in the Autumn Statement. These all have the common purpose of seeking to create a faster and more efficient planning system.

The most radical proposal (now contained in the Growth & Infrastructure Bill) may see some LAs losing the power to determine planning applications, with the option available to applicants to submit applications direct to PINS. Quite how this measure will emerge in the Act, and whether or not it is deemed effective by developers, remain to be seen.

The Government proposes to identify the LAs which have the slowest record on decision making and lose the most appeals. David Jackson (Director, Oxford) notes: "Our teams are noticing that the desire of LAs to determine applications within the prescribed 8, 13 or 16 week periods has re-emerged, possibly owing to the provisions of the Bill. While a greater sense of urgency

is to be applauded, the problem with this approach, last seen when Planning Delivery Grant was available, is that applicants would often be content for a small delay in order to get the right decision, rather than endure a refusal just because the LA is determined not to over-run its target time."

### Red Tape Challenge

Roger Hepher (Savills Head of Planning) is the private sector 'Champion' of the Red Tape Challenge, which is aimed at reducing the plethora of Planning regulations, some of which date back to 1948. Planning Magazine (22 February 2013) has reported some interesting suggestions by consultees to speed up the process:

- A requirement for applications to go to Committee 'by default' within prescribed times.

- A presumption that 'no comment' from consultees within specified time periods means no objection.

- Chartered Registered Architects to approve small scale development, thus removing it from Development Control to free up the process.

Roger Hepher comments: "At the start I was concerned that 'reform fatigue' may have set in after all that's happened in Planning over the last two and a half years. But, in fact, what has emerged is a thirst for further measures to simplify and speed up the system."

The NPPF has arguably already reduced the bureaucracy associated with decision making, removing 1,300 pages of guidance and replacing it with just 65. The NPPF is not however a spatial plan and therefore much is left to application and interpretation. There are signs that Planning Inspectors and some LAs are responding to the presumption in favour in a positive manner.

### Development Management

There are significant differences by location in respect of speed of decision making and success at appeal. In general, the more negative LAs generally experience a higher proportion of appeals being allowed.

The NPPF is part of a wider Government initiative to make the planning system more efficient and deliver growth. DCLG and PINS statistics largely do not demonstrate any notable shift as yet. Only 43% of major residential proposals are determined on time, but the majority are eventually approved (circa 82% nationally, which is a ten year high according to DCLG). Those that go to appeal are dealt with more quickly, and some 47% of major residential appeals are allowed. The scale of development allowed on appeal has increased (see Graph 1).

### Achieving a Boost in the Supply of Housing

The NPPF seeks to significantly boost the supply of housing. To encourage this, LAs that have fallen behind with past delivery are required to make up for this by bringing forward an extra 20% of housing supply. Others are required to add 5% more homes. A lack of five year land supply is often the trigger for an application being prepared and submitted, particularly where such a proposal would be contrary to the development plan.

LAs can be pressured by local interests to limit the planned development of housing. This is evident in the reduction in the planned housing provision in many areas from that contained within the Regional Strategies. However, there is strong evidence that Planning Inspectors are increasingly challenging LAs.

The overall five year land supply in the Southern Half of England is marginal. The average position is 5.7 years' supply. Given the 'minimum' required by the NPPF is 5.25 years, and that the majority of the data is that prepared and published by the LAs themselves, this does not represent a healthy position, and it is one which often leaves LAs open to challenge.

The 20% buffer applies to 34% of LAs reviewed. This indicates a degree of past poor performance of housing delivery. Savills research suggests

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 .....

that many LAs do not apply this buffer when reporting their supply. Overall, 63 of the 190 LAs reviewed by Savills (33%) do not report a five year supply. 117 (62%) do not report a six year supply or more (all based on the most recent figures (see Map 2).

Chris Rees (Director – Southampton) comments: “What we have witnessed since the NPPF came into force is a shift towards the Sedgfield Method of calculating the five year land supply and this position being supported by the Secretary of State and Appeal Inspectors.

In contrast to the Liverpool Method, this places the shortfall of housing within the five year period, as opposed to averaging the shortfall over the remainder of the Plan Period. This ensures the current housing shortfall is made up quickly, and not simply averaged out over a much longer time frame”.

