REGIONAL REPORT NORTH EAST

ECONOMIC FOOTPRINT OF UK HOUSE BUILDING



HOME BUILDERS FEDERATION LTD

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County Durham Darlington Hartlepool Middlesbrough Northumberland Redcar and Cleveland Stockton-on-Tees Tyne and Wear Gateshead Newcastle upon Tyne North Tyneside South Tyneside Sunderland

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The Home Builders Federation (HBF) is the representative body of the home building industry in England and Wales. The HBF's member firms account for around 80% of all new homes built in England and Wales in any one year, and include companies of all sizes, ranging from multi-national household names through regionally based businesses to small local companies.



Over the past two years house building activity has increased significantly. This follows changes to the planning system and the introduction of the Help to Buy Equity Loan scheme which has made purchasing a new build home more affordable for first-time buyers and others.

However, we are still a long way from building the number of homes the country needs and have been under-delivering for many years. The social and economic consequences of this are becoming ever more apparent.

As a result of the growing crisis housing has been catapulted up the list of issues of importance for the public. Politicians have responded with all main political parties prioritising housing and house building in this year's general election campaign. This shift has come about partly through pressure from the electorate but also because the wider economic and social benefits of house building have become more apparent in recent years. The value to the UK economy of house building was illustrated by research carried out in early 2015 by Nathaniel Lichfield & Partners on behalf of the Home Builders Federation¹ . The benefits in the North East show the prosperity and opportunity that flow directly from residential development.

Last year in the North East, 7,160 homes were started by private house builders, the public sector and housing associations. The economic footprint of this house building meant that during 2015:

- 30,788 jobs were supported
- 286 graduates and apprentices positions were created
- 307,880 new trees or shrubs were planted
- 11,506,120 was contributed towards education in the area
- £9,207,760 in extra council tax revenue was generated plus £71,600,000 in other tax contributions
- £6,701,760 towards new open spaces, community spaces or sports facilities, or enhancing existing resources was paid to Local Authorities
- 1,647 new affordable homes were built
- Payments of £158,543,880 were made to local authorities for further provision of new affordable homes

House building is increasingly recognised as a key driver of economic growth, both nationally and locally, capable of stimulating and maintaining a strong economy as well as providing much needed housing to support sustainable communities.



¹NLP Report -Economic Footprint of House Building in the UK: http://www.hbf.co.uk/fileadmin/documents/Policy/ELECTION_2015/

Economic_Fotprint_BPF_Report_March_2015_WEB.pdf





THE RECENT RECESSION DEMONSTRATED HOW INTRINSICALLY LINKED THE HOUSE BUILDING INDUSTRY IS TO THE HEALTH OF THE WIDER ECONOMY - FROM MORTGAGE APPLICATIONS TO JOBS ON SITES.

House builders acutely felt the impact of the economic downturn, and consequently so did customers. While the recession and subsequent difficulties for house builders had obvious repercussions, such as fewer new homes being built, the wider economic footprint of house builders also dramatically decreased.

In March, the Home Builders Federation and Nathaniel Lichfield & Partners produced a report that explored what these benefits were at a national level and estimated the value of the industry to the nation.

'The Economic Footprint of House Building' examined how the industry contributes to society, whether that's through planning obligations, infrastructure or community schemes. The report brought into focus the symbiotic relationship between house builders, local councils, communities and the government, and demonstrated the many ways in which the country benefits when more new homes are built.

The report looked at a wide and comprehensive range of economic, social and environmental benefits that day-to-day house building generates in a way that had not been captured before. It used a number of primary and secondary data sources to measure the industry's national footprint and drew on a survey of some of the UK's largest house builders as well as the latest economic appraisal techniques and benchmarks.

TRADES PEOPLE



NATIONAL SUMMARY

For decades, housing completions in the UK have not been keeping pace with estimates of housing need and demand. In 2004, the Barker Review of Housing Supply² found that to increase affordability by freezing the real terms increase in house prices would require an additional 240,000 homes per annum across the UK.

In the decade to 2014 the shortfall in housing grew by another one million homes.

So why are new homes not being built?

In the short term the global credit crunch paralysed the industry as potential purchasers were simply unable to buy homes. The mortgage market has become less restrictive in the last two years, helped by the introduction of the Help to Buy Equity Loan scheme in April 2013 which has allowed buyers to purchase new build homes without requiring very large deposits.