### Falling Planned Housing

Both Savills and the Policy Exchange have reported that the quantity of planned housing is smaller than that within the Regional Strategies. Savills analysis of locally planned housing on a like for like annual basis is as follows:

- **Total dwellings p.a. as per relevant Regional Strategies:** 113,769 (190 LAs)
- **Total dwellings p.a. as per locally derived figures:** 106,927 (190 LAs)
- **Fall:** 7,027 dwellings p.a. (6.1%)

The situation in the South East Region is summarised as:

- **South East Plan:** 32,208 p.a.
- **South East dwellings p.a. as per locally derived figures:** 29,379
- **Fall:** 2,829 dwellings p.a. (8.8%)

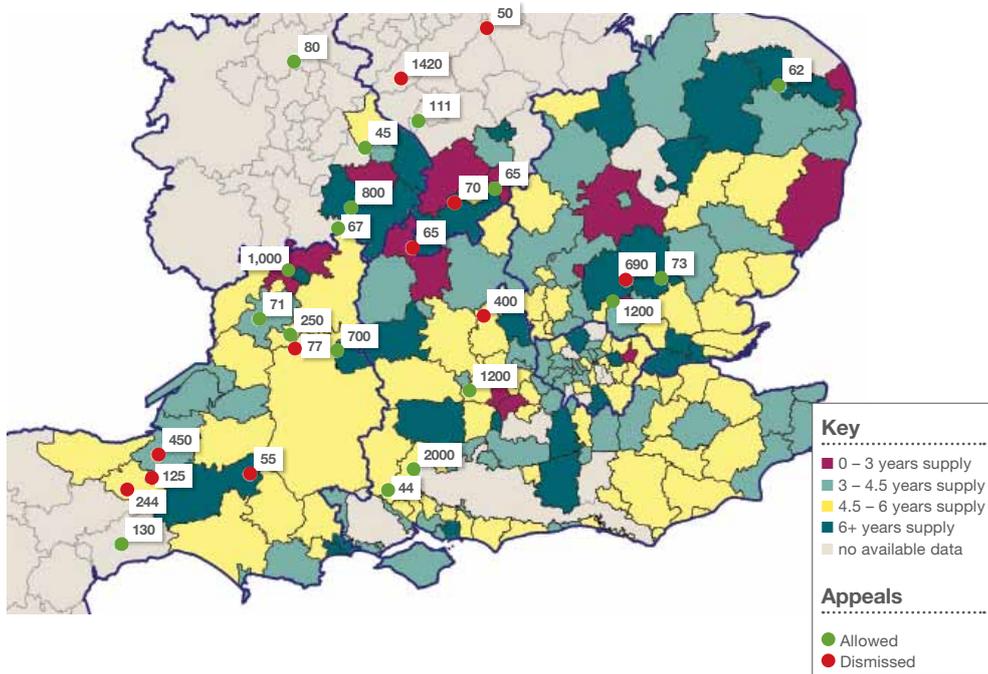
However, the situation includes locally planned levels of housing, which are yet to be tested at Examination.

In London, where the London Plan remains as the top level development plan, the least fall is demonstrated: 2.2%.

### Mid Sussex: Case Study

Mid Sussex District Council has recently announced plans for “more realistic” delivery of 10,600 homes in the period to 2031 (530 dwellings p.a.).

MAP 2 **5 year housing supply and significant appeals**



Source: Savills Research – February 2013 – Based on Local Authority most up-to-date own reporting (March 2011/March 2012)

This is a fall of 325 dwellings p.a from the South East Plan. Production has been delayed against published time frames on a number of occasions, owing to the delay in the actual revocation of the South East Plan, and they will now have their Local Plan examined in the absence of the Regional Strategy.

Following the announcement of the formal revocation of the South East Plan (with the exception of two policies), Council Leader Garry Wall stated, “We can now focus on delivering a sustainable plan, in partnership with our parish and town councils, that supports housing and economic growth while protecting the unique character and diversity of Mid Sussex”.

The situation in Mid Sussex is not unique. The NPPF is clear in that LAs should provide for the objectively assessed housing needs of the administrative area, while also taking into account the Duty to Co-operate. Savills continues to witness a conflict in this process, where LAs acknowledge high levels of affordable housing need, but a reluctance to identify and allocate sufficient land to meet both housing need and demand.

### Renegotiating Section 106 Agreements

Alongside the NPPF, a series of house building funding initiatives have been announced by Government, including Get Britain Building. More recently, the Government announced a £474 million infrastructure fund specially targeted at larger strategic sites (1,500+ dwellings). The Government has also re-affirmed advice to LAs to renegotiate existing Section 106 Agreements where these prove a hindrance to development.

The Growth and Infrastructure Bill additionally provides for a three year period to April 2016 during which an application may be made to a LA to amend the affordable housing level, with an appeal process for where an applicant feels the decision of the LA is unsubstantiated.