Since the late 1980s and the introduction of the plan-led system of planning the ability of developers to obtain planning consent and build out units has been constrained, comprehensive coverage of local plans is crucial. The related increase in the complexity and cost of navigating the planning process has frozen out smaller firms and new entrants.

While the introduction of the National Planning Policy Framework (NPPF) has increased the availability of land, the process of taking a site from one end of the planning process to the point at which development can commence continues to present problems for house builders. This has been compounded recently because of pressures on local government finance which have inevitably affected council planning departments upon whom the industry is uniquely dependent.

HOUSING IS INEXTRICABLY LINKED TO THE WIDER HEALTH OF THE ECONOMY AND IS CONSIDERED A KEY BAROMETER OF NATIONAL ECONOMIC PERFORMANCE.

But it's also important to recognise that it also has a range of significant effects on economic performance at regional levels too. In particular, house building:

- Drives regional economic growth through its vast and varied supply chains and contracting relationships;
- Delivers real jobs both on-site and off-site in associated trades, such as cement production and brick manufacturing;
- Creates economic value through new residents as they spend money on goods and services in the local economy;
- Supports labour market mobility wellbeing by enabling local people to move jobs freely and achieve their economic potential;
- Enhances "place competitiveness" and local economic development by improving the perceived competitiveness of specific locations and reducing the costs of mitigating social and environmental problems associated with poor or insufficient housing.

AN ADDITIONAL 240,000 HOMES ARE **REQUIRED PER YEAR ACROSS THE UK**



In its recent report, Building Communities, Growing the Economy: A Plan for Boosting Housing Supply', HBF identified some key areas that need to be addressed if an environment that's far more conducive to the increased production of new homes is to be created.

A PLAN FOR BOOSTING HOUSING SUPPLY

³HBF report - Building communities, growing the economy: a plan for boosting housing supply: http://www.hbf.co.uk/fileadmin/documents/Policy/ELECTION_2015/HBF_Manefesto_election_2015_LAND_WEB.pdf

- by planning law with at least five years of land supply to meet the needs of local communities and help house builders to deliver new homes. A mix of sites of different sizes should also be encouraged to support a faster build out rate and promote the growth of smaller, local house building companies with a 'buffer' necessary so that local plans do not unintentionally act as a ceiling on housing numbers.
- 2. Accelerate the release of land by local authorities and other public bodies to generate returns for taxpayers and provide much needed new homes.
- 3. Develop an efficient and positive planning process. Doing so is a key driver of local economic growth - and should be viewed as such in the setting of local authority budgets, with particular regard for ensuring planning departments have sufficient capacity to efficiently process the volume of applications being received.
- 4. The planning process has become too complex, expensive and risky. possible will encourage new entrants, creating local jobs and growth.
- 5. Work towards a better deal on infrastructure, including a review of the Community Infrastructure Levy and improved spatial planning.
- 6. Address the housing needs of all age groups by; providing support for first time buyers until the point where there are sufficient products on the open market to allow them access to mortgages and; pay specific attention to the long-term lack of supply in the market for private housing for those in later life.

WHILST BUILDING COMMUNITIES



REGIONAL SUMMARY



7. THE ECONOMIC BENEFITS OF HOUSE BUILDING IN THE NORTH EAST

In the North East in 2014, 7,160 new homes were started.



The North East has the smallest population of any English region, but in common with every region between 2001 and 2011, there was an increase in growth. The population of the North East was 2.6 million in mid-2011, an increase of 2.2 per cent from 2001 when it was 2.5 million, and representing 4.6% of the population of England and Wales⁴.

- Across the region, 61,203 households are on social housing waiting lists⁵.
- The average home in the North East costs £100,943⁶.
- The mean annual income is £23,571⁷, whereas the amount needed to buy a home in the region is £32,227⁸.
- The average deposit needed by a first time buyer is £20,189%.