### Section 106 Renegotiation: Case Study

Crest Nicholson, Daventry  
1,000 dwellings at  
‘Monksmoor Farm’

Savills achieved a positive resolution from Daventry District Council to amend the Section 106 Agreement (Deed of Modification) following negotiation over payment triggers, →

→ amounts and affordable housing levels based on a viability appraisal submitted by Crest Nicholson. The team was able to demonstrate that, at present values and costs, the scheme produced a negative land value and could in fact deliver no affordable housing. In order to achieve greater long term certainty for all parties, 20% affordable was agreed (reduced from 35%). All parties showed willingness to see the scheme delivered. Phase 1 reserved matters are now submitted, with the first dwellings due to be delivered Summer 2013.

### Major Residential Planning Appeals

Post-NPPF appeal decisions relating to housing land supply provide strong indication of PINS' and the Secretary of State's interpretation of the NPPF. Savills has analysed major residential appeals of 50 dwellings or more in the period April 2012 to end January 2013 (see Graph 1).

“The loss of the regional plans has left some areas feeling uncomfortably exposed; the opportunity to create neighbourhood plans has been grasped enthusiastically by some”

It is demonstrated from this that:

- Post-NPPF, 30 significant appeals have been allowed, nine of which are substantial, comprising over 500 dwellings.
- All Inspectors' recommendations for approval have been endorsed by the Secretary of State.
- A total of 11,669 dwellings were granted via appeal, of which 10,054 were via the Secretary of State (87%).
- Only 12 significant residential proposals (4,175 dwellings) have been dismissed at appeal, which represents only 26% of the total.

Before the introduction of the NPPF it was more difficult to get planning consent for a significant development via the appeal process. Planning Inspectors are undoubtedly embracing the NPPF positively, and setting an example to other planning decision-makers in the process.

### Shift to Localism

Amongst other things, the Localism Act provided the Government the power to formally revoke the Regional (Spatial) Strategies (RSs), and for Neighbourhood Plans to be prepared.

Chris Potts (Director, London) comments: “The planning system in England used to be three tier – national, regional and District/Borough. It remains three tier, but with the regional tier having been abolished (outside London), and a completely new tier (neighbourhood planning) introduced. This is a significant change, and will inevitably take some time to bed in.

In the early phase, the loss of the regional plans has left some Districts and Boroughs feeling uncomfortably exposed; the opportunity to create neighbourhood plans has been grasped enthusiastically by some communities (with or without encouragement from the tier above), but not in others; and in some cases, there may have been unrealistic expectations.”

### Meaning of Localism: Case Study

Tewkesbury Borough Council v Secretary of State, February 2012 Judgment

A High Court challenge against a plan to build 1,000 homes near Bishops Cleeve in Gloucestershire, lodged by Tewkesbury Borough Council, has recently failed. The Judgement rejected a claim by the Council that the Localism Act had made a fundamental change in the planning system, putting LAs in the driving seat when it came to housing strategies.

## Major Residential Appeals Post-NPPF

### Some notable trends

The general trend demonstrates a number of LAs without a five year supply are losing Appeals. Some of the reasons for this are:

- The Regional Spatial Strategy Housing Figures are provided weight in virtually all recent appeal decisions and certainly significantly more than any ‘interim housing statement’ (see decisions in Adderbury, Winchester and Swindon). However, where relevant and available, more up to date and robust evidence of local housing needs may be considered more relevant (see decision in Stratford).
- Weight to existing Local Plan allocations as part of the five year supply is diminished where those sites do not benefit from planning permission (see decisions in Chapel-en-le-Frith, Wincanton and Ottery St Mary). To be deliverable and hence recognised in the five year supply land must benefit from planning permission.
- The land supply calculation should be District-wide rather than any attempt to disaggregate it, based on emerging plans or proposals (Ottery St Mary).
- Prematurity is not a valid reason for refusal (see decisions in Bishops Cleeve and Cockermouth).

- A lot of Neighbourhood Plans are in their infancy and hence less relevant in decision making (see Blaby and North Baddesley).
- In LAs with Green Belt there is further justification to release non Green Belt land for development in advance of any Green Belt review (see Bishops Cleeve and Harlow).
- In respect of deciding either a 5% or 20% buffer the primary justification is based on an analysis of historic delivery rates; a relevant further consideration is the reasons why sites may not have delivered (see decision in Honeybourne).
- A further 10% discount rate may be applied to the projected land supply to reflect a non implementation rate (see also Honeybourne).
- A windfall allowance may only be justified with strong compelling justification, which is a demonstration of the proportion of housing delivered over past years from non garden (backland) windfall sites. An onward discount rate to the windfall allowance is justified (see decision in Wincanton).
- The previous shortfall in housing delivery has been addressed differently. There are examples in calculating the residual housing requirement to be made up in the first five years of the plan (most recently see Stratford).

The Council had argued the Act had “utterly transformed” the landscape of planning decisions, drastically reducing the Secretary of State’s role and handing power to local councils.

The Judge said: “I would accept that the Localism Act 2011 made significant changes to the planning system, but I would not accept that the effect of those changes was to eliminate the role of the Secretary of State in determining planning applications opposed by local planning authorities”.

The decision highlights that Localism has provided the power for Councils and communities to plan positively for development; however, where that power is not exercised effectively, the Government retains its duty to step in. The NPPF provides the policy framework equally in both situations.

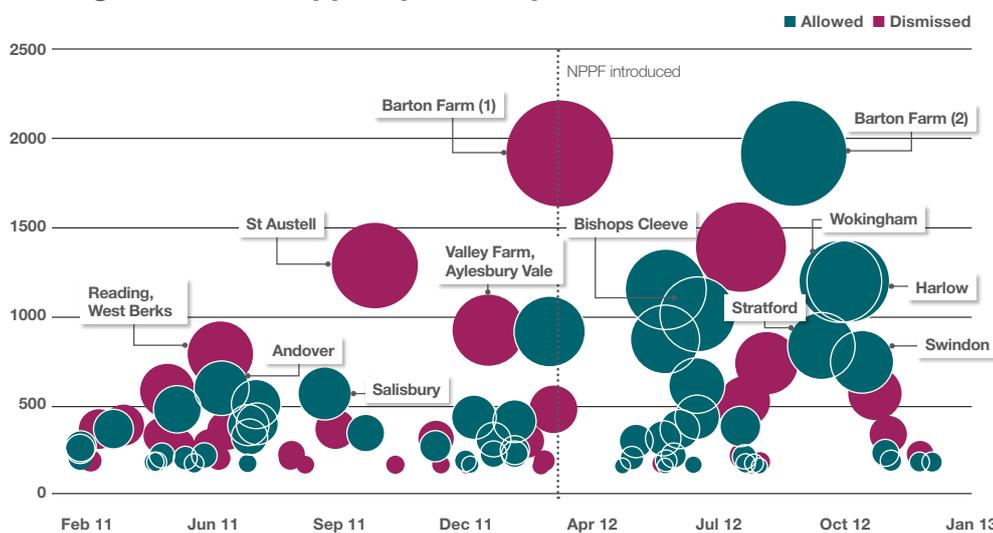
### The Duty to Co-operate

The Government now requires LAs either to prepare cross boundary plans or to ‘settle’ cross boundary matters via a Duty to Co-operate, which is now a key legal test in local plan making.

It has already emerged that the Duty is problematical. Recent research contained within ‘Housing & Planning 2013’ undertaken by Building Product, reported that, of 16 Heads of Planning interviewed, 15 were of the opinion that the Duty alone would not address contentious cross boundary matters. The greatest tensions are likely to be between constrained urban authorities and their adjacent rural neighbours; for example Coventry has recently had its plan found unsound.

Jonathan Steele (Director, Southampton) comments: “In South Hampshire, where co-operation was previously well established through the Partnership for Urban South Hampshire (PUSH), the planned housing, and some past commitments to Strategic Development Locations, are being dropped, largely for political gain. We await the first real test of the Duty in the PUSH area which may be seen in Eastleigh or Test Valley Boroughs, where the pressures for accommodating growth from adjacent Southampton are greatest”. In a recent case between North Somerset Council and The University of Bristol (14 February 2013 Judgement), the High Court judged that the Inspector had erred in law in

GRAPH 1 **Dwellings allowed at Appeal pre- and post-NPPF**



Source: Savills Research, February 2013

not providing adequate conclusions (based on interpretation of the facts) in respect of the overall reduced housing requirement which North Somerset had sought. This will have implications should North Somerset be required to prepare and resubmit their whole plan, as it would then have to comply with the Duty, and hence have regard to the growth needs of Bristol. This could trigger a Green Belt Review.

### Development Plan Hiatus

The NPPF makes clear that new development plans should be ‘positively prepared’ in order that planning decisions are made locally against up to date evidence.