⁴ Census result shows increase in population of the North East, ONS, July 2012, available here: http://www.ons.gov.uk/ons/rel/mro/newsrelease/census-result-shows-increase-in-population-of-the-north-east/censusnortheastnr0712.html

⁵Live tables on rents, lettings and tenancies, DCLG, updated last November 2014, available at: https://www.gov.uk/government/statistical-data-sets/live-tables-on-rents-lettings-and-tenancies

⁶Land Registry House Price Index, March 2015, Land Registry, April 2015, available at: $https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/424293/HPIReport20150428.pdf$

⁷Annual Survey of Hours and Earnings, 2014 Provisional Results, ONS, November 2014, available at: http://www.ons.gov.uk/ons/publications/re-reference-tables.html?edition=tcm%3A77-337425

⁸Home Truths 2014/15: Yorkshire & Humberside, NHF, October 2014, available at: http://s3-eu-west-1.amazonaws.com/pub.housing.org.uk/Home_Truths_Yorkshire_and_Humber.pdf

⁹Based on a deposit of 20 per cent of the value of the average home.

¹⁰New Housing Pipeline, Q4 2014 report, HBF, March 2015, available at: http://www.hbf.co.uk/uploads/media/Housing_pipeline_report_Q4_2014_-_March_2015.pdf Planning approvals in the region were down in 2014, falling to 8,570 compared with 10,102 in 2013¹⁰.



According to research carried out by Nathaniel Lichfield & Partners for the HBF, in the North East, house building is responsible for:

- 30,788 jobs were supported
- 286 graduates and apprentices positions were created
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8. SAVILLS: THE NORTH EAST HOUSING MARKET

House prices in the North East have risen by only 1.2% over the last two years according to the Land Registry and are still 22% below their 2007/08 peak in nominal terms. However, the performance of markets within a region can vary. House prices in North Tyneside are only 12.6% below their previous peak while in Middlesbrough they are 33.9% below.



Source: HM Land Registry

These variations are determined by the economic, demographic and affordability profile of demand versus the quantity and type of local housing supply. The combination of these factors determine how the housing crisis has affected each local market. The chart above shows where current house prices and property transactions levels sit in relation to their 2007/2008 peak and how different markets outside London compare across the country. Markets with higher levels of activity have generally seen stronger recoveries in house prices than those markets where transaction levels still languish well below peak.

However, as the above evidence shows, local market performance will vary widely. Our analysis of historic house price growth shows that many local housing markets actually perform more like regions other than the one in which they are physically located (as shown by the map opposite).

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Although many markets in the North East are most correlated to their own region, this does mean North Tyneside has historically performed more like the West Midlands housing market than the North East and Redcar & Cleveland has been more correlated to the North West.

Our house price forecasts range from 21.6% for the South East, to 16.5% for the West Midlands and 13.7% in the North West over the next five years. Therefore it is essential to understand not just regional but also local housing market drivers and dynamics when making decisions to buy land, your home, an investment or to develop.







NEAL HUDSON ASSOCIATE DIRECTOR NHUDSON@SAVILLS.COM • To support the local community, local housebuilder, Barratt Homes North East, donated £2,000 to South Tyneside Ability Juniors Football Club, a voluntary charity funded team that caters for disabled people in the area, to help towards the construction of a new clubhouse.

South Tyneside Ability FC, who play at Monkton Stadium in Jarrow, nearby to Barratt Homes' The Maples development, has been running since 2011, when it identified a need for disabled football in South Tyneside. The group supports children as well as adults, with a range of disabilities, allowing them to play for free. With the new clubhouse, the team will have a permanent home and a base from which to train, as well as a place for their family and carers to attend.

Leanne O'Doherty, of South Tyneside Ability FC, commented:

"We have been trying desperately to raise funds to build a new clubhouse for the football team, family and carers to be able to attend and relax in an environment suitable for all disabilities. It is fantastic to see the support we have received and donations like this from Barratt Homes are so generous. We are thrilled to be on our way to building a new clubhouse."

• Pupils from Chandler's Ridge Academy in Middlesbrough took a trip to a local housing development to learn all about how a building stays up. 48 youngsters from the school visited David Wilson Homes' luxurious Grey Towers Village in Nunthorpe earlier this month and were taken on a tour of the site, where it was explained how a house is created.

The students, aged between 5-6, were given clothing including highvisibility jackets and hard hats in order to be safely equipped for the tour of the development. The opportunities of the trip included learning how the communal pond was built, as well as viewing the site's duck house, a more recent installment to the site.

On behalf of David Wilson Homes North East, the Sales Manager Steven Ball commented, "We are very keen to support the local communities in which we have our sites, such as Grey Towers Village. An issue constantly facing the construction industry is the lack of young talent and by inviting the pupils from Chandler's Ridge Academy, we hope to have shown them the different aspects of construction and maybe inspire them for the future!"



• House builder Miller Homes is continuing to support sport in the North East after being unveiled as the new sponsor of Gateshead Fell Cricket Club's junior teams.

Miller Homes' support has allowed the club to invest in new equipment and team kits for its juniors, ensuring the children have everything they need when they meet for training sessions and matches throughout the summer season. The club is also planning to use the vital sponsorship funding to train new junior team coaches.

The budding young cricketers, aged from seven to 14 years, play in the North East division of the Durham Cricket Board Junior League. The sponsorship comes after a member of the club's first team, Jonny Roseby, purchased his new home at the housebuilder's Park View development also in Gateshead.

Andrew Somerville, Miller Homes North East's regional sales manager, said: "We became aware of the great work that Gateshead Fell Cricket Club do to encourage young people into sport when one of our new home owners moved onto our Park View development. After hearing about the club's fantastic community work we were thrilled to become the new sponsors of its junior teams.

"It is great to be involved with such a strong community hub located so close to our Gateshead developments, Park View and Bishop's Park, and to help them as they continue to provide sporting opportunities to youngsters."



CONTRIBUTING TOWARDS COMMUNITY LEISURE FACILITIES

• Zoe's Place Baby Hospice in Middlesbrough, received a cash boost from home builder, Taylor Wimpey North Yorkshire.

The charity has received the money to help with the day-to-day running costs of the hospice, as well as to help pay its hardworking nurses.

Elaine Dunning, corporate fundraiser at Zoe's Place Baby Hospice, comments: "As you can imagine the cost of running the hospice is incredibly expensive, even before you've included new equipment and staff wages".

"We're extremely grateful for Taylor Wimpey's generosity! Donations like this are invaluable to the work we do, and will help go towards paying our fantastic nurses".

Zoe's Place Baby Hospice provides respite and palliative care for babies and children who have life-limiting and life-threatening conditions. All care is provided on a one-to-one basis by a registered children's nurse and trained care assistants.

• Skelton Primary School invested in brand-new playground equipment for its pupils thanks to a £500 donation from property developer Taylor Wimpey.

The school, which is based just a short distance from the homebuilder's Annandale Park development in Skelton in Cleveland, has been given a cash-boost to further develop its outdoor area with the introduction of a pirate ship.

Ms Walker, head teacher at Skelton Primary School, comments: "We are really grateful for Taylor Wimpey's generous donation. We can now expand our Foundation Stage outdoor provision which the children love!"

Skelton Primary School has approximately 610 pupils and features a wide variety of facilities including, two libraries, a nurture room and a food technology area for the children to utilise.



LIFE HEALTH CENTRE

ZÖE'S PLACE BABY HOSPICE

Telephone: 01642 457985

10. CITY / TOWN FOCUS REPORTS

COUNTY DURHAM UA - 1,320 homes

According to research carried out by Nathaniel Lichfield & Partners for the HBF, in County Durham house building is responsible for:

- 5,676 jobs
- 53 graduates and apprentices positions
- 56,760 new trees or shrubs
- £2,121,240 towards education in the areaa
- £1.697.520 in extra council tax revenue
- £13,200,000 in other tax contributions
- £1,235,520 towards new open spaces, community spaces or sports facilities, or enhancing existing resources.
- 304 new affordable homes
- Payments of £29,228,760 to local authorities for further provision of new affordable homes

DARLINGTON UA - 500 homes

According to research carried out by Nathaniel Lichfield & Partners for the HBF, in Darlington house building is responsible for:

- 1,935 jobs
- 18 graduates and apprentices positions
- 19,350 new trees or shrubs
- £723,150 towards education in the area
- £578,700 in extra council tax revenue
- £4,500,000 in other tax contributions
- £421,200 towards new open spaces, community spaces or sports facilities, or enhancing existing resources
- 104 new affordable homes
- Payments of £9,964,350 to local authorities for further provision of new affordable homes





10. CITY / TOWN FOCUS REPORTS

HARTLEPOOL UA - 390 homes

According to research carried out by Nathaniel Lichfield & Partners for the HBF, in Hartlepool house building is responsible for:

- 1,677 jobs
- 16 graduates and apprentices positions
- 16,770 new trees or shrubs
- £626,730 towards education in the area
- £501,540 in extra council tax revenue
- £3,900,000 in other tax contributions
- £365,040 towards new open spaces, community spaces or sports facilities, or enhancing existing resources
- 90 new affordable homes
- Payments of £8,635,770to local authorities for further provision of new affordable homes

MIDDLESBROUGH UA - 540 homes

According to research carried out by Nathaniel Lichfield & Partners for the HBF, in Middlesbrough house building is responsible for:

- 2,322 jobs
- 22 graduates and apprentices positions
- 23,220 new trees or shrubs
- £867,780 towards education in the area
- £694,440 in extra council tax revenue
- £5,400,000 in other tax contributions
- £505,440 towards new open spaces, community spaces or sports facilities, or enhancing existing resources
- 124 new affordable homes
- Payments of £11,957,220 to local authorities for further provision of new affordable homes



NORTHUMBERLAND UA - 870 homes

According to research carried out by Nathaniel Lichfield & Partners for the HBF, in Northumberland house building is responsible for:

- 3,741 jobs
- 35 graduates and apprentices positions
- 37,410 new trees or shrubs
- £1,398,090 towards education in the area
- £1,118,820 in extra council tax revenue
- £8,700,000 in other tax contributions
- £814,320 towards new open spaces, community spaces or sports facilities, or enhancing existing resources
- 200 new affordable homes
- Payments of £19,264,410 to local authorities for further provision of new affordable homes

REDCAR AND CLEVELAND UA - 320 homes

According to research carried out by Nathaniel Lichfield & Partners for the HBF, in Redcar and Cleveland house building is responsible for:

- 1,376 jobs
- 13 graduates and apprentices positions
- 13,760 new trees or shrubs
- £514,240 towards education in the area
- £411,520 in extra council tax revenue
- £3,200,000 in other tax contributions
- £299,520 towards new open spaces, community spaces or sports facilities, or enhancing existing resources
- 74 new affordable homes
- Payments of £7,085,760 to local authorities for further provision of new affordable homes



STOCKTON-ON-TEES UA 510 homes

According to research carried out by Nathaniel Lichfield & Partners for the HBF, in Stockton-on-Tees house building is responsible for:

- 2,193 jobs
- 20 graduates and apprentices positions
- 21,930 new trees or shrubs
- £819,570 towards education in the area
- £655.860 in extra council tax revenue
- £5,100,000 in other tax contributions
- £477,360 towards new open spaces, community spaces or sports facilities, or enhancing existing resources
- 117 new affordable homes
- Payments of £11,292,930 to local authorities for further provision of new affordable homes

TYNE AND WEAR - 2,760 homes

In total last year, 2,760 new homes where started in Tyne and Wear. As a result, house building in the area was responsible for;

- 11,868 jobs
- 110 graduates and apprentices positions
- 118,680 new trees or shrubs
- £4,435,320 towards education in the area
- £3,549,360 in extra council tax revenue
- £27,600,000 in other tax contributions
- £2,583,360 towards new open spaces, community spaces or sports facilities, or enhancing existing resources
- 635 new affordable homes
- Payments of £61,114,680 to local authorities for further provision of new affordable homes

GATESHEAD - 430 homes

According to research carried out by Nathaniel Lichfield & Partners for the HBF, in Gateshead house building is responsible for:

- 1,849 jobs
- 17 graduates and apprentices positions
- 18,490 new trees or shrubs
- £691,010 towards education in the area
- £552.980 in extra council tax revenue
- £4,300,000 in other tax contributions
- £402,480 towards new open spaces, community spaces or sports facilities, or enhancing existing resources
- 99 new affordable homes
- Payments of £9,521,490 to local authorities for further provision of new affordable homes

NEWCASTLE UPON TYNE - 680 homes

According to research carried out by Nathaniel Lichfield & Partners for the HBF, in Newcastle upon Tyne house building is responsible for:

- 2,924 jobs
- 27 graduates and apprentices positions
- 29,240 new trees or shrubs
- £1.092.760 towards education in the area
- £874,480 in extra council tax revenue
- £6,800,000 in other tax contributions
- £636,480 towards new open spaces, community spaces or sports facilities, or enhancing existing resources
- 156 new affordable homes
- Payments of £15,057,240 to local authorities for further provision of new affordable homes