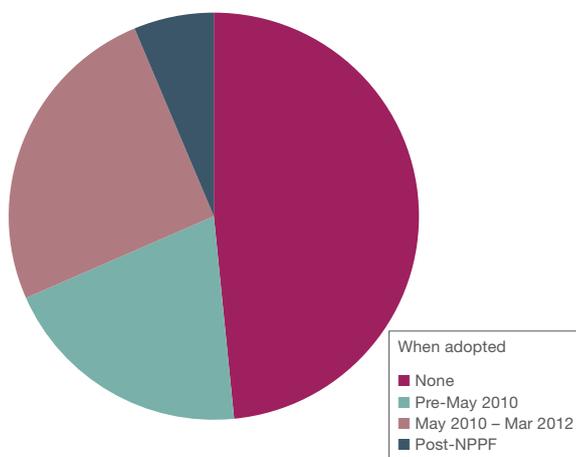
In practice Savills is finding significant differences across the Southern Half of England in LAs’ success in achieving the NPPF requirement (see Graph 2).

This is in part because the 2004 Planning & Compulsory Purchase Act, which introduced the ability to ‘split’ a development plan, resulted in most LAs devoting time and resources to producing only a Core Strategy, which does not include site allocations.

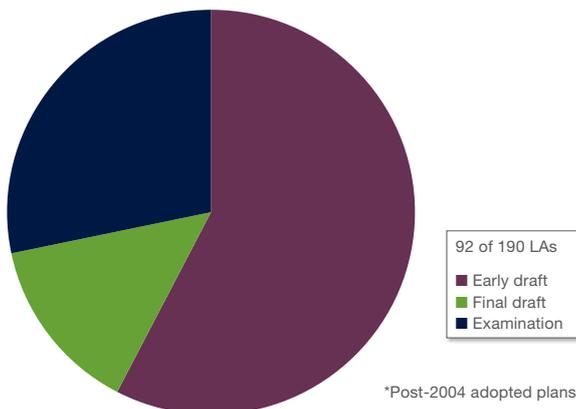
The NPPF and more recent amendments to the Regulations re-introduce the single ‘Local Plan’, which should help delivery. There is a significant amount to do before there is up-to-date coverage of plans containing the allocations required to meet needs.

GRAPH 2 **Development plan implementation**

### Greater South East post-2004 local plans



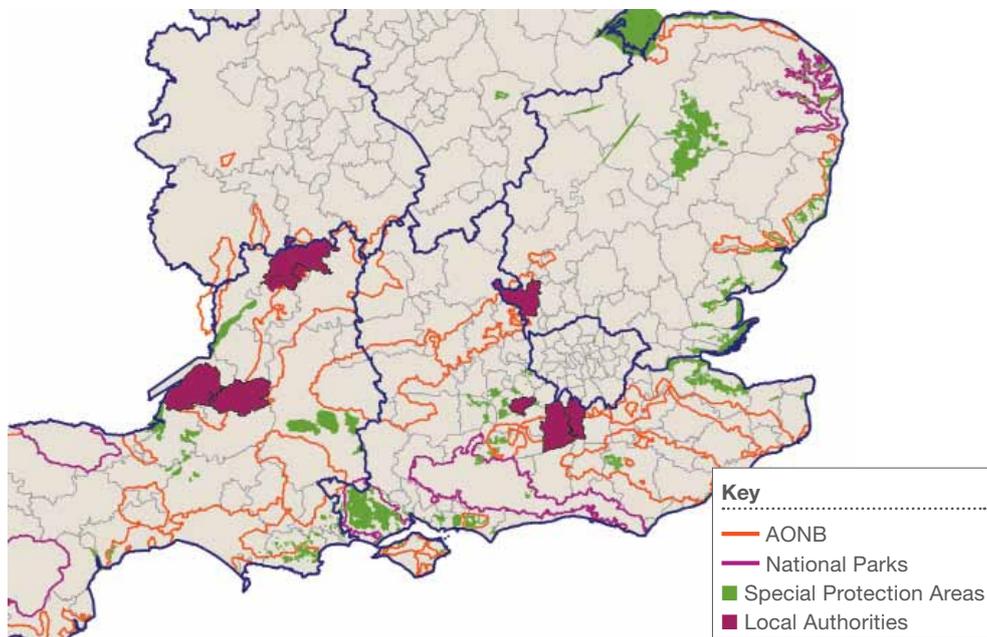
### No adopted plan present status\*



Source: Savills Research (February 2013)

MAP 3

### Local Authorities who may have to undertake Green Belt Review



Source: Savills Research February 2013

Local Authorities are: Bath & NE Somerset, North Somerset, Cheltenham/Gloucester/Tewkesbury, Dacorum, Woking, Mole Valley and Reigate & Banstead. Based on either present Review, published intention for a Review, Inspector's consideration of a potential need for a Review, or High Court decision.