NORTH TYNESIDE - 530 homes

According to research carried out by Nathaniel Lichfield & Partners for the HBF, in North Tyneside house building is responsible for:

- 2,279 jobs
- 21 graduates and apprentices positions
- 22,790 new trees or shrubs
- £851,710 towards education in the area
- £681,580 in extra council tax revenue
- £5,300,000 in other tax contributions
- £496,080 towards new open spaces, community spaces or sports facilities, or enhancing existing resources
- 122 new affordable homes
- Payments of £11,735,790 to local authorities for further provision of new affordable homes

Output is still a long way off of what is required. If North Tyneside were to build enough homes to meet its housing need, that being an additional 896 homes each year, the industry could contribute towards an extra:

- 990 jobs created
- 9 graduates and apprentices positions created
- 9,899 trees and shrubs planted
- £369,931 towards education in the area
- £296,037 in extra council tax revenue
- £2,302,000 in extra tax contributions
- £215,467 contributed to open spaces, community, sport and leisure facilities
- 53 affordable homes built
- Payments of £5,097,319 to local authorities for further provision of new affordable homes

SOUTH TYNESIDE - 490 homes

According to research carried out by Nathaniel Lichfield & Partners for the HBF, in South Tynesside house building is responsible for:

- 2,107 jobs
- 20 graduates and apprentices positions
- 21,070 new trees or shrubs
- £787,430 towards education in the area
- £630,140 in extra council tax revenue
- £4,900,000 in other tax contributions
- £458,640 towards new open spaces, community spaces or sports facilities, or enhancing existing resources
- 113 new affordable homes
- Payments of £10,850,070 to local authorities for further provision of new affordable homes

SUNDERLAND - 640 homes

According to research carried out by Nathaniel Lichfield & Partners for the HBF, in Sunderland house building is responsible for:

- 2,752 jobs
- 26 graduates and apprentices positions
- 27,520 new trees or shrubs
- £1.028.480 towards education in the area
- £823,040 in extra council tax revenue
- £6,400,000 in other tax contributions
- £599,040 towards new open spaces, community spaces or sports facilities, or enhancing existing resources
- 147 new affordable homes
- Payments of £14,171,520 to local authorities for further provision of new affordable homes



11. TABLES OF STATISTICS – THE NORTH EAST REGION

DATA		CURRENT									
Lower and Single Tier Authority Data	2014 starts	Jobs		Trees / shrubs	Education (£)	Affordable homes	Affordable homes value	Тах	Council tax	Open space	

County Durham UA	1,320	5,676	53	56,760	2,121,240	304	29,228,760	13,200,000	1,697,520	1,235,520
Darlington UA	450	1,935	18	19,350	723,150	104	9,964,350	4,500,000	578,700	421,200
Hartlepool UA	390	1,677	16	16,770	626,730	90	8,635,770	3,900,000	501,540	365,040
Middlesbrough UA	540	2,322	22	23,220	867,780	124	11,957,220	5,400,000	694,440	505,440
Northumberland UA	870	3,741	35	37,410	1,398,090	200	19,264,410	8,700,000	1,118,820	814,320
Redcar Cleveland UA	320	1,376	13	13,760	514,240	74	7,085,760	3,200,000	411,520	299,520
Stockton-on-Tees UA	510	2,193	20	21,930	819,570	117	11,292,930	5,100,000	655,860	477,360

Tyne and Wear	2,760	11,868	110	118,680	4,435,320	635	61,114,680	27,600,000	3,549,360	2,583,360
Gateshead	430	1,849	17	18,490	691,010	99	9,521,490	4,300,000	552,980	402,480
Newcastle upon Tyne	680	2,924	27	29,240	1,092,760	156	15,057,240	6,800,000	874,480	636,480
North Tyneside	530	2,279	21	22,790	851,710	122	11,735,790	5,300,000	681,580	496,080
South Tyneside	490	2,107	20	21,070	787,430	113	10,850,070	4,900,000	630,140	458,640
Sunderland	640	2,752	26	27,520	1,028,480	147	14,171,520	6,400,000	823,040	599,040

NORTH EAST TOTAL 7,160 30,788 286	307,880 11,506,120 1,647	158,543,880 71,600,000 9,207,760 6,701,760
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APPENDIX