➔ Only 12 LAs have had Core Strategies (or 'new style' Local Plans) examined and adopted since the introduction of the NPPF in March 2012 (6.3%). There are a further 25 LAs which are currently at examination, hoping to get to adoption soon. Across the whole of England, 71% of LAs do at least have a published draft according to Planning Inspectorate statistics, but even this indicates much work still to be done.

Colin Campbell (Director, Cambridge) comments: "Despite the encouragement of the NPPF for authorities to keep plans up to date, progress remains patchy and slow. Many authorities are finding it difficult to deal with the responsibility and consequences of identifying and meeting objectively assessed needs.

With the gradual revocation of Regional Strategies and many Local Plans being given only limited weight from 27th March, the NPPF will become even more important for decisions on planning applications until new style local plans are adopted. Given that some LAs have not yet replaced their old style local plans with new ones, it is likely that the NPPF will be the basis for decision-making on planning applications for quite some time."

#### The Inspector's Role

Locally produced evidence is more important than before and therefore the Inspector's role in development plan examinations is crucial.

The Bath and North East Somerset (B&NES) Core Strategy was considered at Examination in June 2012. Shortly after, the Inspector published his preliminary conclusions, which raised a number of concerns over the soundness and the scale of the housing proposed.

The Council has since commissioned new evidence on housing need and will shortly publish for consultation a revised Core Strategy incorporating a number of additional sites for development, including land currently within the Green Belt.

Nick Matthews (Director, Bristol) comments: "It was no surprise the Inspector came down very hard on the Council given the nature of the objections received to the submission Core Strategy. An increase in housing delivery is essential to meet the housing needs of the area and development in the Green Belt was an inevitable consequence".

East Hampshire District recently suspended the Examination into their joint Core Strategy (prepared with the South Downs National Park). The preliminary findings of the East Hampshire Inspector were telling: "The Authority's assertion that environmental constraints prevent them from meeting the objectively assessed need is not supported by any analysis of the impact of higher levels of growth. Nor have the Authorities discussed meeting any un-met need with their neighbours"

Charles Collins (Associate Director, Southampton) comments: "It can be seen that the removal of the Regional Plan and hence reliance by LAs for this to set a housing requirement, will likely cause additional work for local plan making, to ensure that their evidence is not only up to date, but robust. It will be important in assessing the actual need that both demographic and employment factors are taken account of".

#### Green Belt Reviews

It is more likely LAs with Green Belt land will have to undertake a Green Belt review in order to demonstrate they have robustly assessed whether the identified housing needs can be accommodated. Some LAs contemplating Green Belt review are shown on Map 3. The NPPF is clear that, once set (possibly after review), Green Belts should endure beyond the plan period.

In respect of the recent Inspector decision in Dacorum, Jane Barnett (Director, London) comments: "The Inspector's findings represent a clear view that development plans should be focussed on identifying and meeting the full level of objectively assessed housing needs. This is contrary to the LA's position of a constraints-led approach to planning to reconcile these needs. The Inspector spelt out the requirement for a comprehensive Green Belt review.

It is also evident that the duty to co-operate means working cross border with neighbouring authorities in positively meeting current and future housing requirements, if plans are to be found credible."

#### Neighbourhood Plans

The Localism Act provides an important power for local Parish

Councils or neighbourhood areas to prepare their own development plans. The Act requires a Neighbourhood Plan to be 'in general conformity' with the Core Strategy or Local Plan of the appropriate higher level District or Borough Council.

Savills notes that progress is beginning to be made with Neighbourhood Plans. The first referendum has been held, and a reasonable number are in the pipeline.

Richard Shaw (Director, Wimborne) comments "The challenge with Neighbourhood Planning from a developer perspective is that a lot of time can go into promoting land through the process, which is perhaps misunderstood by the communities managing it. Savills has learnt that active participation and engagement in the process does however assist with the pre-application process, which can lead to positive outcomes. The coverage of neighbourhood plans is however patchy. It would be a brave LA that places reliance for their housing delivery on Neighbourhood Plans."

### CIL Starts to Bite

The Government has re-affirmed its commitment to CIL through revised Guidance issued in December 2012.

The NPPF makes clear the need for 'competitive returns' to both 'willing' landowners and developers. Helpful clarification on the complexities of landowner return, based on market dynamics and development plan production to enable land to be covered within both the Harman Report (June 2012) and RICS Guidance, Financial Viability in Planning.

The 'up-front' testing of viability and the infrastructure needed to support planned growth is central to the CIL process and it is intended to provide certainty for developers over infrastructure costs.

Melys Pritchett (Associate Director, London) comments: "Achieving a viable CIL rate is important in achieving delivery and a smoother planning process; otherwise affordable housing delivery is likely to suffer. A fundamental aspect of this is not only a robust viability appraisal but also sound infrastructure planning so that a credible level of site-specific

TABLE 1 **Progress with Neighbourhood Plans**

Areas we are aware are doing neighbourhood planning	500
Areas that have applied for designation for neighbourhood planning	370
Designated neighbourhood planning areas	196
Local authorities which have designated neighbourhood planning areas	39
Areas who have published their draft plans for pre-submission consultation	15
Areas which have submitted their plans for examination	3
Plans successfully passed examination	3
Plans successfully passed referendum	1

Source: CLG March 2013

GRAPH 3 **Market Capacity for Delivery**



Source: CLG January 2013

Section 106 may be factored in when setting the CIL rate".

Savills has been acting for the HBF and other developers and landowners, to make representations to identify viable rates of CIL.

### CIL Statistics

- 10 Charging schedules adopted
- 15 at Examination
- 53 to come forward in 2013
- 127 to commence in 2013
- Residential rates £0 - £575 per sq. m
- Averaging at circa £100 per sq. m →

# Markets do not follow administrative boundaries

There is a wide divergence in market strength across England and Wales

Savills has analysed how the National Policy Planning Framework objectives play out in respect of the market. Some key facts emerge:

- Housing supply needs to double to meet need.
- This would be a timely boost to the economy, adding 1% to GDP.
- There is a wide divergence in market strength across the country, but many LAs are delivering much less than could be absorbed into the local market.
- Housing market areas do not follow administrative boundaries, which is

why the Duty to Co-operate on housing requirements is so important as an adequate replacement to regional planning.

- Likewise, markets do not follow the old regional boundaries. The map below shows areas where house prices behave in similar ways.

FirstBuy and Newbuy are proving that market intervention can unlock the mortgage constraint on delivery.

- Planning policy needs to recognise the role of Build to Rent in unlocking further market capacity to provide high quality new homes. Central Government should recognise that investment in affordable

housing can help to unlock costly regeneration sites where market capacity alone is insufficient to bring forward the site.

- Graph 3 shows post-downturn housing delivery as a proportion of existing housing stock, for all LAs in the Greater South East compared with affordability (house price to earnings). This is a simple measure of housing market strength and purchaser reliance on mortgage finance. The analysis shows wide variations in housing supply among markets with comparable strength.

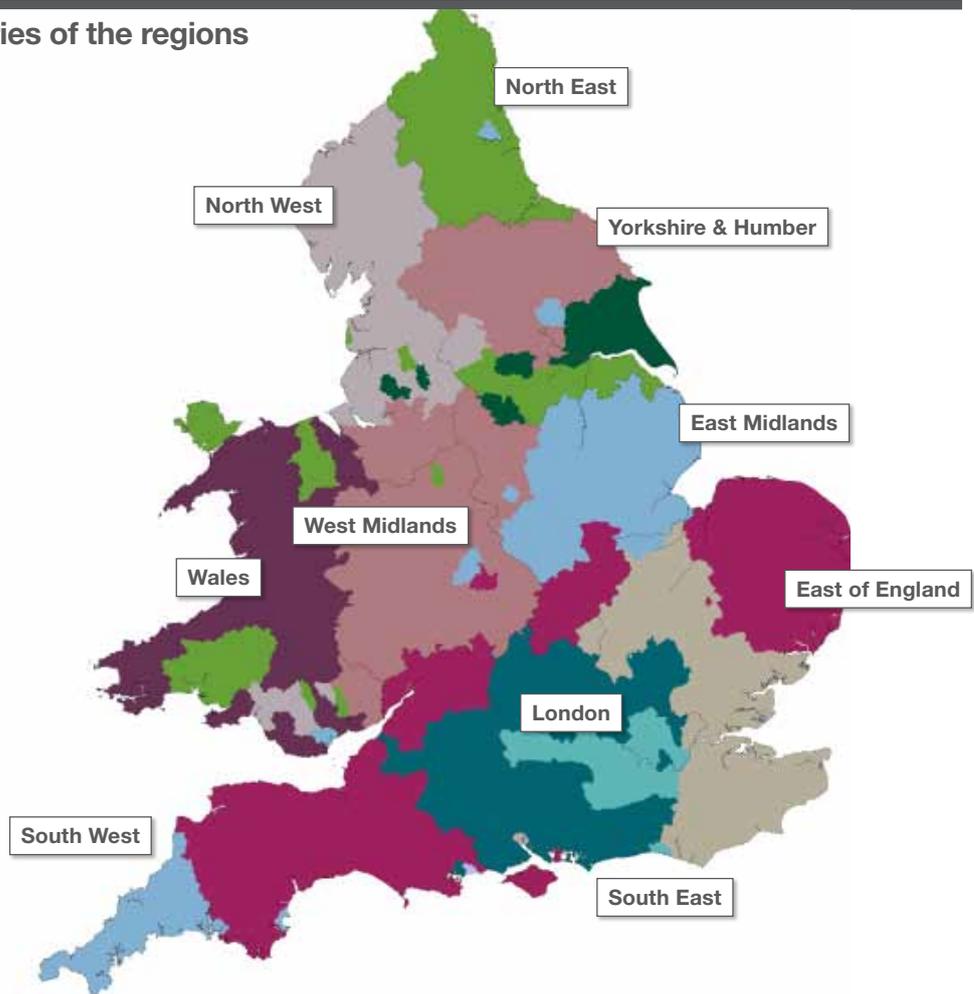
This indicates housing delivery could be higher in many markets, via an increase in the supply of land with a deliverable planning consent.

MAP 4

## The market boundaries of the regions

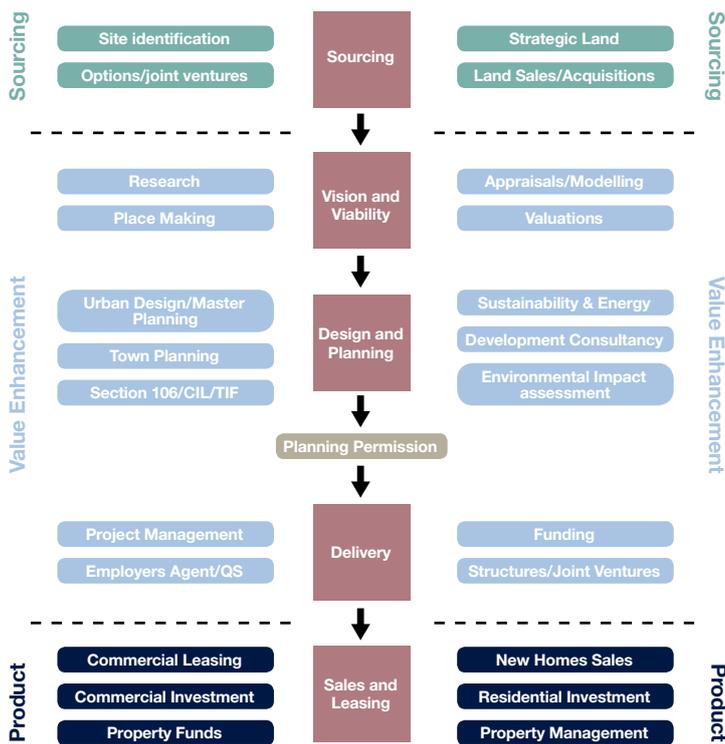
### Highest correlated region

- London
- South East
- East
- South West
- East Midlands
- West Midlands
- North East
- North West
- Yorkshire & Humber
- Wales



Source: HM Land Registry

## The development process and our services



## About Development Services

From site identification through to product delivery, Savills Development provides a bespoke or fully-integrated service. The whole process is driven by innovative, top quality research tailored to your individual needs. Whatever the exact requirements of your scheme, we can provide a full range of development services for residential, office, industrial, retail, commercial and many other specialist sectors.

Understanding current market conditions and the implications of these for our clients and their business is a key focus. Specialised teams are formed internally to deliver a commercially astute, innovative and entrepreneurial focused solution.

## Planning

The difference in value between a good planning permission and a bad one – or no permission at all – can be considerable. Our national team of planning consultants have experience across the planning spectrum to ensure you always remain a step ahead in the planning process. Planning is a key, and often complex, factor in all transactions involving land and buildings, and gaining permission is crucial to a site's value. We have up-to-date knowledge of evolving policy and practice, considerable experience in building the case for planning permission to be granted, and a long track record of achieving positive results.

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